

News & Views

Indiana Student Financial Aid
Association

December 2002/January 2003

Volume 22 Issue 3

PRESIDENT'S REPORT

Victoria Goeke

I'm writing this column shortly after moving to my new office at IUPUI. Wow, do I feel dumb. It is like starting all over again. The same, but different, if you know what I mean. I trust by now you all have your students fully packaged, awarded and registered for fall and are ready for a break. No such luck, back to reality. While the peak may be past, there is much work to be done. We have barely started the new year and it is time to gear up for what promises to be an even busier time ahead.

While Santa is gathering his reindeer, ISFAA helpers are making their list and checking it twice to make certain that the Winter conference is a first rate program and all of the details are attended to. Much thanks goes to Melinda, Jackie, Kathleen, John, and the rest of the Program and Site committee. By the time you read this, ISFAA has successfully brought NASFAA training to your door, thanks to Chris and the training committee along with the trainers, Peg and Debra.

While you're in the office trying to think of new innovative ways to promote financial aid awareness and encourage students to sign up for their pin, Steve and Mark are meeting with

our new SSACI Director, Pat Moss to welcome her in the ISFAA tradition and lend our mutual support in the administration of student financial aid. While Steve and Mark are staying abreast of NPRMS and reauthorization issues, Bob, Joyce, Diane and many others have provided critical insight on Pell Grant, Need Analysis, FFEL and Direct Loan Programs and more.

HS Counselor Workshops are underway thanks to Kathy and Martin and College Goal Sunday is about to finalize their schedules for the 13th year ...more to come from Michele and Janet.

Yes, this is a busy time, whether you use Banner, People Soft, SIS Plus, or another product, the new year regs testing will begin soon. It is nice to know with all this work that we can count on all of our ISFAA family members to lend an ear and lift a hand. Don't forget to mark your calendar for Dec 8-10 and register for the Winter ISFAA conference at <http://www.isfaa.org>. See you there.

Inside this issue:

Comings & Goings	2
Executive Committee Minutes	4-10
State Filing Deadline	11
Training Opportunities	13
CGS, FANs and More	14-19



COMINGS AND GOINGS

**Kathleen White, Indiana State University,
Newsletter Committee**

COMINGS

- **James Fiddler**, is the new Assistant Director, Client Services (training) at IUPUI. Jim is new to financial aid having come from private industry.

GOINGS

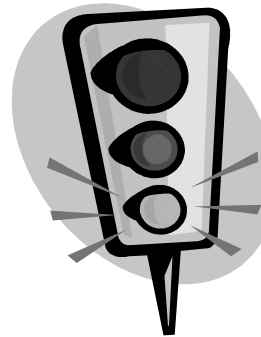
- **David Perlini** has left SSACI after being asked by Governor O'Bannon to head to the Department of Administration.
- **Carl Curry**, Director at IVY Tech in Gary, "retired" from the business in August only to "un-retire" 3 weeks later by taking the directorship at Greenville Community College in Greenville, SC.
- **Ruben Garcia**, formerly of Vincennes University, is now the Director of Financial Aid for the Virtual University in Chicago.

TRANSITIONS

- An error on the part of the editor which left him out of the last issue, **Jack Schmit** has been named the new Executive Director for ICPAC. He previously was the Deputy Director for ICPAC, so he is no stranger to the organization.
- **Vikki Goeke** has accepted a new position with IUPUI as Associate Director of Compliance and Program

Management. She started her position at IUPUI on Nov. 8th. Her new email address at IUPUI is vgoeke@iupui.edu.

- **Pat Moss** has accepted the promotion to Executive Director of SSACI, replacing David Perlini. Pat had been co-director of the Office of Twenty-First Century Scholars.
- **Mark Rinkenberg** (previously director at Ancilla) has resigned from SunTrust and taken the position of Senior Marketing Representative for the Midwest Region for Academic Management Services (AMS).
- **Tom Quinn**, Senior Director, Sales for USA Funds has resigned to take the position of Senior Vice President, Sales for Academic Management Services (AMS).

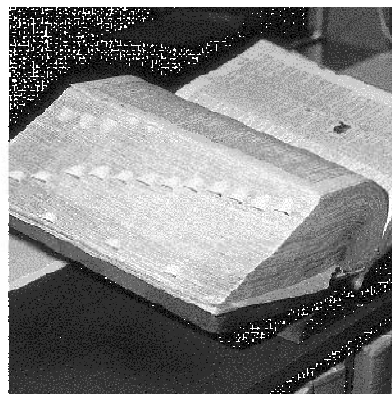


- **Gail V. Ferreira** has been promoted to District Vice President of the Midwest Region for AMS.
- Effective December 2nd, **Richard Miller**, formerly of Ancilla College, will be the new Director of Financial Aid at Calumet College Saint Joseph.
- **Barbara Jerzyk**, Director at Calumet College of St Joseph has resigned to take the directorship at Ivy Tech State College - Gary, replacing Carl Curry.

