

LRAPs Move Students Off the Fence

Speaker 1 ([00:03](#)):

One of the main reasons that we started offering LRAP was due to a large number were depositing, but it was slowing down. And, uh, we started adding LRAP to our, what we call negotiation appeals group that needed maybe a little incentive to go forward with the deposit and it started ticking up. I think it's fantastic. That's how, you know, after first hearing about it, not knowing enough about it, now that we have and have started our third recruitment group, it's wonderful. We've had many, many students saying, I would not have gone if I didn't have it. The value in it is that we helped families make that final decision. A lot of them were on the line, Do we come, do we don't, do we do, do we not, You know, that kind of stuff. And that incentive and the conversations they had with the Ardeo group got them more interested in us that hey, we are taking effort to help them out.