## Navigating Today's Landscape and Driving Demand



## **Quick Overview of DU!**



#### Downtown 15 min.

Alterno Title Martin

#### 60 min. Rocky Mountains

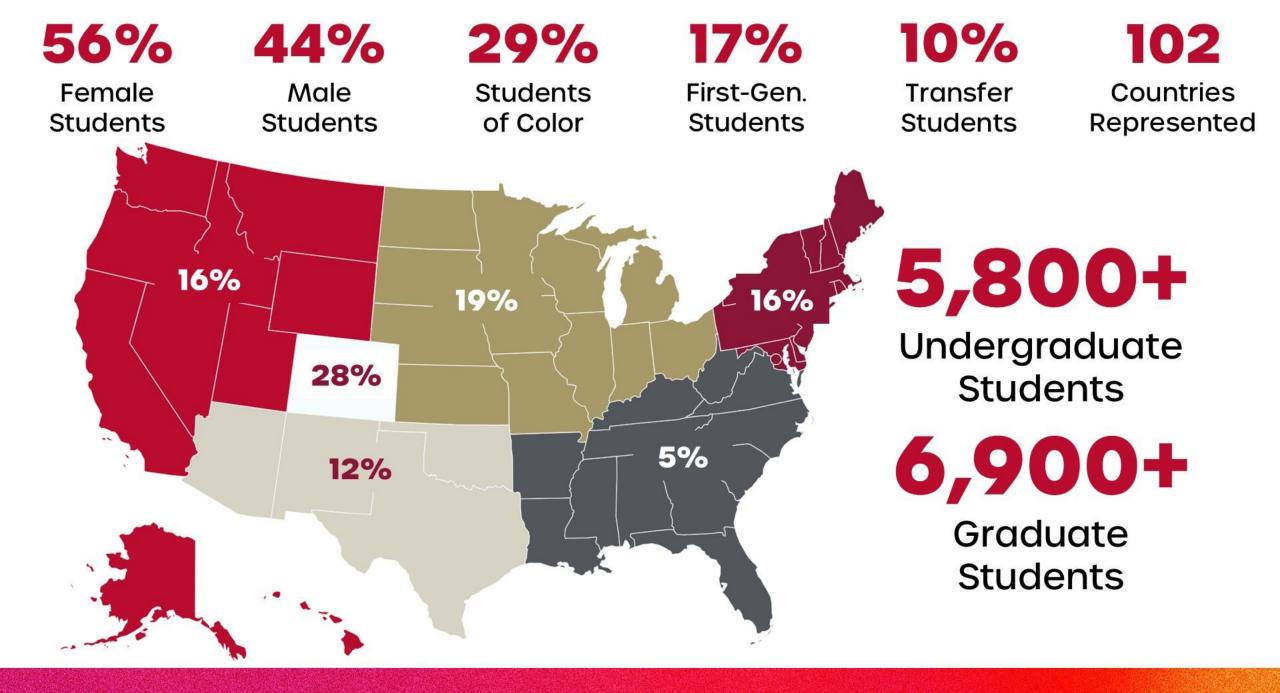
#### 10 min. Wash Park

Chamberlin Observatory 2 min.

## University Neighborhood

**DIA** - 45 min.

Denver Tech Center — 10 min.





