

# News & Views

Indiana Student Financial Aid  
Association

June/July 2003

Volume 22 Issue 6

## PRESIDENT'S REPORT

**Jeff Pethick**

The financial aid profession has changed since I started in financial aid. At that time, most communication occurred via paper correspondence through the postal system. Now the most timely and important information is distributed via e-mail and the internet. I am pleased that the ISFAA newsletter, beginning with this issue, will be distributed solely via electronic means. The title of the newsletter has changed to ISFAA Bits & Bytes. I wish to share a special thanks to Sue Allmon and the Newsletter Committee for their efforts to make the online newsletter possible.

On May 12-13, ISFAA Committee Chairs and members of the Executive Committee met in South Bend to plan for the 2003/2004 ISFAA year. It was exciting to witness the talent and enthusiasm of the ISFAA volunteers. ISFAA looks forward to providing quality services and programs that will benefit the financial aid profession.

Please keep the following on your calendar.

- July 9-12, 2003 NASFAA Conf. (Salt Lake City, UT)
- Oct. 12-15, 2003 MASFAA Conf. (Milwaukee, WI)
- Dec. 14-16, 2003 ISFAA Winter Conf. (Indianapolis, IN)
- Feb. 8, 2004 CGS
- April 18-20, 2004 ISFAA Spring Conf. (Nashville, IN)

Speaking of important dates, graduation ceremonies are complete at most of our institutions. It is hard to believe that another academic year has ended. Most students require financial aid to receive a college degree. Our offices play a critical role in providing access and affordability to college students. Remember the words of Aristotle. "To give away money is an easy matter and in any man's power. But to decide to whom to give it, and how large and when, and for what purpose and how, is neither in every man's power nor an easy matter. Hence it is that such excellence is rare praiseworthy and noble." On behalf of the many students who benefit from your expertise and dedication, I thank you for your noble service to the financial aid profession.

### Inside this issue:

Comings & Goings

**This is the last paper issue of ISFAA News & Views. The newsletter will go digital with the first issue of Volume 23 (Aug/Sept) and the name will be changing with the times. The new name is ISFAA Bits and Bytes! Thanks to Doug Irvine of Holy Cross for contributing the winning name. Thanks also to all of you who took the time to submit some really creative suggestions.**

# COMINGS AND GOINGS

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

## COMINGS

- **Cathleen Wright** (formerly with Butler University) is back home in Indiana after a 3 year stint as Director at Schreiner University in Kerrville, TX (about 60 miles north of San Antonio). She is the new Associate Director for Martin University.
- **Celeste Lawson-Lindsey** is also returning to Indiana. Celeste is returning (she had been Nelnet's Campus Director for Michigan) as an Assistant Vice President, Campus Solutions, working with Raina Chezum.
- **George Fuller**, most recently the Midwest Director of Business Development for Collegiate Funding Services has joined the College Board Education Loan Program (College Credit) as Midwest Account Executive.

## GOINGS

- **Lynn Ross**, previously President of Bank One Education One, has resigned to help start a new company whose purpose is to find assistance for international students. Lynn has relocated to Virginia.

## TRANSITIONS

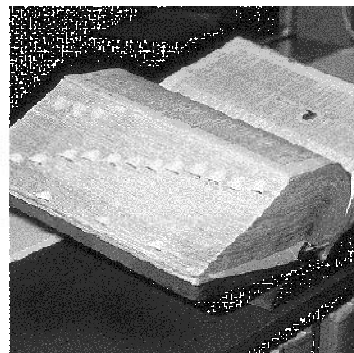
- **Ed Detamore** has become the new Director of Financial Aid for Martin University.
- **Floyd Worley** has moved up in state government and is now an Executive Assistant to the Governor.

- **Seana Murphy** has been named the new Director of the Twenty-first Scholars program. She was formerly the Deputy Director.
- **Craig Berkley**, formerly of AFSA/Fleet, is back in the aid community having accepted a position with Texas Guarantee.
- **Amy Kienitz** will be moving from Indiana Business College where she was the Corporate Executive Director for Financial Aid to Sallie Mae. Amy has accepted the challenge of being the Director of College Serve, Sallie's call center.
- **Jennifer (Jenny) Chandler**, formerly the Associate Director at Manchester College, is Sun Trust's new Account Manager for Indiana and Michigan.
- **Pat Mrozowski**, will be leaving the directorship of Indiana University-Southeast to accept IVY Tech State College-Central's position of Director of Financial Aid Administration and Compliance.
- **Michelle Neff-Maskell** has been promoted to Director of Financial Aid Systems for IVY Tech-Central.
- **Bob Robbins** has changed hats (and offices) again. Having been with SALLIE MAE as Director of Delivery Systems Product Development for several years, Bob has moved over to USA Funds.
- **Craig Anderson** is the new President of Bank One Education One. Craig was previously the vice president and replaces Lynn Ross. Does this mean that he can now travel to Gainesville on "business" during football season!!!!

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## COMINGS AND GOINGS: CONTINUED

- **Kathy Purvis and Jim Fiddler** have been named interim Co-Directors for IUPUI, serving under the direction of Susan Pugh of the Bloomington campus.

### RETIREMENTS

- **Patricia (Pat) Bright**, Assistant Grant Director (and Reconciliation Queen) has retired from SSACI after 24+ years of service to the schools and students of Indiana. Pat's down-to-earth common-sense approach and abilities to cut right to the problem (and solve it), along with her wonderful laugh, will be missed. Best wishes!