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COMINGS AND GOINGS: CONTINUED

PROMOTIONS

- **Christopher Paul**, is the new Assistant Director, Client Services (information technology) at IUPUI. Chris received his undergrad from the University of Indianapolis and was promoted from within the Client Services area.

BIRTHS

- Joseph Charles Bowman was born Saturday, Sept 21 at 1:26 a.m. Proud parents are **David Bowman** from Great Lakes and his lovely wife. Joseph weighed 7lbs, 15oz and was just over 20" long. Both baby and mom are home and doing well. Joseph's two older brothers have accepted him as part of the family.

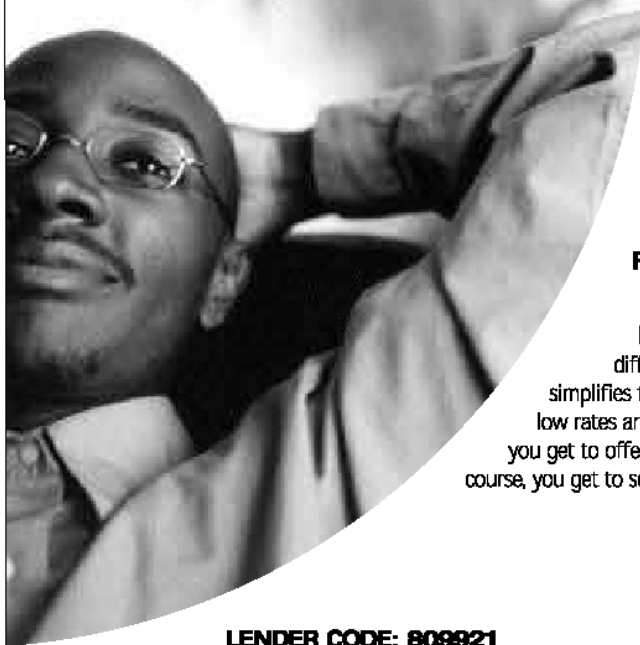
RETIREMENTS

- **George Emery** (this is a correction) retired at the end of August after nearly 20 years with the College Board. George was the Director of the Midwest Region (Evanston, IL) during the CSS/FAF days and then moved on

to responsibilities with CollegeCredit/TIAA's Stafford Loan program. George plans to spend some time in travel, grandchildren visitations and Patty's (she of Northwestern's aid office fame) "honey-do" list.

- **Bill Miller** also retired from the College Board at the end of August. Many of our seasoned veterans will remember Bill from his days with CSS. Bill plans to spend his summers on the Chesapeake Bay and the winter months in Florida.
- **George Moffitt**, Executive Vice President for EFS was scheduled to retire in December, however, he decided to begin the fun early and left at the end of August. He and his lovely wife are planning to relax, enjoy the grandchildren and travel.

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ISFAA EXECUTIVE COMMITTEE MINUTES: SEPTEMBER 19, 2002

Jackie Switzer, Ivy Tech—Terre Haute

Present: V. Goeke, M. Middleton, J. Laugel, J. Pethick, M. Clayton, D. Irvine, D. Mickey, J. Switzer, B. Zellers, J. Blackburn

Guests: John Fish & Kathleen White, Co-Chairs Winter 2002 Program Committee

President Vikki Goeke called the meeting to order at 9:35 a.m.

SECRETARY'S REPORT

The minutes from July 18, 2002 Executive Committee meeting were distributed and reviewed. There was one correction to be made to the attendance for July 18; J. Laugel was unable to attend. Doug Irvine motioned to accept the minutes with correction as noted. Jeff Pethick seconded. Motion carried. Correction will be made.

TREASURER'S REPORT

The 2002 fiscal year balance sheet has been finalized. Spring 2002 conference bill with the French Lick Springs Spa Resort has been paid. The 2002 income taxes are now completed.

The committee reviewed the 2002/2003 budget. Maralee Clayton motioned to approve budget and Treasurer's report. Doug Irvine seconded. Motion carried.

PRESIDENT'S REPORT

Vikki Goeke signed the contract for the Leadership Retreat in February 2003 at the Hampton Inn in Indianapolis.

Vikki also attended the SSACI Commission Meeting and met with some of ISFAA's Governmental Relations committee members to discuss the CVO changes.

ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

Vikki will be attending the MASFAA Conference in Detroit, Michigan on October 13-16, 2002.