# **4D Experience**

Advancing Intellectual Growth

Pursuing Careers & Lives of Purpose

Promoting Well-being

**Exploring Character** 



# James C. Kennedy Mountain Campus

We Hours NW of Denver

724 Acres of Forested Hills

**Outdoor Pursuits & Retreats** 

Field Research & Wilderness Medicine

Wellness, Character, & Career Weekends





# Study Abroad

### **4D** Cherrington Global Scholars

Students Study Abroad Partner Programs

Countries on Six Continents

## 70% 100+ 45

#### Where Do We Lose Students?

2024 Rank	Institution	Admits
1	UNIVERSITY OF COLORADO BOULDER	1,321
2	COLORADO STATE UNIVERSITY	558
3	UNIVERSITY OF COLORADO DENVER	253
4	COLORADO SCHOOL OF MINES	206
5	UNIVERSITY OF UTAH	170
6	UNIVERSITY OF WISCONSIN - MADISON	165
7	CALIFORNIA POLYTECHNIC STATE UNIVERSI	155
8	UNIVERSITY OF OREGON	148
9	UNIVERSITY OF WASHINGTON - SEATTLE	143
10	INDIANA UNIVERSITY BLOOMINGTON	142
11	UNIVERSITY OF ARIZONA	141
12	UNIVERSITY OF VERMONT & STATE AGRICUI	134
13	SAN DIEGO STATE UNIVERSITY	121
14	SYRACUSE UNIVERSITY	116
15	SANTA CLARA UNIVERSITY	115
16	NORTHEASTERN UNIVERSTIY	101
17	COLORADO MESA UNIVERSITY	96
18	COLORADO COLLEGE	96
19	UNIVERSITY OF MINNESOTA - TWIN CITIES	94
20	ARIZONA STATE UNIVERSITY	94
21	GONZAGA UNIVERSITY	92
22	REGIS UNIVERSITY - SEMESTERS	86
23	MONTANA STATE UNIVERSITY - BOZEMAN	84
24	CHAPMAN UNIVERSITY - ORANGE	80
25	LOYOLA MARYMOUNT UNIVERSITY	78
26	OREGON STATE UNIVERSITY	78
27	GEORGE WASHINGTON UNIVERSITY	70
28	TULANE UNIVERSITY	69
29	UNIVERSITY OF TEXAS - AUSTIN	69
30	UNIVERSITY OF ILLINOIS URBANA -CHAMPA	68
31	LOYOLA UNIVERSTIY CHICAGO	68

### **DU Admits Enrolling at SEC Schools**

	2023	2024
Auburn University	22	20
University of Kentucky	14	11
Texas A&M University	46	47
Mississippi State University	3	1
University of South Carolina	29	28
University of Georgia	26	22
University of Mississippi	18	13
Vanderbilt University	27	21
University of Oklahoma	28	36
University of Tennessee	36	42
University of Alabama	28	28
Louisiana State University	43	41
University of Arkansas	29	27
University of Missouri	19	34
University of Texas	83	69
University of Florida	39	37
Total	490	477

## **National Landscape**

## **Stiff Competition – This isn't Just Coke vs Pepsi**



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### Illogical Decisions



### WICHE By State/Region – Declining HS Graduates

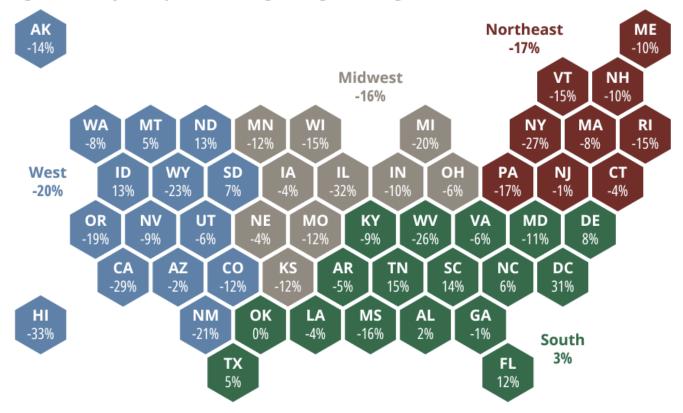
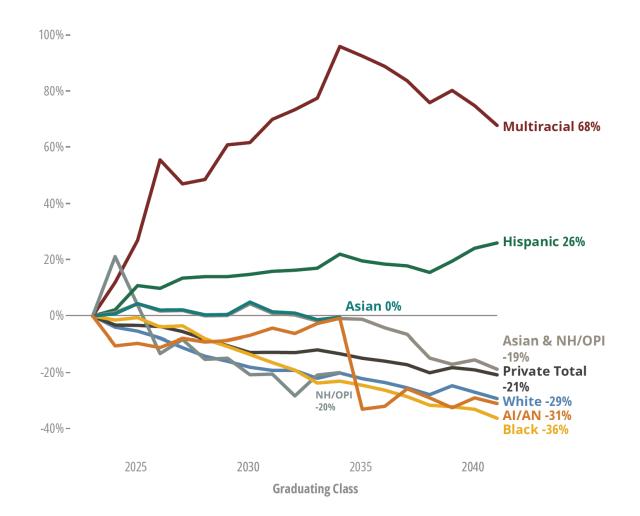


