

COMPLETED SAMPLE REVIEW: CONSTRUCTED SAMPLE

Constructed center data. The analysis and deliverable structure follow the actual Enrollment Leak Review process.

This is not client data, a case study, or evidence of typical results. It shows the result of the analysis, not business results caused by Headlined.

CENTER

Constructed Three-Center Network

REVIEW DATE

2026-07-28 (sample preparation date)

EVIDENCE BASIS

The stage counts and response-timing notes are constructed inputs. Observed differences are separated from missing information and hypotheses. No customer history or post-implementation outcome is represented.

CURRENT RECORDED PATH

120 inquiries → 90 reached → 48 booked → 32 completed → 14 enrolled

FIRST VISIBLE DIFFERENCE

West Center recorded 25 of 40 inquiries reached, compared with 34 at North Center and 31 at Midtown.

WHAT IS NOT YET ESTABLISHED

The difference does not establish why fewer inquiries were reached. Confirm that every center uses the same definition of “reached” before treating the comparison as an operating issue.

FIRST POINT TO VERIFY

Confirm the counting rule, first-response ownership, and response timing at West Center.

RESPONSIBLE ROLE

Enrollment lead and West Center manager.

MATERIAL NUMBER OR TIMING TO VERIFY

West Center response timing is not tracked. Review first-response timestamps and the 11 network-wide records without a documented next action.

THREE CHECKS TO RUN

1. Confirm whether “reached” means two-way parent contact at every center.
2. Review first-response timestamps and ownership for a defined recent period.
3. Review records without a documented next action.

READINESS NOTE

Open-seat capacity, monthly tuition, and expected retention remain unverified. Do not estimate the value of unused capacity until those inputs are confirmed.

RECOMMENDED NEXT STEP

Assign first-response ownership and track response timing and next actions before increasing inquiry volume.

WHAT WOULD JUSTIFY IMPLEMENTATION

Consider a Buildout only if the review confirms a material ownership, timing, follow-up, or management-rhythm gap and the team has capacity to execute the installed process.

WHAT WOULD JUSTIFY NO BUILDOUT

If stage definitions are inconsistent or the available information does not support a material handling issue, standardize reporting and verify capacity or inquiry volume first.

SUMMARY BOUNDARY

This completed sample demonstrates the analysis and recommendation structure Headlined intends to use. It does not show client work, typical performance, enrollments, revenue, ROI, lead quality, or student outcomes.