COMMISSIONERS' REPORTS

Training and Development

Winter 2002 Conference Program

The Executive Committee received and reviewed the tentative program agenda for the Winter 2002 conference. John Fish will contact Larry Z. and confirm his arrival and departure. Kathleen White will confirm if ISFAA needs to pay for MASFAA President, Zina Haywood's travel expenses.

It was suggested that Kathleen and John speak with Richard Nash about giving the New Mentoring Committee an opportunity to talk a little about their goals. This may be made available during a meal.

Kathleen pointed out that there was an effort made to include Proprietary interests on the agenda.

There will be an Interest Session at the end of the day on Monday, December 9 to afford Guarantors/Servicers the opportunity to market their products and services. This session is not sponsored by ISFAA. If a Guarantee Agency or Servicer wishes to participate, they will be responsible for securing a room in which to conduct their session.

Winter Site Committee

Budget was designed based on history of previous conferences as well as the current costs give by Westin Hotel. The committee initially approved setting the conference registration fee at \$90; however, based on projected estimates from the Associate Membership report (which was later given), the committee reevaluated the fee. Bob Zellers moved that we revise the previous vote to \$80. JoAnn Laugel seconded. Motion carried. Winter 2002 Conference registration fee will be \$80.

The registration and conference information will be on the ISFAA web site by the end of September. There will also be a registration informational piece be sent by USPS. Members may

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ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

register on-line or by faxing their registration to Dawn Miller, Ivy Tech-Terre Haute, Registration Chair.

Training Committee

Two trainers have been identified to travel to Washington, D. C. to be trained on the NASFAA topics for the fall training. The topics are Treatment of Resources and Packaging Considerations. Peg Creech, Ivy Tech-Bloomington and Debra Wilson, Purdue University will be in Washington on September 22 & 23 for the train-the-trainer sessions.

Christina Coon, Training Committee Chair has contacted several places to hold the training sessions. The Executive Committee approved the Sallie Mae location in Fishers, Indiana as their first choice for the session. This facility is available at no cost to ISFAA and can seat approximately 100 people.

Christina had also worked with a variety of dates on which to hold the training. The Executive Committee settled on November 18, 2002.

The Executive Committee discussed the costs of the NASFAA training sessions. ISFAA strives to keep the costs minimal for the membership; however, the cost of providing the sessions must be covered. It was suggested that there be a \$65 charge for the session with materials and a \$25 charge without materials. Jeff Pethick motioned to accept this fee. Doug Irvine seconded. Motion carried. Registration fee for the Fall 2002 NASFAA Workshop will be as such.

Discussion was held regarding the Spring 2003 NASFAA Workshop. Trainers will need to be identified. The train-the-trainers session will be held in January 2003 in Washington, D.C.

Long-Range Site Committee

The committee is still reviewing possible locations for future conferences. At this time, it appears that The Falls of the Ohio in the Clarksville, Indiana area would be a possible site.

ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

Internal Operations

Membership & Ethics Directory

The Executive Committee reviewed the ISFAA directory. Any suggestions will be forward to Kirsten for an upcoming directory. ISFAA members can obtain current directory from the web site. If there should be any new or updated information, this can be sent to Kirsten Reynolds to make changes.

Vikki Goeke will post an announcement to the ISFAA listserv regarding the directory.

Long-Range Planning Committee

Marvin Smith, Chair, has been reviewing the NASFAA Strategic Long Range Plan for 2001-2006. By the next Executive Committee meeting, which will be in November, Marvin would like to form a "planning team."

Sponsorship

Raina Chezem, Chair, mailed out 33 sponsorship contracts at the end of July. Requested deadline for return contracts set for September 27, 2002.

Winter 2002 conference currently has 12 exhibitors (\$3900) and \$5387.50 in sponsorship. Last year, the final count was 27 exhibitors (\$7425) and \$8615 in sponsorship. It is anticipated that there will be approximately 27 exhibitors at the Winter 2002 conference.

Spring 2003 conference also has 12 (\$3900) exhibitors and \$5262.50 in sponsorship currently. Last year, the final count was 23 exhibitors (\$6323) and \$7315 in sponsorship. The number of exhibitors was down slightly due to the Illinois conference being held at the same time of the Indiana conference.

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ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

The newsletter has \$8100 in sponsorship. Last year, the final number for newsletter was \$6150. The membership directory has \$1200. Last year, the directory had \$1500.

In summary, \$21,725 of the current \$28,400 of sponsorship funds has been collected. Raina will continue to collect contracts and payments for 2002-2003 year. Raina will also work with Winter 2002 conference Site Committee to disseminate information to vendors. Raina will also give complimentary registration list to Site Committee.