Figure 17. Projected percent change in high school graduates, 2023 to 2041

#### **WICHE – Changing Demographics**



#### CO K-12 Enrollment Declining

## Colorado's student enrollment declines again, but more metro area districts saw growth

By: Yesenia Robles, Chalkbeat Colorado Posted 7:39 AM, Jan 17, 2025

In a sign of longer-term trends, early grades have far smaller numbers of students than the high school grades, the data showed. For example, Colorado has 74,727 students in 12th grade preparing to graduate this spring, and 69,455 students in the class behind them. Meanwhile, this year's kindergarten class has just 58,604 students.

## Admit Rates Rising...

**The Washington Post** Democracy Dies in Darkness

HIGHER EDUCATION

#### It's becoming easier to get into many colleges

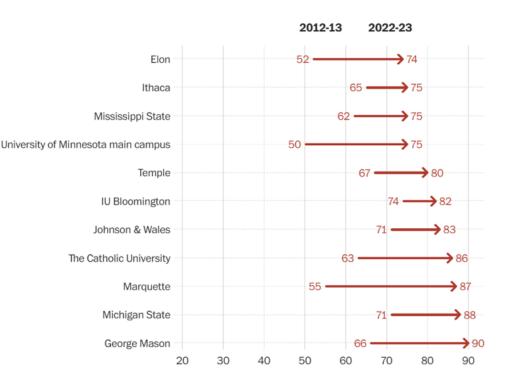
Despite common perception, acceptance rates are going up.

#### By Jon Marcus

November 18, 2024 at 5:00 a.m. EST It's basic math. Enrollment <u>has been going down</u> for more than 10 years. Freshman enrollment this fall <u>dropped by another 5 percent</u>. And federal data show the number of <u>high school graduates going directly to</u> college <u>has fallen</u> from a high of 70 percent in 2015 to 62 percent in 2022, the most recent year for which the figure is available.

With a smaller supply of students, colleges are accepting a larger proportion of applicants. And with a projected decline in the number of 18-year-olds, Cooper said, it's likely that getting into college will continue to get easier.

Fordham spokesman Bob Howe said the university's acceptance rate went up from 43 percent to 54 percent between 2012 and 2022 in part because high school seniors are applying to more colleges, which "has required us to temporarily shift our acceptance rate."



## Campus Visits Declining...

December 02, 2024

#### **The Campus Visit Is Changing**

W. Kent Barnds considers the implications of students deferring their campus visits until after they receive offers of admission.

#### By W. Kent Barnds

I recently participated in a virtual meeting with about 20 vice presidents of enrollment from across the country, and all but one were very worried about campus visit trends. In short, campus visits seem to be decreasing, and this is creating anxiety for all.

One of my colleagues shared that it seems as though "students no longer visit to determine where to apply, but instead apply to determine where to visit." This comment was met with an unusual amount of agreement among the group. Such a dynamic no doubt changes what many of us have thought about the college search for decades.

I must confess: This is happening in my own <u>home</u> and I hadn't even thought about it. I am the parent of a high school senior currently going through the college search, and I recently asked my wife about visiting <u>a number of</u> colleges on our daughter's list. She responded, "Let's wait to see where she's admitted before arranging those visits." I nodded in agreement but hadn't really thought much about how easily that nod came until after that meeting.

## Football and College Admission

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The New York Times

Account ~

ESSAY

## What Does College Football Have to Do With College?

The question isn't new. But seismic changes to college sports, embraced by Coach Deion Sanders and his University of Colorado Buffaloes, have made it more relevant than ever.



