



# Leveraging Partnerships to Scale Enrollment

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# Defining the Why

- Foundational
- Strategic
- Service-oriented

# Background

- Idea Formed
- Proposal
- Beta Testing
- Cabinet Buy-In
- Position Created

# Three Models Emerged

- Educator Savings Program Model
- Standard Corporate Discount Model
- Subscription Model

# Discussion

- What challenges do you face?
- What is holding you back?