### ENGAGEMENTS

- **Teresa Vasquez**, Director at Indiana Institute of Technology, is newly engaged. No date has been selected for the wedding as yet.
- **Pat Bright** is not only a new grandmother and retiree, but she is also engaged. She and Bill Bright (her former spouse) have not chosen a date for their wedding. Pat does expect to re-locate to Kentucky after the wedding.

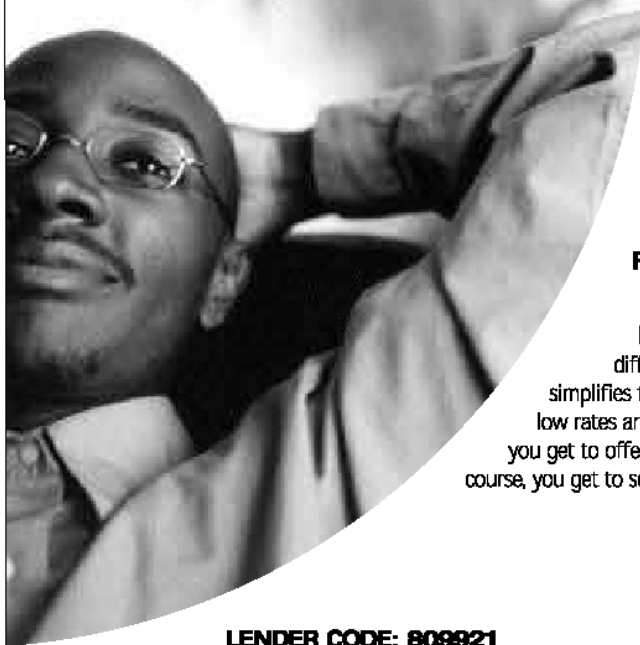
### ILLNESS

- Please keep Dale Purvis, spouse of IUPUI's **Kathy Purvis**, in your thoughts and prayers. Dale has recently undergone chemo therapy and faces surgery later in the spring.

### CONGRATULATIONS

- **Sue Allmon**, ICN/ICPAC, is the recipient of the 2003 Technology Teaching Excellence Award from Purdue University School of Technology in Columbus. Sue has been teaching technology courses for Purdue University for the past 5 years.
- Let it never be said that we in the aid community do not have talented children! Take, for instance, Ryan Handy, son of University of Indianapolis' **Linda Handy** and her spouse, Jim. Ryan is a senior member of Center Grove High School's SOUNDSYSTEM. This 36-member choral group recently traveled to New York where they competed at the Showstoppers National Choir Show and took the title of Grand Champion Show Choir! Center Grove was asked to compete after an initial review of over 60 of the top high school choirs nationwide brought the actual competition group to 15. Indiana was very well represented as the choir from Edgewood High School in Ellettsville (near Bloomington) took second!
- Speaking of talent, this editor had the privilege of watching our own **Pat Wilson** perform one of the leads in the community production of "Done to Death". Pat is a founding member of the Merry MAC Players of the Martinsville Arts Council.

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## ISFAA EXECUTIVE COMMITTEE MINUTES: MARCH 20, 2003

Present: Pethick, M. Neff, M. Clayton, J. Laugel, J. Switzer, D. Mickey, D. Irvine, D. Fevig, J. Blackburn

President Jeff Pethick called the meeting to order at 10 a.m.

### SECRETARY'S REPORT

The minutes from January 23, 2003 Executive Committee meeting were distributed and reviewed. The following correction will need made to the minutes:

- Bob Zellers will be going to Washington D.C. for the NASFAA Leadership Retreat March 3-5, 2003

Marvin Smith motioned to accept the minutes with corrections. Doug Irvine seconded. Motion carried.

### TREASURER'S REPORT

The Treasurer's report was distributed and reviewed. Doug Irvine motioned to accept the report as given. Maralee seconded. Motion carried.

### PRESIDENT'S REPORT

Jeff attended the MASFAA Executive Council Meeting in Charleston, WV. MASFAA would like to promote membership within individual state organizations. Jeff will compose an article for the ISFAA newsletter.

The state conference exchange program has been created. The host state will cover the cost of registration and lodging. MASFAA will pay travel expenses. A representative from the state of Iowa will attend the ISFSAA Spring 2003 conference. David Fevig will attend the Illinois meeting later in the spring.

## ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

The current edition of the ISFAA by-laws has been corrected/ revised. The correct edition is on the ISFAA web site.

The National Guard has expressed an interest in attending ISFAA financial aid nights. Each individual high school will be responsible for inviting the National Guard if they are so inclined.

It has been brought to the attention of the Executive Committee that ISFAA had not been given proper credit for College Goal Sunday in marking initiatives. The College Goal Sunday Co-Chairs will work with Lumina to credit ISFAA in College Goal Sunday. Michele Neff, CGS Co-Chair will meet with Lumina to discuss the possibility of presenting CGS at the NASFAA conference in July. An Indiana representative would need to be available for this presentation

### COMMISSIONERS' REPORTS

#### **Training and Development Training Committee**

The NASFAA spring workshop was held Monday, March 17, 2003 at the Sallie Mae facility in Fishers, Indiana. Jacki Switzer, Ivy Tech State College-Terre Haute and Debra Wilson, Purdue University presented Consortium Agreements Among Eligible Institution, Debt Management: Strategies, Options, and Implications, and Federal Work-Study: Promoting Community Service. There were 18 people in attendance plus the 2 trainers. Thirteen sets of material were sold to attendees and 2 people who could not attend have asked to purchase materials. Sallie Mae provided a very nice continental breakfast and beverages throughout the day.