## Schools in the South: Going Viral!

#### THE WALL STREET JOURNAL.

#### Sorry, Harvard. Everyone Wants to Go to College in the South Now.

The likes of Georgia Tech, Clemson and Ole Miss are drawing students from the North who want to have fun and save on tuition. The shift is boosting the economies of cities across the region.

### Parents Want Party Schools Too! 8

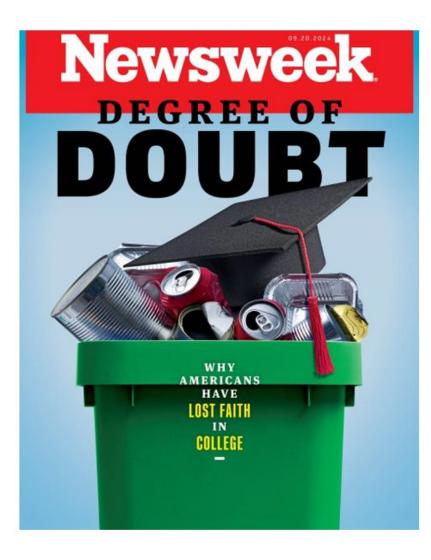
THE WALL STREET JOURNAL.

#### It's 10 a.m. and Dad's Doing Jell-O Shots. Must Be Parents' Weekend.

Fall tradition at colleges used to be a time for campus tours and welcome speeches. Now parents want to party.



## Media Scrutiny Continues



According to <u>a recent Gallup survey</u>, a growing proportion of Americans are losing confidence in higher education. The survey, released in July, found that only about a third (36 percent) of Americans said they have a great deal or quite a lot of confidence in higher education, while 32 percent said they had little or no confidence. The numbers are significantly down from a decade ago, when 57 percent reported having a great deal or quite a lot of confidence in higher education and only 10 percent said they had little or none. More

**Tuition** 

## Hopping on the Affordability Bandwagon

Five selective colleges launched strikingly similar student aid initiatives last week for low- and middle-income students. What's behind the frenzy to boost financial aid?

On Tuesday, the University of Pennsylvania and Brandeis University By Liam Knox both announced they were expanding their financial aid programs to a broader range of students. The next day, Carnegie Mellon, the Massachusetts Institute of Technology and the entire University of Texas system did the same. The plans will make more lower- and **Promises!** middle-income students eligible for free tuition, with some raising the family income threshold to \$200,000.

> Those five institutions join dozens of others that have rolled out similar initiatives this year: Dartmouth, Vanderbilt, Colby College, Duke, Columbia, Richmond and the Universities of Virginia and North Carolina, to name just a handful. So what's behind the flurry of affordability initiatives?

### SMU – Eliminated App Fee for Everyone



EXPLORE SMU

Undergraduate Admission

Apply Visit Financial Aid

<u>م</u>

## Celebrate with us!

To mark joining the Atlantic Coast Conference (ACC), **we're waiving the application fee** for all first-year and transfer undergraduate students. JOIN THE HERD

#### Northeastern – "Feel Special" Waiver (and FREQUENT messages)

#### Northeastern University Undergraduate Admissions

Greetings from Northeastern University! We are writing to remind you that this is the last month to take advantage of your application fee waiver before the Early Decision II and Regular Decision deadline on January 1.

To use the fee waiver, look for the fee waiver prompt and select "Northeastern Fee Waiver Mailing" when applying to Northeastern through the Common Application or Coalition Application.

#### Start Your Application

Northeastern Underg.	Inbox Northeastern's Application Deadline is January 1	12/23/24
Northeastern Underg.	Inbox Northeastern's Application Deadline is Approaching	12/18/24
Northeastern Underg.	Inbox Reminder: Claim Your Application Fee Waiver	12/8/24
Northeastern Underg.	Inbox Submit your Northeastern Application Today!	12/6/24
Northeastern Underg.	Inbox Early Decision Benefits at Northeastern	12/3/24
Northeastern Underg.	Inbox NU Accelerate Scholarship for Early Decision Students	11/21/24
Northeastern Underg.	Inbox Complete your Northeastern Application	11/21/24
Northeastern Underg.	Inbor Reminder: Claim Your Application Fee Waiver	11/17/24
Northeastern Underg.	Inbox Early Decision Benefits at Northeastern	11/12/24
Northeastern Underg.	Inbox Applying to Northeastern	11/9/24