Public Relations

College Goal Sunday Committee

The 2003 College Goal Sunday grant proposal has been prepared to be submitted to Lilly Endowment, Inc. by October 1, 2002. College Goal Sunday grant funds were approved by Lumina Foundation for Education and USA Funds in 2001 to cover College Goal Sunday 2002-2004.

Michele Neff and Janet Trimble, Co-Chairs, have sent e-mail solicitation for College Goal Sunday success stories for 2003.

Michele and Janet are also soliciting suggestions for a College Goal Sunday spokesperson.

The College Goal Sunday web site is in need of modifications and upgrades. The committee would like to contract the services of Deuce Computer Services to update the site and create an Indiana identity for the web site. The Executive Committee reviewed the submitted contract from Deuce Computer Services. Doug Irvine motioned to accept the contract as written. Melinda Middleton seconded the motion. Motion carried.

Counselor Workshops

Kathy Moore and Marty Case, Co-chairs have secured the sites for the Counselor Workshops. There was discussion about changing the agenda as a response to the prior evaluations; however, the committee did not feel there was ample time to complete this. These evaluations will be taken into consideration when planning future workshops.

ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

Financial Aid Nights

The Financial Aid Nights Coordinators have been contacted. Letters were sent to the Coordinators on August 31, 2002. Letters will be mailed to the high school counselors on September 22, 2002. Melinda Middleton, Chair, has sent the list of coordinators and an evaluation form to the ISFAA web master to put on the ISFAA web site.

IACAC

Doug Irvine, Chair, reported that the IACAC Conference is planned and ready. Mariana Deekins will be doing the Federal sessions.

Newsletter

Due to budget cuts at ICPAC, Denise Wyatt was permanently laid off effective August 31, 2002. This created a vacancy on the committee, which was filled by David Bowman from GLHEC.

The newsletter currently has 13 advertisements. Raina Chezem has been a tremendous asset in helping to secure the advertisements. The next issue of the newsletter will be out in December.

Technology Committee

Kirsten Reynolds has agreed to chair this committee. The current directory is on the web. Prior to Denise Wyatt's resignation, she had been working and making progress on the site. Kirsten has completed all the changes and updates.

The Executive Committee reviewed the contract for the ISFAA web site. Maralee Clayton, Commissioner, will talk with Deuce Computer Services to see what costs would be to update and maintain the site. A re-design of the web site will be delayed due to budget constraints at this time.

Governmental Relations

Associate Member Committee

The committee had a meeting on August 9, 2002 during which several issues were addressed.

The committee will coordinate a "Toys for Tots" drive at the Winter 2002 conference. Several groups have been identified to receive the toys. After contacting the Salvation Army, United Christmas Service, and the Boys and Girls Clubs of Indianapolis, the committee will make a decision on the recipients of the toys collected.

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ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

During the Spring 2003 conference, the committee will conduct a Silent Auction. This event has been an excellent source of fundraising for a charitable organization in the past. It was suggested that there be a drawing for two \$500 scholarships to be donated to the general scholarship funds of two ISFAA schools. The winning schools would be selected from a drawing.

ADJOURNMENT

Bob Zellers motioned to adjourn the meeting at 2 p.m. Doug Irvine seconded the motion. Meeting adjourned.

NEW STATE FAFSA FILING DEADLINE FOR 2003-04

Dennis Obergfell, Deputy Director SSACI

As a reminder, SSACI has changed both the criterion and the date for a student to be considered an "on-time FAFSA filer". Effective for the 2002-03 financial aid year, the requirement is that the FAFSA be received by the federal government on or before March Tenth (10th). The date a student mailed the FAFSA is irrelevant. All that matters is when the FAFSA is received. SSACI has gone to a receipt date to bring consistency to online versus paper FAFSA filing. In the past, online FAFSAs had to be completed with the processor by March 1 whereas paper FAFSA filers were allowed "travel time" as long as their FAFSAs were postmarked by March 1. But it's no longer about postmark date, now it's about receipt date. And that date is March 10, 2003 for the 2003-04 academic year.

Think and promote receipt date. This is analogous to paying bills by the due date. There is no more postmark date. There will be no "travel time" as there has been in the past. There will be no expectation that students obtain a certificate of mailing. However students should still complete and submit the postcard included with the FAFSA in the event a receipt date is ever questioned. If self-addressed and postage paid by the applicant, the postcard will be stamped by the CPS with the application receipt date and mailed back to the applicant. Using a receipt date makes sense for a process that can be done instantaneously online because it gives students more time to file FAFSAs.