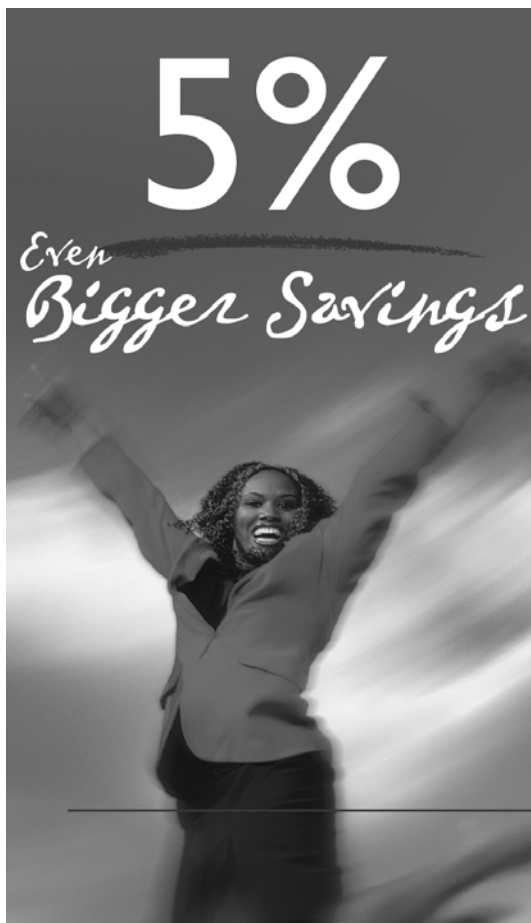
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## ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

The remaining sets of materials will be offered for sale. Since each module was shrink-wrapped separately, they can be offered for sale that way, also, at \$15 per module.

Financial information is not currently available due to the fact that some of the data is missing. An update is forthcoming regarding the financial status of the training. Despite not having that information available, a loss can be projected based on the number of attendees since the materials are sold at cost.

### **Leadership Symposium**

The Leadership Symposium was held on February 27 & 28, 2003 at the Hampton Inn in Indianapolis. There were 10 ISFAA members nominated and elected to participate in this year's Symposium. The new graduates will be honored at the Spring 2003 Conference.

### **Spring Conference Site Committee**

The sessions and events of the Spring 2003 conference have been finalized. Registration information has been mailed and early registration has now closed. As of March 14, 2003 147 individuals had registered to attend the conference.

### **Spring Conference Program Committee**

The agenda and speakers have been finalized along with session times. The committee is currently in the final process of getting detailed session information to the site committee for publication in the schedule.

### **Internal Operations**

#### **Membership & Ethics Committee**

Kirsten Reynolds, Chair, has reported that we now have 410 ISFAA members.

#### **Long-Range Planning Committee**

The 2002-2003 Long-Range Planning retreat was held on February 26 & 27, 2003. After spending time identifying issues, the participants broke up into three groups to develop some ideas for future ISFAA focus. Aldis Knight, Consultant from Purdue University facilitated the group and gave excellent input for ISFAA's future goals.

It was recommended that there be more cross work between committees as well as establishing ad hoc committees.

Marvin Smith, Chair, will have more information available to the Executive Committee at the Leadership Retreat in May.

## ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

JoAnn Laugel made a motion that the Executive Committee endorse Long-Range plan and implement as appropriate over the course of the upcoming years. Doug Irvine seconded. Motion carried.

### **Nominations, Awards & Elections**

Marvin Smith, Chair, has requested nominations for awards via listserv. The nominations have been discussed with the committee. Selections have been made. Marvin will confirm that the award winners will be in attendance at Spring conference. Awards will be awarded, and winners will be announced during the conference.

### **Sponsorship Committee**

Spring conference currently has 26 exhibitors (\$8125) and \$9632.50 in sponsorship dollars. Previous spring meeting had 23 exhibitors (\$6325 and \$7315 in sponsorship dollars. Historically, the spring conference has lower attendance from vendors versus the winter meeting.

The Leadership Retreat has \$1825 in sponsorship dollars. The Membership Directory has \$1950 in sponsorship compared to \$1500 the previous year. The Newsletter has \$13,200 in sponsorship dollars compared to \$6,150 from the previous year.

