



**WINTER 2002**

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**The Newsletter for Financial Aid Administrators in North Carolina**

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**A Word from Our President**

Dear NCASFAA Colleagues:

I hope that all of you enjoyed a wonderful holiday and are off to a great new start in the 2002 year. The Fall Semester proved to be a very busy time for me however, I had a great time serving NCASFAA. Much of my time outside my duties at St. Augustine's College was spent working with the NCASFAA Executive Board and Program Committee. In addition, in November, I represented NCASFAA at a SASFAA Executive Board Meeting that was held in Tampa, Florida.

The highlight of Fall Semester was, of course, the NCASFAA Conference which was held November 5-7, 2001 at the Embassy Suites Hotel in Greensboro, NC. The Conference was a great success! The conference theme "***Under Construction: Paving New Roads***" was not only appropriate for the association but also for the nation as well. The theme exemplified the constant change, rebuilding and restructuring that we must all do as we continue to meet the challenges required of each of us. The Conference Chairperson Philip Roof and the Program Committee are to be commended for a job well done. The sessions offered through the conference were creative, informative and thought provoking.

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**Wanda C. White**  
**NCASFAA President**



Rose Mary Stelma was elected President-Elect during the conference and will serve as President during the 2002-2003 academic year.

NCASFAA and SCASFAA offered NASFAA Training on Thursday, December 6, 2001 at Wingate University. Over 75 NCASFAA members attended training. The presenters for the training from North Carolina were Bruce Blackmon, NCASFAA Vice President and Patty Cope. The NC State Education Assistance Authority covered the cost for training materials for NCASFAA members. NCASFAA members are very grateful to Steve Brooks, Executive Director of the NCSEAA and his staff for supporting NCASFAA training activities.

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NCASF AA members were mailed a membership directory disk during the Fall Semester from Membership Chair, Bridget Ellis and her committee. Each disk lists the contact person, telephone number, fax and email of each member and all post-secondary institutions in North Carolina.

During the month of December, I had the opportunity to attend NCASF AA Support Staff training. I was very pleased with the number of support staff members that attended. I commend Sharon Oliver, Support Staff Training Chairperson and her committee for a job well done. I encourage each of you to include your support staff in this valuable training in the future. The support staff members that I spoke with who attended the training found it to be beneficial and worthwhile.

NCASF AA members are also gearing up for FAFSA Day which is sponsored by College Foundation of North Carolina and NCASF AA. FAFSA Day will be held on Saturday, February 9, 2002 at 25 locations across the state. FAFSA Day provides the opportunity for students to receive assistance from financial aid professionals as they complete and file their FAFSA forms online.

NCASF AA developed a new website at [www.ncasfaa.com](http://www.ncasfaa.com). The website is constantly updated with new information for the members. The website includes a Fall NCASF AA Newsletter, links to various committees, board members, pictures, membership forms, etc.

## **2002 NCASF AA SPRING CONFERENCE**

Hello NCASF AA Members, You are not going to want to miss this conference! Your 2002 NCASF AA Spring Conference is being held at the Sheraton in Atlantic Beach. The dates for the conference are April 14-17. Make sure you bring your shorts and tee shirts for this fun filled conference.

The Program Committee and the Diversity Committee are excited about our General Session Speaker, Ms. Lonise Bias. Dr. Bias' career was jump started when TV and radio stations across the nation covered her comments at her son's memorial service. She is vivacious, energetic and a dedicated woman who

has waged a war against substance abuse. You will really want to hear her speak.

The Program Committee would also like for you to send your comments, suggestions, anything you care to share so that we can make this YOUR Conference.

Please send to:  
Audrey Callahan, Spring Conference Chair  
First Union/Educaid  
[Audrey\\_Callahan@Educaid.com](mailto:Audrey_Callahan@Educaid.com)  
919-466-9179 phone  
919-466-9180 Fax

### ***We Are Listening!!***

Please allow me to introduce myself...

*(Wait a minute; I think that's the opening lyrics to a Rolling Stones song...)*

Anyway, I am your newly "volunteered" Lender Liaison to the North Carolina Association of Student Financial Aid Administrators Executive Board. Among other duties, I guess that makes me the person you can turn to with any association related questions, concerns or festering complaints.

So, as your new voice, I am asking for your feedback...*any feedback:*

Do you feel your support dollars are well spent?

As vendors, do we need more or less time when getting together at conferences?

What topics/issues would you like addressed at our conference gatherings?

What topics/issues/speakers would you like to submit for conference sessions?

Do you have something/someone at NCASF AA to brag about?

Do you have something/someone at NCASF AA to voice your "opposing view"?

I look forward to hearing what you have to say...and... hold any feedback in confidence if requested.