That said we encourage you to encourage students to get PINs and file online particularly if filing close to SSACI's March 10 receipt deadline. Students who file via mail assume the risk of calculating the time it will take to get the FAFSA to the CPS so that it is received by March 10, 2003. However if a student files online on March 10 they will be considered as having filed on time. Also, generally online filers make fewer FAFSA errors thus lowering their odds of being disqualified for state aid due to errors.

SSACI knows this is a big change. We are working with the U.S. Department of Education to make the needed changes on the paper and on-line FAFSA. At a minimum, the state deadline will say, "March 1 date received (no longer date postmarked)". It will not have the little ^ which footnotes: "Applicants strongly encouraged to obtain proof of mailing." Proof of mailing no longer matters.

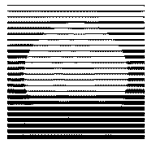
In addition, we have sent a notice to all high school Directors of Guidance. We are sending notices to CounselorTalk, the closest thing the counseling community has to a listserv. The information will be posted on the SSACI web site. All email inquiries receive a response noting the 2003-04 FAFSA receipt deadline. ICPAC has the information in their publications. We are exploring sending email notices and postcards to all potential returning students. But we also need your help.

We encourage our college colleagues to tell students about the change through such media as broadcast email, voice mail, notices in student publications, and bulletin boards throughout campus, comments on second semester bills, and any other means that are routinely used to let students know about important deadlines. Whether it's a postmark date or receipt date, students do appeal. Be assured that SSACI will continue to seriously consider each case and make a decision. But be also assured that it is not SSACI's responsibility to second-guess why the FAFSA was not received on time, whether completed online or on paper.

SSACI strongly believes this is the best course for students and is committed to the receipt date concept. Indeed, it is likely this change will increase the number of on-time filers. We will do all we can to get the word out about the change but we do need your help. Feel free to go to our web site <http://www.in.gov/ssaci/workshop/>, download Item 6, the "March 10 FAFSA Flyer", and customize it for distribution to your students. If you have questions, comments or concerns, please let me know. The SSACI staff and I look forward to working with the financial aid community to ensure that this transition to receipt date goes well for Indiana students.



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NASFAA FALL TRAINING SERIES IS UNDERWAY

To find a workshop in your state or region, visit www.NASFAA.org

Washington, D.C. (October 11, 2002) – NASFAA's 2002 Fall Training Series, which focuses on *Treatment of Resources and Packaging Considerations*, began the first week of October and continues through the end of the year in many states and regions throughout the country.

Treatment of Resources and Packaging Considerations examines the challenges institutions face when awarding and disbursing non-Title IV and Title IV resources. The training materials are designed to help financial aid administrators answer many of the questions surrounding the administration of student financial aid funds. The workshop is structured to:

- Clarify the usage of statutory, regulatory, and IRS terminology when identifying different resources;

- Examine operational strategies when packaging non-Title IV resources;
- Identify compliance issues when packaging non-Title IV and Title IV resources;
- Discuss strategies for resolving potential overawards; and
- Discuss communication between the financial aid office and academic departments and the business office.

Most state and regional associations sponsor a NASFAA workshop, which means that the states and regions select the workshop locations, dates, and instructors, and coordinate the registration activities. To find out if your state or region is sponsoring a NASFAA workshop, contact your association directly or visit the NASFAA web site at www.NASFAA.org

MASFAA'S BEST PRACTICES SYMPOSIUM BACK BY POPULAR DEMAND FOR 2003

Washington, D.C. (November 4, 2002) – For the second year, the National Association of Student Financial Aid Administrators (NASFAA) will host a training opportunity to explore critical issues facing financial aid professionals. "In Search of Best Practices – A NASFAA Symposium" will be offered as a day and a half symposium at four sites in 2003.

Orlando, Florida, February 9-10

Rosen Plaza Hotel, 9700 International Drive, Orlando, FL, (407) 996-1704

Day 1 – Sunday, 8 a.m. to 5 p.m., Day 2 – Monday, 8 a.m. to Noon

Minneapolis, Minnesota, March 30-31

Holiday Inn Select, 3 Appletree Square, Bloomington, MN, (952) 876-8652

Day 1 – Sunday, 1 p.m. to 9 p.m., Day 2 – Monday, 8 a.m. to Noon

Las Vegas, Nevada, May 21-22

Hampton Inn Tropicana, 4975 South Industrial Road, Las Vegas, NV, (702) 948-8100

Day 1 – Wednesday, 8 a.m. to 5 p.m., Day 2 – Thursday, 8 a.m. to Noon

Denver, Colorado, June 2-3, Regis College, in conjunction with the RNASFAA Summer Institute. Lodging information will be available at www.RNASFAA.org in March 2003.

Day 1 – Monday, 8:30 a.m. to 4:30 p.m., Day 2 – Tuesday, 9:00 a.m. to 12:30 p.m.