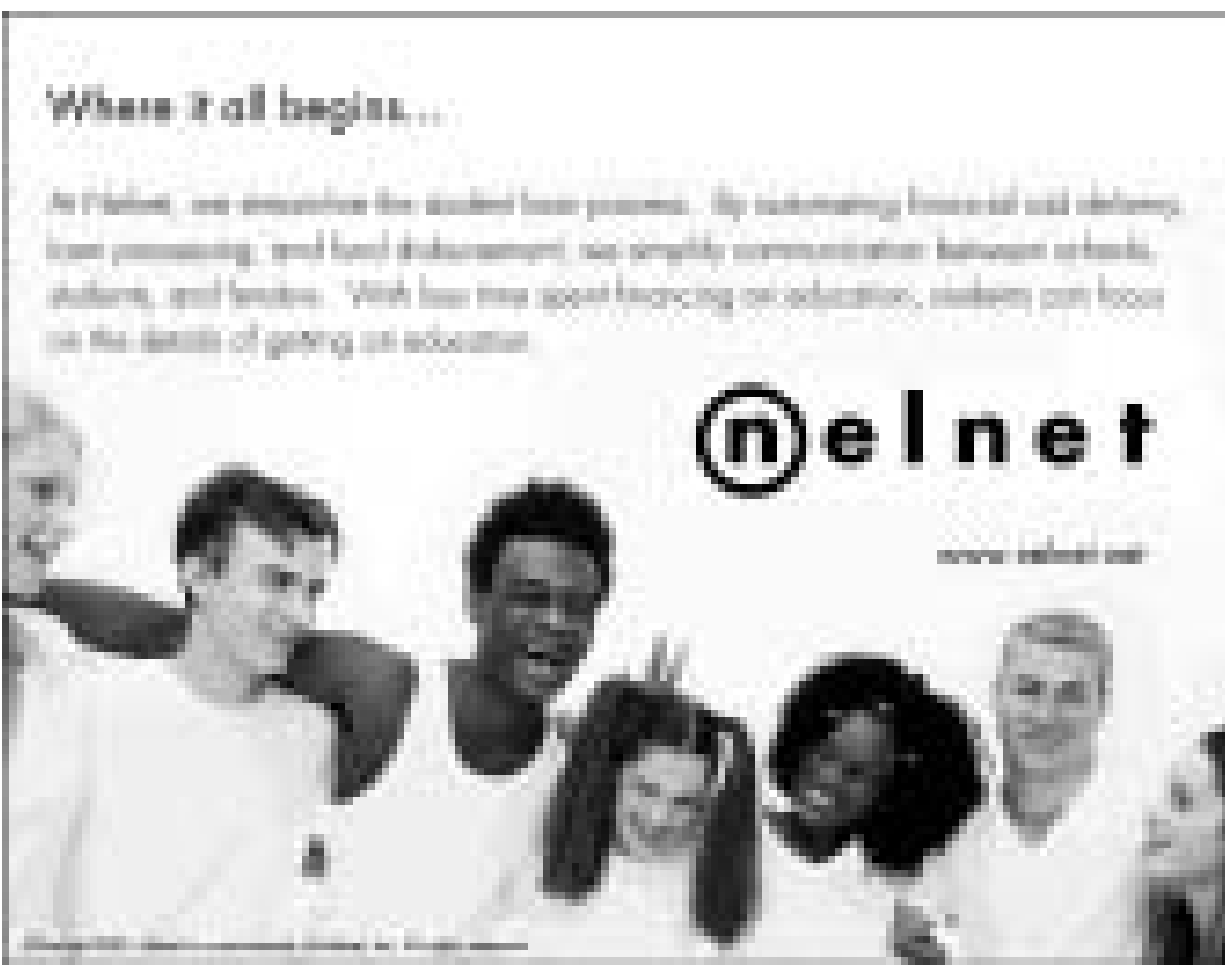
In total, \$53,875 of the current \$55,950 has been collected. The outstanding \$2850 has been billed appropriately to those lenders. Reminders will be issued at the beginning of April 2003.

### **Public Relations**

#### **College Goal Sunday**

College Goal Sunday was held on February 9, 2003. CGS reported high attendance statewide with more than 4,300 Indiana students and parents attending a session in their area.

Students who attended CGS and submitted a completed evaluation form were entered into a drawing to win one of the



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### ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

three \$300 educational prizes. Winners will be announced in March, and prizes will be sent directly to the higher education institutions selected by the winners.

#### **Counselor Workshops**

Once again, the Counselor Workshops were very successful throughout the state of Indiana. A total of 612 individuals registered for the workshops. There were 14 sites available to attend.

#### **Early Awareness**

ISFAA members continue to present financial aid information to parents at middle schools across the state. The Committee will be looking at various ways to support and encourage these workshops in the coming year.

The Early Awareness Committee made plans for the ISFAA Spring 2003 conference. A panel presentation about resources and programs was developed and will be presented at the conference. The Committee membership was invited to participate in the Indiana Pathways to College Network. All current members will be included in the IPCN statewide meetings.

The last meeting of the year focused on plans for the future. Revising the middle school presentation, strengthening our communication with middle school counselors; beginning communication with parents of home-schooled students, and developing resources for Hispanic/Latino parents are some of the plans for next year.

#### **Media Committee**

The Media Committee made arrangements for Financial Aid Awareness Month (FAAM) held during February 2003. Students and families were encouraged to call the Hotline with financial aid questions during this time.

This year, 36 ISFAA members volunteered to help answer questions during the month-long event. The volunteers responded to those questions that were beyond the scope of the ICPAS hotline. Many of these calls were related to professional judgment issues.

From February 1 to March 10, the Hotline responded to 3,964 financial aid-related requests. Of these, 2,312 were related to the Twenty-first Century Scholars program and 1,646 were related to general financial aid issues. The Hotline received 37



## ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

calls during the broadcasts of the financial aid video on PBS stations and transferred 30 calls to ISFAA volunteers.

### **Newsletter**

The committee met all of its goals for this year. The average size of the newsletter was over 20 pages in length. The committee began conversion of newsletter to an online version, which will be available on the ISFAA web site.

Marvin Smith motioned to develop an acceptable use policy for Newsletter Committee. This policy will cover appropriate use of material for the newsletter, printed or electronic. David Fevig seconded. Motion carried.

### **New Professional & Mentoring Committee**

This committee is designed to recognize new members at each conference during one of the luncheons. Each new member will receive an ISFAA coaster at the time of registration. Suggestions are welcome for implementing new ways to acknowledge the new members of ISFAA.

### **IACAC Committee**

The IACAC Congress was held October 2-4, 2002 in Indianapolis. Janis Coopridier, Indiana State University, will assume the committee Chair position for 2003-04.

### **High School Nights Committee**

During the 2002-2003 academic year, 256 high school financial aid nights were conducted with 12,669 people in attendance. This is a decrease of 8% in sites and a decrease of 4% in attendance over the 2001-2002 academic years.

