

Call Script Playbook

Introduction

Thanks for your interest in **##area_of_interest##** at **##Campus_Name##**. We know this is a big decision and that you probably have many questions. I am happy to be your enrollment counselor throughout your research and enrolment process.

Step 1: Match interest with career path

Step 2: Match career path with degree

Step 3: Layout timing and cost investment (single sheet)

What the world needs

Top occupations by expected annual job openings for occupations requiring an Associate's degrees in LA, 2017-2027.

Career	Average Salary	Area of Interest	SMC Degree
Preschool Teachers	US \$34,410 LA \$38,190	Education	ASSOCIATE IN SCIENCE FOR TRANSFER - EARLY CHILDHOOD EDUCATION ASSOCIATE IN SCIENCE DEGREE - EARLY CHILDHOOD STUDIES CERTIFICATE OF ACHIEVEMENT - EARLY CHILDHOOD EDUCATION
Paralegals	US \$54,500 LA \$55,590	Legal	ASSOCIATE IN SCIENCE DEGREE - LEGAL ADMINISTRATIVE ASSISTANT
Clinical Laboratory Technicians	US \$53,880 LA \$58,660	Health Sciences	N/A
Human Resource Assistants	US \$41,620 LA \$42,750	Business	ASSOCIATE IN SCIENCE FOR TRANSFER - BUSINESS ADMINISTRATION ASSOCIATE IN SCIENCE DEGREE - BUSINESS DEPARTMENT CERTIFICATE - BUSINESS MANAGEMENT
Web Developers	US	Science Technology	ASSOCIATE IN SCIENCE DEGREE -

	<u>\$75,580</u> <u>LA</u> <u>\$78,200</u>	Engineering Math	COMPUTER PROGRAMMING ASSOCIATE IN SCIENCE DEGREE - COMPUTER SCIENCE ASSOCIATE IN SCIENCE DEGREE - WEB PROGRAMMER DEPARTMENT CERTIFICATE - COMPUTER PROGRAMMING DEPARTMENT CERTIFICATE - ENTRY LEVEL PROGRAMMER
Dental Hygienists	<u>US</u> <u>\$75,500</u> <u>LA</u> <u>\$98,640</u>	Health Sciences	N/A
Respiratory Therapists	<u>US</u> <u>\$62,500</u> <u>LA</u> <u>\$75,360</u>	Health Sciences	ASSOCIATE IN SCIENCE DEGREE - RESPIRATORY THERAPY
Architectural/Civil Drafters	<u>US</u> <u>\$56,700</u> <u>LA</u> <u>\$63,580</u>	Science Technology Engineering Math	ASSOCIATE OF SCIENCE DEGREE - ENGINEERING
Radiologic Technologists	<u>US</u> <u>\$61,540</u> <u>LA</u> <u>\$75,410</u>	Health Sciences	N/A
Computer Network Support Specialists	<u>US</u> <u>\$68,050</u> <u>LA</u> <u>\$72,190</u>	Science Technology Engineering Math	DEPARTMENT CERTIFICATE - NETWORKING

What you are good at?

Walk through assessment verbally <https://smc.emsicc.com/assessment>.

Download and email assessment summary along with associated single sheets