## Federal Disruptions!

#### 🔴 April 09, 2025

#### **Conservatives Seize the Moment to Remake Higher Ed**

A Heritage Foundation event on Tuesday emphasized the need for reform in higher education. A Department of Education speaker touched on how Trump is forcing change. e March 21, 2025

#### Congress Eyes More Control Over Colleges

Lawmakers have introduced dozens of bills related to higher education, according to a new searchable database from *Inside Higher Ed*. Taken together, the proposals offer a sketch of the Republican agenda to crack down on colleges.

🛑 April 14, 2025

## Is Admissions Trump's Next Higher Ed Target?

The administration wants "comprehensive admissions reform" at colleges. It's unclear what that means or how it would be enforced, but pressure to avoid scrutiny could affect admissions practices.

🛑 April 08, 2025

#### Student Visa Dragnet Reaches Small Colleges

Immigration officials are rapidly revoking hundreds of student visas. Many more are going unreported at small colleges anxious to avoid federal scrutiny.

### Federal Funding Cuts – Eliminate Plus Loans??

Sunset Grad and Parent Plus loans TBD 10-year savings VIABILITY: HIGH / MEDIUM / LOW

- This option would eliminate parent PLUS loans, which are offered to parents of dependent undergraduate students, and grad PLUS loans, which are offered to graduate students and students enrolled in professional programs.
- This option would generally eliminate such loans to new borrowers beginning on July 1, 2025, and would eliminate the program altogether by 2028.

## **Enhanced Marketing**

### Common Sense Marketing



**Katelyn Bourgoin** @KateBour

Most marketing:

"This is our product and this is what it does."

...

Better marketing: "This is our product and the benefits it creates for you."

Great marketing: "This is what you're struggling with and here's how to overcome those struggles and be a better you. Our product helps."



#### Katelyn Bourgoin @KateBour

People don't buy things because of who they are.

They buy because of who they want to become.

Don't sell the product.

Sell the transformation.

 $4{:}05~\text{PM}$   $\cdot$  1/31/23  $\cdot$  15.5K Views

### What's Your "One" Differentiator??

#### 🧠 Brainy Breakdown

Need to ship something? You've got LOTS of options: UPS, the post office, FedEx, DHL, carrier pigeons—you name it.

So FedEx didn't waste time—or their marketing budget—claiming they were the "best" (overused) or the "most efficient" (what does that even mean?).

Instead, they zeroed in on the **exact reason** you should choose them over their competitors:



In doing this, they made the choice effortless. If speed matters, you go with FedEx (sorry, carrier pigeons).

When you <u>\*clearly\* define your unique role in your best-fit buyers' minds</u>, buying from you becomes a no-brainer.

### **Senior App Invite**



#### Choose the **University** of Denver

and discover a world of opportunities. From experiential learning and world-class faculty to the Kennedy Mountain Campus, study abroad and top-ranked sports. you'll discover new ways of doing and thinking at DU. Apply today!

#### Apply to DU in 5 Easy Steps:

- 1. Log in to the Common Application at commonapp.org.
- 2. Select the University of Denver as one of your schools.
- 3. Request your official high school transcript(s) and/or college transcript(s).
- 4. Submit official test scores if applicable (DU is a test-optional university). College Board code + 4842 ACT code = 0634
- 5. Pay the \$65 application fee or apply for a fee waiver by reaching out to your admission counselor.

#### **Early Decision Benefits:**

- Students who apply in our Early Decision I or Early Decision II rounds receive the following: an additional \$5,000 merit aid award each
- year up to four years · DU meets full demonstrated need of top performers
- stronger consideration for admission · earlier admission and financial aid notifications

Please note: You can only apply Early Decision to one achool. If you're accepted to DU via Early Decision, you must withdraw all your applications from other schools.

