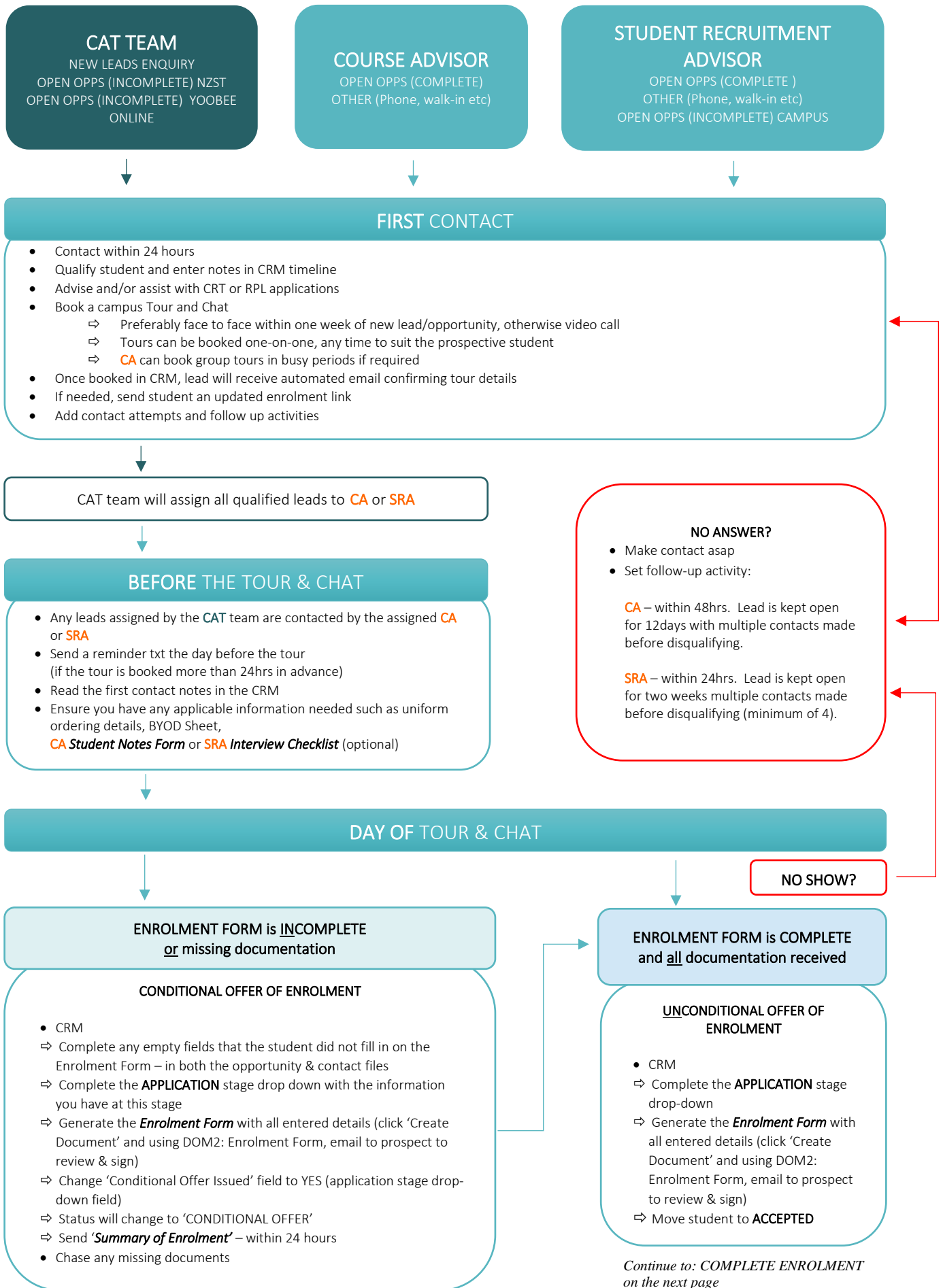


DOMESTIC SALES PROCESS FLOW CHART





NOTE: This flow chart was revised in November 2022 and incorporates the sales process of both NZST and Yoobee Colleges.
For further information regarding each stage of the sales process, refer to the following guide: A GUIDE TO Enrolment Types & the 'Tour and Chat'