Please send all responses to Ben Carey:

Office Phone: 1.410.879.5921

Office Fax #: 1.410.879.0294

E-mail Address: [ben.p.carey@bankofamerica.com](mailto:ben.p.carey@bankofamerica.com)

On behalf of the NCASF AA Executive Board...***We Are Listening!!***

## **NEW AID OFFICERS WORKSHOP**

The New Aid Officers Fall Workshop was a success. The committee worked extremely hard to ensure that New Aid Officers received basic information on financial aid and programs. The overall evaluations indicate that New Aid Officers benefited from the workshop. New Aid Officers were asked to tell one thing they liked about financial aid. The majority of the comments were that they enjoyed working with students. So as you can see, we have some dedicated, enthused, committed and professional staff entering or moving up in the profession.

The committee members who assisted with the Fall Conference were Bill Zahn, Elizabeth McDuffie, Janet Melvin, Cassandra Pettigrew, Ronnette King, Georgina Green, Sarah Perry, Dee Grissett, Kay Hinson and yours truly, Sherri Avent.

The next New Aid Officers Workshop will be held at the beginning of our Spring Conference. Anyone wanting to assist with the workshop should contact me at 336-334-7973.

Best wishes to our New Aid Officers!!! Hope all is going well.

Sherri Avent

## **SUPPORT STAFF PROFESSIONAL DEVELOPMENT WORKSHOPS**

NCASFAA sponsored two Support Staff Workshops. The Support Staff Workshops were held at North Carolina Central University on December 5, 2001 and at the University of North Carolina in Charlotte on December 7, 2001. The workshops provided training for over fifty (50) support staff members. The topics presented provided opportunities for support staff to adapt skills that would enable them to understand and diffuse anger, while working to solve potentially explosive situations. The theme for the workshop was "Keeping Cool When Temperatures Rise."

The workshops began with a dynamic speaker Mrs. Judith Bell who emphasized that "Every Interaction Counts." A College Foundation of North Carolina Update was provided by Elizabeth McDuffie who shared the many opportunities available for financing an education within our state. An essential part of providing assistance to students centers on Communicating Effectively which was presented very well by Donell Lewis. Also, Elwood Robinson presented on Stress Management and Sharon Oliver covered Dealing with Difficult People. The workshops ended with Who Moved My Cheese Video.

Special thanks are extended to Citibank, Bank of America, Key Bank, Sun Trust, and Medloans for their contributions. Also, the group that made this possible Linda Smiley (Cape Fear Community College), Myron Bryant (St. Augustine's College), Beth McQueen (Richmond Community College), Alfreda Carrington (North Carolina Central University), and Sharon Oliver (North Carolina Central University).

[www.ncasfaa.com](http://www.ncasfaa.com)

Your Gateway to NCASF<sup>AA</sup> information is [www.ncasfaa.com](http://www.ncasfaa.com)!

We have revamped the entire NCASF<sup>AA</sup> website this year and you can find a wealth of information there. Things like:

- Information on the upcoming Spring Conference
- Searchable Membership Directory
- Membership Forms to download and print
- Online registration to obtain a financial aid mentor
- Online copies of the latest NCASF<sup>AA</sup> Newsletters
- High School Night information including downloadable PowerPoint presentations for you to use
- Pictures from the latest conferences and activities
- Links to valuable web resources, including a quick-and-easy way to contact your congressperson regarding pending legislation
- A Policies and Procedures Manual template you can download for you to use in your office
- Downloadable CORE materials for use in training your staff
- Much, much more!

So visit [www.ncasfaa.com](http://www.ncasfaa.com) today for all your NCASF<sup>AA</sup> needs!

Lisa Koretoff, NCASF<sup>AA</sup> Webmaster

## **A Note from Our Vice President**

It has been a busy fall! Some seventy NCASF<sup>AA</sup> members participated in the fall NASF<sup>AA</sup> training on policy and procedure manuals. This was a joint venture between SCASF<sup>AA</sup> and NCASF<sup>AA</sup>. Participants received a training manual and a diskette to help with the development of their own policy and procedures manuals. Andrea Perry of SCASF<sup>AA</sup>, our own Patty Cope and myself were presenters at the training. Thanks are due to Teresa Williams and her staff at Wingate University for arranging many of the details of the event. Special thanks are also due to Ben Carey of Bank of America for sponsoring and Joann Carreras of Suntrust for sponsoring the great meals.

NCASF<sup>AA</sup> members are reminded to advantage of our mentoring program. Do you need advice on a financial aid question? Or maybe you'd like a colleague with whom you can share ideas? NCASF<sup>AA</sup>'s mentoring program will pair you with an experienced aid officer. If you have questions or would like to request a mentor, contact me at [bruce.Blackmon@uncp.edu](mailto:bruce.Blackmon@uncp.edu) or at 910-521-6366.