Symposium topics will include Financial Aid Office Organization and Structure, Project and Resource Management, and Legal Issues. The subject matter will be targeted towards intermediate and advanced financial aid administrators who have high competency levels in the nuts and bolts aspect of each subject area.

The cost per registrant is \$175 and includes one meal. Registration is available to NASFAA members only. For more information, hotel rates, and a registration form, visit www.NASFAA.org or call Judy Schneider, 202-785-0453 x144 or shneiderj@nasfaa.org.

ISFAA REACHES OUT TO ASSIST FAMILIES DURING FEBRUARY

Patt McCafferty, ICPAC

February is Financial Aid Awareness Month (FAAM) and plans are under way to involve the financial aid community in helping students and parents get answers to their financial aid questions. ISFAA links with the ICPAC Hotline to provide a unique service for Indiana residents. Through a toll-free call (1-800-992-2076) or e-mail (<http://icpac.indiana.edu/utis/Contact.cgi>), families can get answers to basic financial aid questions and help in navigating more complex issues.

Each ISFAA member institution identifies one of its staff members to serve as a resource representative for the FAAM Hotline. This professional provides the ICPAC Hotline with his/her phone number and e-mail address. Throughout the month, the Hotline Information Specialists respond to calls and answer basic financial aid questions. If a caller has a unique situation or one that goes beyond the expertise of the Hotline, the Information Specialist asks what school the student is planning to attend and directs the caller to that school's FA Resource Representative. If that person is unavailable, the

Hotline staff member will assist the caller in leaving a voice mail message or will send an email to the designated ISFAA member. Direct numbers and email addresses are not shared with the caller.

Steve Meek, Director of the ICPAC Hotline, will be contacting member institutions soon to solicit help in identifying their "Resource Representative". The most common question, asked of the ISFAA Media Committee in the past, is "How many calls will I receive?" The number varies across institutions, but no school typically receives more than 20 during the entire month. Some schools may receive one call while others may receive more.

Why is this an important service? Many parents and students turn to the ICPAC Hotline for help. This collaborative service directs families to the right place for the best information and answers. The school the student is planning to attend best addresses professional judgment issues and institutional policies. This process ensures families get to the right place for advice. Getting the best help and information to Indiana families is the goal of Financial Aid Awareness Month.

COLLEGE GOAL SUNDAY 2003: FEB. 9, 2003 FROM 2-4 P.M.

Janet Trimble, Ball State University

College Goal Sunday 2003 is fast approaching. Continually working to expand College Goal Sunday's impact, the committee has been busy improving two of the outreach methods.

First, the College Goal Sunday website is currently undergoing a total redesign. Denise Wyatt, former ISFAA member, is developing the new look. One of the improvements will utilize an Indiana map to identify the 34 sites including driving directions. It is anticipated that the new website will be available in early December.

The second method of outreach to be improved will be the College Goal Sunday poster. With the implementation of a new logo promoted by the Lumina Foundation for Education, the committee has determined that it is also appropriate to update the poster.

Be watching for these exciting changes and please consider volunteering for College Goal Sunday 2003. The volunteer form will be available both at the ISFAA Winter Conference in December and on the new website. An announcement will be made on the ISFAA listserv when the new website and volunteer form are available.

COLLEGE GOAL SUNDAY 2003

College Goal Sunday 2003 will be held on Sunday, February 9, at 2:00 p.m. As ISFAA enters the 14th year of co-sponsoring College Goal Sunday, I would like to thank the membership for its continued support of this worthwhile event.

The financial aid process can seem complicated and overwhelming to families of college-bound students. Through College Goal Sunday, we can help families complete the most important piece of the process, the Free Application for Federal Student Aid, accurately and on-time. By volunteering at one of 34 sites across the state of Indiana, your financial aid expertise will help hundreds of Indiana families qualify for necessary funding for college.

The past support from ISFAA's membership has made College Goal Sunday a huge success. Over the years, we have assisted more than 50,000 Indiana residents through the College Goal Sunday event. Our success is evident by the fact that the Lumina Foundation for Higher Education is assisting in the development of College Goal Sunday events in numerous states. Without the ISFAA membership, College Goal Sunday Indiana would be an impossible feat.

We need qualified financial aid experts and friendly helpers. Volunteers are needed from 1:00 p.m. to 5:00 p.m. to staff registration tables, supervise seating, answer financial aid questions, and organize the day's events. Please consider volunteering. The online volunteer form is currently being updated. A message will be sent to the ISFAA listserv when the volunteer form is available for submission.