#### **Top Tips for your** college search from current **DU students:**

"I took an online college match survey that helped me narrow down my options and know where to start looking." - Sofie Segal, Class of 2025

"Colleges want to hear from you, so don't be shy about reaching out to your admission counselor or other staff with questions." Arden Enror, Clate of 2026

location is calling to you, follow that instinct." Max Guerra-Amenez, Class of 2027

#### Visit DU's Campus!

Located just 15 minutes from downtown Denver and an hour from the stunning Rocky Mountains, our campus gives you access to a wealth of academic resources, an active social community, space to reflect in nature and connections to professional opportunities in Deriver.

We offer daily in-person visits Monday-Friday at 9am and 2pm, as well as specialized programs such as Friday@DU and our all-day admitted student event, Journey to DU. You can also choose to join us for a virtual information session and explore our beautiful campus with a virtual tour.

> Scan the QR Code DU.EDU/VISIT-US





August 1 Common Application onesis

November 1

Deadline: Apply Early Action and Early Decision I

November 15 Priority deadline to submit CSS Profile and EAPSA for Early Action and Early Decision I

January 15 Dearline Appy Regular Decision and Early Decision II

February 1 Priority deadline to autorit CBS Profile and FAFSA for Require Decision and Early Decision 8



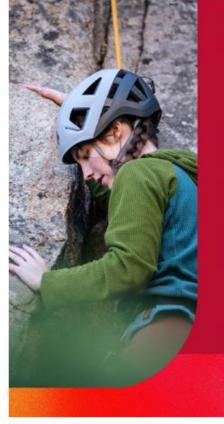
Follow your heart ... if a





Retargeted Display Ads (Visitors to DU Admission Website)





## 

Ready, set, explore Be You at DU

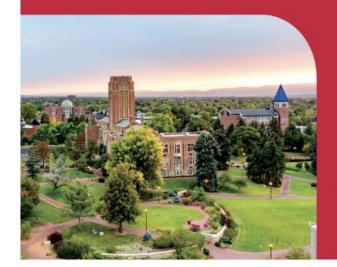
#### **APPLY NOW**

#### D **Admit Brochure**

#### UNIVERSITY OF DENVER

#### Welcome to the **University of Denver**

Your guide to life-changing experiences and lifelong success



#### Congratulations on Your Admission to the University of Denver!

It's time to bring your can do spirit to DU and built the foundation of itlating growth and success. investing for you

**4D Experience** Propers to make a difference in a synamic world. onal Experience wetry to and your both rows and long after you produce on about the RD Department and our many AD sig-ments and opportunities of databactic appartments







#### ELINESS RESOURCES & RECREATION

#### Two Campuses, One DU

Increases yourself in the holistic approach to education that with DU agent, our one of a kind Four-Dimensional Expension. Once in multiple dimensions both in the vibrant oity of Denver and in the stanning related settings of the nearby Rocky Mountains.

#### ISANES-O. RENNEDY MOUNTAIN CAMPUS RIMOT

adversion, conversion and learning open to obraw OX denteng motion, take a nature break hears assistance are pursue with context around the complete.

#### KING WELLNESS RETREATS

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Outdoor Experience Weekand

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#### Juniors: Visit Invite

"The location of campus is optimal given its proximity to both downtown Denver and Colorado's breathtaking natural landscapes. Having grown up in western Colorado, I have an innate need to experience nature and get outdoors, and i'm able to do so tOU, while also being able to appreciate

the music scene and other opportunities the city offers." -Anna Respet, Class of 2027 Visit the University of Denver





Here, we do higher education differently. On our campus, you'll dive into adventure, opportunity and academic excellence. Prepare for a life of purpose and equip yourself for a future that makes a difference. Schedule a visit and flud out what you can do at DU.