### **Governmental Relations**

The name of a Governmental Relations committee was discussed. It was determined that the Associate Member Concerns Committee would be the Associate Member Committee. There will no longer be an Affiliate Members Committee.

### OLD BUSINESS

At the last Executive Committee meeting, the issue of complimentary registrations for vendors at conferences was

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## ISFAA EXECUTIVE COMMITTEE MINUTES: CONTINUED

discussed. A vendor who is exhibiting will be allotted one complimentary registration. This information has been forwarded to Raina Chezem, Sponsorship Chair.

### NEW BUSINESS

David Fevig is working on information received from other states in regards to conference operations.

Dianne Mickey motioned that the Sponsorship Committee review current complimentary registration policies. JoAnn Laugel seconded. Motion carried.

### **ADJOURNMENT**

Marvin Smith motioned to adjourn at 1 p.m. Dianne Mickey seconded. Meeting adjourned.

# SSACI REPORT - THE SSACI DUPLICATE PROCESS

## **Kathy Moore, SSACI**

Try as they might, some students (and on occasion some financial aid administrators completing the FAFSA on behalf of students) can't get the right combination of name, date of birth, and social security number on the Free Application for Federal Student Aid (FAFSA.) Realizing the mistake, a second FAFSA may be filed. This can create a duplicate record for SSACI which needs to be investigated and resolved.

Duplicates come in many forms: same name but different social security numbers or the same social security number with different names attached. This can happen within years or between years. The result is an ever growing list that needs to be researched and resolved in an effort to keep the SSACI database as clean as possible and award the correct students the most grant.

Please help the SSACI staff in this endeavor by reporting any record which may be a duplicate by providing the correct name, social security number and date of birth and its evil twin, the incorrect name, date of birth and social security number. Send an E-mail with the information to: [grants@ssaci.state.in.us](mailto:grants@ssaci.state.in.us) with the word DUPLICATE in the subject line. Your help cutting down the duplicate population is greatly appreciated.

### **Encourage Students To Use eStudent ([www.ssaci.IN.gov/estudent/](http://www.ssaci.IN.gov/estudent/))**

Information for the SSACI Edit Notification was based on the information SSACI had on file for students as of April 14, 2003. The Edit Notifications were dated April 21, 2003, sent via U.S. mail, and most were in the hands of the students before May 1, 2003. Edit corrections must be received at the proper location on or before June 2, 2003.

If FAFSA information came in to SSACI after April 14, 2003 and an edit were created, it was too late for the Edit Notification to be sent to the student. But, eStudent always contains the most up to date information available regarding applications, edits, and awards. Encourage your students to check eStudent to make sure their application is edit free and among those that SSACI will consider when awards are made in July 2003.

### **Edit 17 – Default or Overpayment**

After June 2, 2003, the only SSACI edit which may still be corrected is Edit 17, the default or overpayment edit. If the edit were identified prior to April 14, 2003, the following edit message was sent to the student via the Edit Notification:

**EDIT 17 (Default/Overpmt-SSACI Corr):** The National Student Loan Data System indicates you are in default on a federal student loan and/or received an overpayment on a federal grant. Unless this default and/or overpayment status is resolved by July 1, 2003, you won't be considered for SSACI grants and scholarships. Contact the original lender, loan servicer, or school associated with the loan or call 1-800-621-3115 to resolve your default status. To resolve an overpayment, contact the school associated with the federal grant. Send documentation of the default or overpayment resolution to SSACI Edit Correction/150 West Market Street, Suite 500/Indianapolis, IN 46204. Default/Overpayment corrections must be received at SSACI on or before September 1, 2003.

The student must take care of the matter by July 1, 2003. Then SSACI must receive documentation by September 1, 2003 (receipt date) from either the school or the student showing the matter was taken care of by July 1<sup>st</sup>. Extra time is given for this edit to allow for the paperwork to reach the student from the entity that is clearing the overpayment or default and allow the student time to forward that information to SSACI.

If you know of a student placed in default or overpayment at the conclusion of the 2002-03 second semester, then you might tell the student to try to clear the matter by July 1<sup>st</sup> and get the documentation to SSACI on or before September 1<sup>st</sup> so that it does not interfere with eligibility for the 2003-04 academic year!


### **Help Is Just A Keystroke Away**

SSACI provides information about student records via eGrads, which is a great tool to look up individual student records. Any school listed on the FAFSA has access to a student's record via eGrads. On a weekly basis, SSACI makes an electronic roster (i.e. information about lots of students) available to the student's first choice school. That can be a useful tool as well. If looking up information via the rosters, make sure that the most current roster is being reviewed and keep in mind that it is only a weekly update and the most up to date information would be found on eGrads.

Empower your front desk and phone counseling staff with the information they need to answer student questions. Make sure they have access to eGrads and that they share the eStudent ([www.ssaci.IN.gov/estudent/](http://www.ssaci.IN.gov/estudent/)) web site address with students. Answers to most SSACI questions can be found at these sites. If not, call SSACI at 317-232-2350.