College Goal Sunday 2003 is a joint effort of:

- Indiana Student Financial Aid Association (ISFAA)
- Indiana Career and Postsecondary Advancement Center (ICPAC)
- State Student Assistance Commission of Indiana (SSACI)
- Office of Twenty-first Century Scholars

College Goal Sunday is funded by:

- Lilly Endowment Inc.
- Lumina Foundation For Higher Education
- USA Funds

College Goal Sunday is administered by:

- Michele Neff, Ivy Tech State College—Central, Co-chair
- Janet Trimble, Ball State University, Co-chair
- Doug Hess, Ivy Tech State College—Columbus, Volunteer Coordinator
- Laura LeMaster, Ivy Tech State College—Muncie, Statewide Site Coordinator



Sunday, February 9, 2003
1-800-992-2076

ISFAA FINANCIAL AID NIGHTS

Melinda Middleton, Chair, ISFAA Financial Aid Nights

As 2003 begins, ISFAA will once again be offering our financial aid knowledge assisting senior high school students and their families as they prepare for the first year of college. Many of you have already been contacted by a regional coordinator to present a financial aid session at a high school in your area.

As a presenter, please remember that your presentation is on the behalf of ISFAA rather than your respective institutions. There is a PowerPoint presentation on the NASFAA website at www.nasfaa.org/subhomes/financialaidnight/FANight.asp that can be used for your presentations. After your high school session, please contact the regional coordinator to report the number of individuals who attended the session as well as your total miles traveled.

The evaluation form, to be completed by the high school guidance counselor, is now available for completion and submission via the ISFAA website at <http://www.isfaa.org/forms/FANightEvaluation.htm>.

As financial aid professionals, we all realize the significance financial assistance plays in the pursuit of a post-secondary education. The partnership between ISFAA and the guidance counselors is essential in order to attain this goal.

HINTS FOR YOUR FINANCIAL AID NIGHT

Before the Presentation

Contact the guidance counselor before the session in order to determine the type of presentation they expect. Some schools will want a thorough review of the entire FAFSA line by line, while others may require only general financial aid information.

If you will need specific equipment for the presentation, notify the counselor well in advance so that it can be requested.

Ask the counselor if the school has received the 2003-2004 FAFSAs or FAFSA on the Web instructions. If not, you will need to bring a supply.

During the Presentation

Remember that your presentation is an ISFAA effort rather than one for your individual institution. They may be opportunities to use your school as an example but remember we are not promoting our individual institutions.

Encourage families to attend College Goal Sunday, February 9, 2003, if they would like assistance completing their FAFSA form.

Limit the use of financial aid lingo such as SSACI, SEOG, CPS, etc. These words have the tendency to alienate and confuse your audience.

Remind the audience of the Financial Aid Hotline available throughout the month of February.

After the Presentation

Give the high school counselor an evaluation form or ask them to go on-line to fill out the evaluation.

Apply On Time for State Financial Aid

*****New Deadline*****

March 10, 2003 FAFSA Receipt Date



Whether you file by mail or on-line, your 2003-2004 Free Application for Federal Student Aid (FAFSA) must be **RECEIVED** by the Federal Processor on or before **March 10, 2003** to be considered for the Indiana Higher Education Grant, the Twenty-first Century Scholars Scholarship, and the National Guard Supplemental Grant.

This is a new deadline for filing the FAFSA.

State Student Assistance Commission of Indiana (SSACI)
<http://www.ssaci.IN.gov>

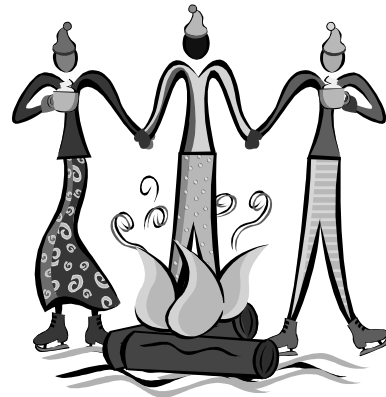
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GEARING UP FOR THE 2003 FAFSA: ASSISTING STUDENTS AND THEIR FAMILIES FOR THE COMING YEAR

Julie Nicholson and John Fish, TG

Every financial aid officer knows one of the bigger challenges each year is helping new students and their families complete the FAFSA for the first time. Although most of us in the financial aid community know that the FAFSA has been simplified considerably from years past, many students and their parents are still intimidated by the process. Most of them seek additional help, and are most comfortable when they are guided step-by-step.