Where adventure builds character and résumés

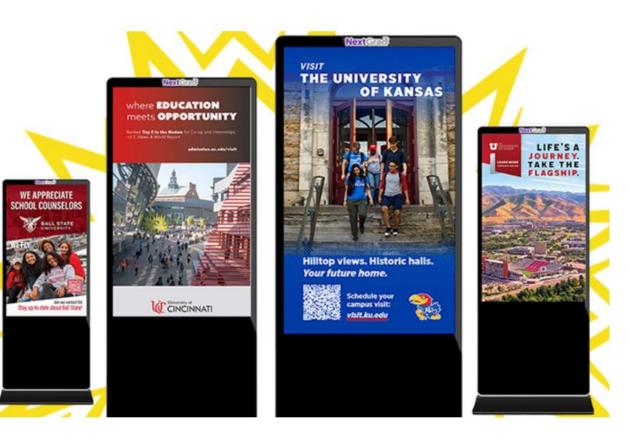
Experience our stunning campus and enjoy all Demer has to offer i With daily compus with available in the morning and afternoon, find a time that works beet for you or choose a virtual visit option. Learn more about the academic opportunities, campus connections and holiatic 40 Experience that make DU the #1 most-loved university in the nation.<sup>20</sup>

#### **Princeton Review Promotions – "Love DU"** D



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### NextGrad – Digital Billboards in High Schools



1.Bellarmine College Prep - San Francisco Bay 2.Creighton Prep - Omaha 3.Lakewood High School - Denver 4. Olathe North High School - Kansas City 5. Olathe Northwest High School - Kansas City 6.Shawnee Mission Northwest High School - Kansas City 7. Stephen F. Austin High School - Houston 8.Barrington High School - Chicago 9.Columbine High School - Denver 10.Golden High School - Denver 11.Green Mountain High School - Denver 12. Mundelein Consolidated HS - Chicago

### Mailers to Admits – Specific Colleges (DCB Sample)





#### Your future starts now

{{Student Name}}, at the Daniels College of Business, our small classes mean big opportunities, with faculty who mentor and guide you in and out of the classroom.

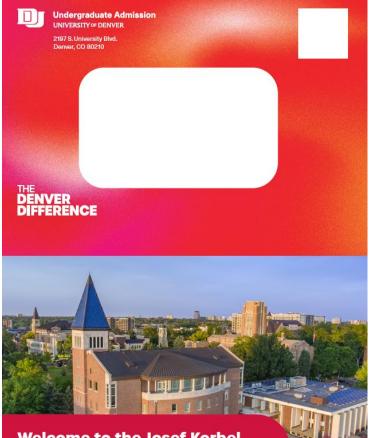
Learning isn't limited to lecture halls here. Experiential learning is a fundamental part of our curriculum, whether working with companies on real business projects, getting to enjoy Colorado's incredible outdoors at the Kennedy Mountain Campus, or traveling abroad to learn about business in another country.

Beyond the curriculum, you'll connect with industry leaders, tap into a powerful alumni network and receive expert career coaching tailored to your goals. Join Daniels—where business meets opportunity! Are you ready to thrive? Let's build your future together.



Learn more about the student experience at Daniels College of Business. du.edu/advancing-opportunity

#### Mailers to Admits – Specific Colleges (Korbel Sample)



Welcome to the Josef Korbel School of International Studies!

Forge your path and prepare for purpose

UNIVERSITY OF DENVER



## Where impact transcends borders

{{Student Name}}, welcome to Korbel! Here, you'll learn from distinguished faculty, including former global affairs practitioners and policymakers who are shaping the world stage.

With real-world experiences in global research, study abroad and collaborations with international NGOs, your education goes beyond the classroom. Build expertise in international relations, human rights and public policy, while developing the leadership skills to make a lasting global impact. Supported by Korbel's extensive alum network and Denver's dynamic international community, you'll find a path toward meaningful change on a global scale.



Learn more about the real-world impact of experiential learning at Korbel. du.edu/advancing-impact

## **Artificial Intelligence**

#### AI – File Reading

- Transcript/GPA Calculation
- Course summary/grades in courses
- Credit evaluations
- Summaries of Essays and Rec Letters

#### AI – Marketing and Personalization

- Personalized Emails
- Retargeting ads/messages
- Website personalization
- Search efficiencies

Al can allow for interactions with students to always be contextaware of their funnel stage and activity on your website.

#### UNIVERSITY OF DENVER

## THANK YOU