## SPRING CONFERENCE PRIZE WINNERS

Company	Prize	Winner	College
AMS	Yankee Candle for 3 months	Mary Trent	Anderson University
ASA	Handheld Color TV	Linda Lucas	Purdue University
Bank One	Relaxation Basket	Bobbie Wilcoxon	Franklin College
	Backpack Cooler/Waterbottle	Marcia Osman	Purdue University
	Emergency Lantern/Radio	Dawn Weaver	Grace College
Citibank	Coffee Pot Gift	Ann Roha	Ivy Tech - Richmond
College Board	Beach Towel, Portfolio, Gym Bag and Coffee Cup	Phyliss Robbins	PCI
College Loan Corporation	Spring Flora Arrangement	Kim Bennett	Tri-State University
	Pansy Basket	Ann Weitgenant	Valparaiso University
	Pansy Basket	Nelda Ely	Anderson University
edamerica	Leather Picture Box	Karen Major	Valparaiso University



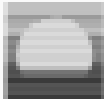
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## SPRING CONFERENCE PRIZE WINNERS: CONTINUED

Company	Prize	Winner	College
Educaid	Cheesecake from Cheesecake Factory	Sharon Foster	University of Evansville
	Cheesecake from Cheesecake Factory	Ginger Moseman	Indiana State University
Edsouth	Digital Camera	Richard Nash	Franklin College
Chase	Digital Camera	Gerald Curd	IPFW
ELM	Backpack	Richard Miller	Calumet College
Nelnet	Wireless Intercom	Jeff Pethick	University of Notre Dame
Collegiate Funding Services	\$1000 Scholarship	Pat Garvin	Indiana State University
Fifth-Third Bank	Dream Catcher	Judy Simroth	Tri-State University
US Bank	Flip Album	Christina Lucas	Franklin College
Great Lakes Higher Education	Southwestern Wall Hangins	Michelle Maskell	Ivy Tech - Central
	Southwestern Statues	Janet Trimble	Ball State University
	Southwestern Statues	Linette Schneider	Tri-State University
	Clock	Dianne Mickey	Saint Joseph's College
National City Bank	South Bend Chocolate Easter Basket	Beverly Cooper	Indiana University - SB
KeyBank	Patio Party Basket	Shelly Johnson	Grace College
Indiana Secondary Market	Briefcase Bags	Sandy Osborne	University of Indianapolis
	Briefcase Bags	Debra Vance	Ivy Tech - Bloomington
	Briefcase Bags	Jennifer Cook	Michiana College
Nellie Mae	Walkie Talkies	Cindy Barber	Ivy Tech - Valparaiso
Wells Fargo	Polaroid Camera and Egg Basket	Chuck Carothers	Indiana University - NW
PNC Bank	8 in 1 TV Companion	John McPheron	Ball State University
Suntrust Education Loans	Popcorn Bucket and Bowls	Brenda Todd	Ivy Tech - Marion
Sallie Mae	Relaxation Basket	Jeff Fisher	Ivy Tech - South Bend
Texas Guaranty	Winter Conference Registration	Kathleen White	Indiana State University
USA Funds	Garfield	Sharon Woods	Huntington College
Union Planters Bank	CD Soundmachine	Lois Rini	Ivy Tech - Evansville

## ISFAA SPRING CONFERENCE PHOTOS



Picture of the picture taker. Everyone smile while pushing the button on the camera.



A general session moment.

ISFAA's 2003-04 President,  
Jeff Pethick



## MORE SPRING COINFERERENCE PHOTOS



Joe Russo taking a moment to address his ISFAA colleagues.



Taking a moment to chat about financial aid strategies.



Don Koors speaking about his retirement from the profession.

# NASFAA ANNUAL CONFERENCE

Washington, D.C. (April 25, 2003) – The National Association of Student Financial Aid Administrators (NASFAA) will hold its next annual conference **July 9 to 12, 2003, at the Salt Palace Convention Center in Salt Lake City, Utah.**

**Bonnie St. John**, author and motivational speaker, will open the conference **Wednesday, July 9, 1:00 p.m.** St. John became an amputee at age five. Pushing past her disability, she won an Olympic Silver Medal in downhill skiing in the 1984 Paralympics in Innsbruck, Austria. Her academia and business accomplishments include an honors degree from Harvard, a Rhodes Scholarship, and a position on the White House National Economic Council.

**Liz Murray**, recently featured in the television movie “Homeless to Harvard,” will be the closing speaker **Saturday, July 12, 9:00 a.m.** Homeless at age 15, after the death of her mother, Murray describes how she overcame incredible odds to finish high school in just two years while living on the streets and was subsequently awarded a scholarship to Harvard.

A complete schedule of events, including pre-conference activities, can be found on NASFAA’s Web site at [www.NASFAA.org/Conference.asp](http://www.NASFAA.org/Conference.asp).

The cost to attend the conference is \$350 (\$450 after June 16) for NASFAA members and \$450 (\$550 after June 16) for nonmembers. For more information or to register, email [ask@NASFAA.org](mailto:ask@NASFAA.org) or visit [www.NASFAA.org/Conference.asp](http://www.NASFAA.org/Conference.asp).

*The National Association of Student Financial Aid Administrators (NASFAA) is a nonprofit membership organization that represents more than 10,000 financial aid professionals at nearly 3,000 colleges, universities, and career schools across the country. Based in Washington, D.C., NASFAA is the only national association with a primary focus on student aid legislation, regulatory analysis, and training for financial aid administrators. Each year, members help more than 8 million students receive funding for postsecondary education.*



## USAFunds SPONSORS SIXTH ANNUAL NATIONAL SCHOLARSHIP MONTH


### Kevin McKeown

For the second consecutive year, USA Funds® teamed up with corporations and organizations to support National Scholarship Month in May. USA Funds served as the national supporting sponsor of the month's activities, which celebrated current levels of scholarship support and encouraged broader participation from the private sector.

As part of the National Scholarship Month kickoff, Carl Dalstrom, USA Funds president and CEO, moderated a May 2 panel discussion at the National Press Club in Washington, D. C. The panel discussed "Mobilizing Corporate Support for Students Through Scholarships." The dialogue focused on efforts of USA Funds and other private-sector organizations to stem the shortage of educated workers that has been predicted to occur in the United States.