Here are some useful tips to help students and their parents accurately complete the FAFSA:

- Remind and encourage students and their families to use FAFSA on the Web if possible. Logic checks and other features in the web interface reduce the possibility of errors.
- Emphasize how to distinguish the current form from previous forms. Make sure students and families understand which form is appropriate for the current year.
- Emphasize the importance of keeping copies of the FAFSA and all future correspondence.
- Prepare a one-page reference sheet for families and students, listing deadlines, important web sites, phone numbers, and relevant sources of information.
- Host an evening event when counselors, families, and students can come together and learn about finalizing tasks in high school, preparing the FAFSA, and exploring postsecondary education opportunities.

To assist students and their families in overcoming their apprehension about the FAFSA, TG, in collaboration with financial aid administrators, school counselors, librarians, and other community-based organizations, offer a program entitled “Applying for Financial Aid: The FAFSA Process.” Available at no cost in both English and Spanish, the teleconference program provides an effective way to deliver important information to students and their families in completing this critical step to realizing their educational and career dreams. This year the TG Teleconference will take place on Thursday, February 6, 2003.

The program is offered in two formats: as a satellite teleconference broadcast for host sites that are able to receive such signals, and as a videotape for sites with no satellite reception capabilities. Host sites receive several useful tools to organize and promote their local events, including posters, fact sheets, and a press kit—all free of charge. In addition, host sites are listed in a directory on *Adventures In Education*, TG’s public awareness web site located at www.AdventuresInEducation.org.

If you are interested in hosting a FAFSA Teleconference event on your campus or in your area, complete and return the form located at <http://www.adventuresineducation.org/Events/Teleconference2003/registrationform2003.pdf>, or contact Richard Sapp, TG’s Director of Awareness Programs, at (800) 252-9743, ext. 2865 or awareness@tgscl.org.

USA FUNDS CUTS ANNUAL DEFAULT RATE TO BELOW TWO PERCENT

Kevin McKeown, USA Funds Services


USA Funds® has cut its annual default rate to below 2 percent. For the year ending Sept. 30, 2002, USA Funds posted an annual default rate of 1.97 percent, a significant reduction from the previous year's default rate of 2.51 percent. USA Funds has cut its annual default rate by more than half since 1998.

The annual default rate compares the dollars in default on loans guaranteed by USA Funds against the dollar value of all USA Funds-guaranteed loans in repayment. This default rate often is called the "trigger" default rate, because higher default rates trigger lower federal reimbursement to a guarantor. The decline in the annual default rate reflected the results of several USA Funds initiatives, including the following items:

- **Promoting successful repayment.** USA Funds offers postsecondary institutions the leading online entrance- and exit-counseling services for borrowers. In addition, the guarantor supports a wealth of online and print information to keep borrowers on the path to successful repayment.

- **Massive default-prevention campaign.** Under a performance-based agreement with its guarantor-servicer, USA Funds contracts for a team of 200 full-time specialists, backed by the latest technology, who work with borrowers who have fallen 60 days or more behind in their loan payments. These representatives make more than 20 million telephone attempts annually to contact borrowers and counsel them about the options for resolving their loan delinquency. As a result of this massive effort, USA Funds averts default on nearly 93 percent of past-due accounts on which lenders have requested the guarantor's assistance. During fiscal 2002, USA Funds prevented approximately \$10.7 billion in loan defaults.
- **USA Funds' debt-management initiative.** USA Funds offers schools a team of seven debt-management consultants who conduct free workshops and one-on-one consultations to help schools enhance their default-prevention efforts. USA Funds also convenes a Default-Prevention Council, which develops and disseminates tools to help postsecondary institutions reduce their default rates. Among the fruits of the council's work are USA Funds' financial-literacy program, Life SkillsSM, and an online *Best Practices Manual*, which provides tools and resources to enhance campus default-prevention efforts.

Joyce Hall
Director of Financial Aid
Purdue University




"The knowledge USA Funds brings makes my life easier every day."

There is just no comparison to the wealth of knowledge the staff of USA Funds brings to the table. Their long work history in the student-loan program is so important, and I rely heavily on their perspectives on a wide range of issues.

This program is a complex one, and USA Funds makes my life easier on a daily basis, because I don't have to take the time to get them up to speed. We just hit the ground running. It's a great relationship!

To learn more about how USA Funds can make your life easier, call Kevin McKeown toll-free at 866-497-USAF, ext. 1569, or visit www.usafunds.org.



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ISFAA Calendar

December

8-10 ISFAA Winter Conference (Weston Hotel, Indianapolis)

January

3-5 MASFAA Board Meeting
16 Executive Committee Meeting
•Slate of Candidates/Commissioners
•Set Spring Conference Fees
•Review Winter Conference Evaluations
29 Newsletter Published

February

TBA Leadership Symposium
9 College Goal Sunday
10 Volunteer Forms to Membership
25 Report of High School Night Activity to Committee
Chair



ISFAA News & Views

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