An advocate for increased corporate support of education funding, USA Funds has established its own scholarship program aimed at assisting low-income students. USA Funds this year will award up to \$3.5 million in scholarships to students from families with annual incomes of \$35,000 or less. Additionally, for the second year, USA Funds has contributed a total of \$300,000 to three national scholarship organizations that promote access to higher education for minority students.

USA Funds partnered with Scholarship America, formerly Citizens' Scholarship Foundation of America, and with other sponsors in support of the sixth annual National Scholarship Month. Scholarship America is the nation's largest private-sector scholarship and educational-support organization.



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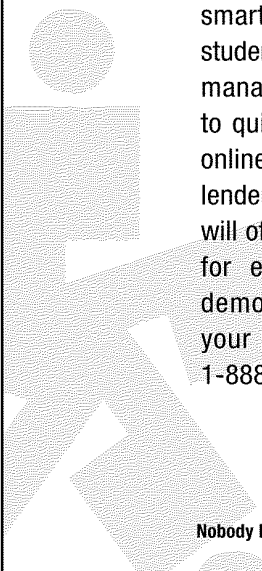
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## NASFAA SPONSORED RESEARCH GRANT RECIPIENTS 2003

Washington, D.C. (May 1, 2003) – The National Association of Student Financial Aid Administrators (NASFAA) has announced two award recipients of its Sponsored Research Grant Program for spring 2003.

- Gary L. Donhardt, Director of Institutional Research, The University of Memphis, for a research project on "Graduate Borrowing: A Study of Debtor Students and Their Ability to Retire Loans."
- Michael Heiberger and Vito Cavallaro, State University of New York College of Optometry, for a research project on "Development of a Model to Assess the Effects of Financial Factors on Career Choice for Students in the Health Professions."

NASFAA's Sponsored Research Grant Program provides funds for financial aid administrators, higher education researchers, and graduate students who want to conduct studies on student financial aid and related matters. Recipients may use the awards to complete master's theses, doctoral dissertations, or other

academic projects. Professional researchers and scholars at colleges, universities, and other non-profit institutions may use the funds for studies directly or indirectly related to financial assistance.

NASFAA receives a generous multi-year grant from the Lumina Foundation for Education in Indianapolis, IN, to fund the awards. Grant recipients are chosen by the NASFAA Research Committee twice each year. Applications for fall 2003 awards are now being accepted. The deadline is September 15, 2003. Grant applications and additional information are available at the NASFAA web site, [www.NASFAA.org](http://www.NASFAA.org). Applicants do not have to be affiliated with NASFAA Member institutions to qualify for awards. For more information, contact Kenneth E. Redd, NASFAA's Director of Research and Policy Analysis, at [redk@nasfaa.org](mailto:redk@nasfaa.org) or 202-785-0453, ext. 138.

# USA FUNDS PROJECTS SIGNIFICANT DEFAULT RATE DECREASE

## Kevin McKeown

USA Funds® expects to record a significant decline in its student-loan default rate. Preliminary cohort default-rate figures released by the U.S. Department of Education project that USA Funds' default rate will drop to below 4.6 percent for the 2001 cohort of student-loan borrowers. The preliminary rate would represent a 25-percent decline from USA Funds' 2000 cohort rate of 6.1 percent, as well as the lowest cohort rate ever recorded by USA Funds.

The U.S. Department of Education will release final 2001 cohort default rates later this year.

The announcement follows USA Funds' recent report that its 2002 annual default rate fell below 2 percent. The cohort default rate measures the percentage of borrowers who enter repayment in a given federal fiscal year and default on their loans by the end of the following federal fiscal year. 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.

Several factors contribute to USA Funds' strong default-prevention performance. These factors include the following:

**Successful default-aversion activities.** Default-aversion activities undertaken on behalf of USA Funds prevent default on nearly 93 percent of seriously past-due education-loan accounts. During fiscal 2002, these efforts contributed to the aversion of nearly \$10.7 billion in potential loan defaults.

**Support to postsecondary institutions.** USA Funds' team of debt-management consultants offers assistance and support to help postsecondary institutions bolster their default-prevention efforts. Last year, USA Funds' Debt-Management Team conducted more than 1,200 meetings with representatives of postsecondary institutions to focus on curbing student-loan defaults. USA Funds' debt-management consultants also provided individual assistance to 150 schools and presented 62 debt-management workshops.

**Innovative financial-literacy program.** Life Skills<sup>SM</sup>, USA Funds' innovative financial-literacy program, is at various stages of implementation at nearly 300 schools nationwide. Life Skills helps schools teach their students time- and money-management skills and prepare student-loan borrowers for successful repayment of their loans.

**Best practices in default prevention.** USA Funds also underwrites the activities of a Default-Prevention Council that brings together campus representatives and default-prevention experts to develop tactics for schools to use in lowering their default rates. The council worked with USA Funds' debt-management consultants to create the *Best Practices Manual*, which financial-aid professionals may access on the USA Funds Web site — **[www.usafunds.org](http://www.usafunds.org)** — to learn strategies from schools that have implemented successful student-loan default-prevention programs.

# NASFAA BOARD OF DIRECTORS ELECTION RESULTS

Washington, D.C. (May 7, 2003) – The National Association of Student Financial Aid Administrators (NASFAA) has announced the results of its 2003 election for the NASFAA Board of Directors and Nominating Committee. All terms of service will begin July 1, 2003.

NASFAA members elected **George Chin** to the position of National Chair-Elect for the coming year. Mr. Chin is the University Director of Financial Aid at the City University of New York and has been an active member of NASFAA, serving on committees and the Board, for almost 20 years. He will assume the position of National Chair beginning July 1, 2004.

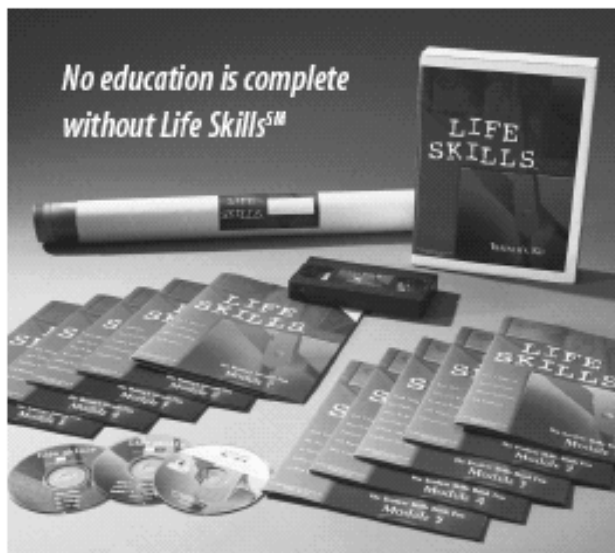
Four members were elected to three-year terms as Representatives-at-Large to the Board.

- **Laurie A. Wolf**, Executive Dean of Student Services, Des Moines Area Community College
- **Myron “Mick” L. Hanson**, Director of Financial Aid, The University of Montana
- **Cheryl A. Storie**, Assistant Vice President for Enrollment Services, American University, DC
- **Douglas “Doug” B. Severs**, Director, Financial Aid & Scholarships, Idaho State University

Three members were elected to two-year terms on the Nominations and Elections Committee.

- **Robert “Bob” D. Shorb**, Director of Student Aid & Family Finance at Skidmore College, NY, will represent the Eastern (EASFAA) region.
- **Susan K. Ladd**, Director of Financial Aid Operations at Drake University, IA, will represent the Midwest (MASFAA) region.
- **Mary Sue Rix**, Director of Financial Aid at Centenary College of Louisiana, will represent the Southwest (SWASFAA) region.

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Life Skills is USA Funds' innovative financial-literacy program that helps colleges and universities teach their students how to budget their time and money. It's flexible, easy to use, free and well received by students. Curriculum includes student and trainer manuals, a video, an interactive CD-ROM, Quicken® New User Edition personal-finance software and more!

To learn more about how USA Funds can make your life easier, call Kevin McKeown toll-free (866) 497-USAF, ext. 1569, or visit [www.usafunds.org](http://www.usafunds.org).

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Life Skills is available to postsecondary institutions that use USA Funds as their primary grantmaker and to all minority-serving institutions.

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## NASFAA AUDITOR TRAINING

Washington, D.C. (April 7, 2003) – For the second year, the National Association of Student Financial Aid Administrators (NASFAA) will partner with Dr. Stephen Collins of Student Financial Aid Audit Seminars to offer training for auditors who work in the higher education arena, specifically financial aid. Auditors must understand how technology is used in the financial aid office in order to conduct effective and accurate audits.

Since 1982, Collins has taught *Audits of Federal Student Financial Aid Programs*, a two-day CPE seminar for auditors that provides a review of key regulatory topics and procedural requirements. The expanded program is three days long and includes a full day on *Auditing Electronic Financial Aid Systems*. Seminar locations and dates include:

- Orlando, FL – May 14-16
- New York/New Jersey – May 19-21
- Dallas, TX – June 11-13
- St. Louis, MO – June 16-18
- Indianapolis, IN – Sept. 17-19

At the conclusion of the three-day seminar, CPAs will be recommended for 24 CPE credits (8 CPE credits per day) to meet continuing education requirements. For more information, including rates, discounts, and hotel information, visit [www.NASFAA.org/auditors.asp](http://www.NASFAA.org/auditors.asp) or contact Judy Schneider at 202-785-0453 ext. 144 or [schneiderj@nasfaa.org](mailto:schneiderj@nasfaa.org).

## USAFUNDS HELPS UNLOCK THE FUTURE FOR MIDDLE SCHOOL STUDENTS

### Kevin McKeown

Unlock the Future™, USA Funds® new early-awareness program for middle-school students and their families, now is available nationally following testing by more than 50 schools, community agencies and faith-based organizations.

Unlock the Future introduces students and their families to the benefits of and options for education after high school. The free program offers easy-to-use video presentations that schools and community- and faith-based organizations can deliver to students and families.

USA Funds offers Unlock the Future free of charge to the following organizations:

- Those located in Indiana or any of the other seven states that USA Funds serves as designated guarantor of federal education loans.

- Those that participated in the Unlock the Future pilot.
- Those connected with minority-serving institutions or with the local, state and national educational organizations that advised USA Funds in the development of Unlock the Future.

The early-awareness program offers separate presentations for students and families. Unlock the Future's student track is a 45-minute presentation that challenges participants to dream, informs them of their career and educational options and encourages them to plan for their future. Unlock the Future's family track complements the student presentation by encouraging adults to play an active role in their children's future.

For more information about Unlock the Future, contact Renee Lynn Minor, managing director, USA Funds Services, by e-mail to [reneeyl.minor@usafunds.org](mailto:reneeyl.minor@usafunds.org) or toll-free call to (866) 497-USAFA (8723), Ext. 8006.



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## A FINAL LOOK AT SPRING CONFERENCE 2003



Some of ISFAA's 2003 award winners and a retiree.





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