Bruce Blackmon

## SASFAA 2002...KEEPING YOU ON THE RIGHT TRACK

The 2002 SASFAA conference will be held on February 17-20 at the Galt House Hotel in Louisville, Kentucky. The conference committee has been very busy planning an informative and enjoyable conference for SASFAA members.

Following the theme of the conference, this year's conference sessions will be offered on four different tracks: management, technical, new aid administrators and professional development. There will be representatives from the Department of Education, NASFAA, the loan industry and your own SASFAA colleagues presenting interest sessions. The diversity committee has asked a representative from the Diversity Training Group to present a session on diversity to the membership. In addition to the informative and meaningful sessions, there will be opportunities to network and to enjoy fellowship with friends and colleagues.

Pre-conference activities will include President-Elect's workshop, Business Resource Networks and new aid officers training. The computer lab will be offered again this year, and will be open throughout the conference. Monday will be school pride day, and everyone is asked to dress in clothing from his/her institution to show their school spirit. Bingo will be offered on Monday night, and each school is asked to bring a prize to be given away during the bingo games.

SASFAA's community service project for this year is the Kentucky Harvest. Kentucky Harvest is an organization that collects good, nutritious food that would otherwise be thrown out and wasted, and

distributes it to the hungry. Everyone is asked to come prepared to purchase some canned goods to donate to this worthwhile project.

The Galt House Hotel is an all-suite hotel and the rooms are very reasonably priced. Room rates are \$110 single and double occupancy, \$120 for triple occupancy and \$130 for quadruple occupancy. To make your reservations, call the hotel directly at (502) 589-5200, extension 5120. Be sure to mention that you are attending the SASFAA conference. Reservations must be guaranteed with one night's deposit via a credit card or a check, which must be received within seven (7) days of verbal confirmation. If you need to cancel your reservations, you must notify the hotel 48 hours in advance, or you will be charged for one night's stay including state and local taxes. The cutoff date for reservations is **January 21, 2002**.

Conference fees are \$185 for early registration and \$235 for registrations postmarked after January 29, 2002. Be sure to include an additional \$25 with your registration if you have not paid your membership dues.

All conference information will be posted on the SASFAA website. Please check it periodically to keep updated on conference details.

Make your plans now to attend **SASFAA 2002** where we will be "**KEEPING YOU ON THE RIGHT TRACK**".

Lisa Tumer, Conference Chair

# NCSEAA ANNOUNCES NEW SCHOLARSHIP PROGRAMS

Submitted by Elizabeth McDuffie

The North Carolina State Education Assistance Authority (NCSEAA) is finalizing development of two new scholarship programs, including one available for the 2002 spring semester. More information on the programs will be forthcoming in the next few weeks from NCSEAA.

## TEACHER ASSISTANT SCHOLARSHIP

The 2001 North Carolina General Assembly allocated one million dollars to a teacher assistant scholarship program that will enable full-time public school teacher assistants attending four-year colleges and universities (public or private) to receive a scholarship of up to \$4,800 per year including summer school. Assistants must be enrolled at colleges and universities with teacher education programs and working toward a baccalaureate and teacher licensure. Funds are available for the 2002 spring semester and priority will be given to students who have received funds for their first two years through the North Carolina Department of Public Instruction's Teacher Assistant Scholarship Loan.

Recipients will receive \$1,600 per fall and spring semester; in addition recipients may receive up to \$1,600 for summer enrollment, depending on the number of semester hours attempted during the summer session(s). The new program is a scholarship and does not require repayment in cash or service.

Applications and procedures may be downloaded from the Web after January 31, 2002 at [www.ncseaa.edu](http://www.ncseaa.edu). We will notify colleges and universities as soon as the forms are posted. Colleges wishing to obtain paper applications should contact Robbie Schultz at [robbie@ncseaa.edu](mailto:robbie@ncseaa.edu).

## GOLDEN LEAF SCHOLARS PROGRAM

In late November, the Golden Leaf Foundation provided the University of North Carolina with a grant of \$220,500 for scholarships for the 2002-03 academic year. The Golden Leaf Scholars Program will provide non-renewable scholarships for tuition and fees for first-time freshmen and transfer students who previously received a Golden Leaf Scholarship while attending a community college. Recipients must reside in top tobacco-producing counties or Tier 1 counties and will be chosen by a central committee on the basis of merit and demonstrated financial need. Financial aid offices will be notified of the recipients as soon as the recipients accept the awards. NCSEAA anticipates applications to be available on our website by mid-February 2002. Complete information about the Golden Leaf Scholars Program application and procedures will be available soon. For more information, contact Elizabeth McDuffie at [mcduffie@ncseaa.edu](mailto:mcduffie@ncseaa.edu).

## MOVERS and SHAKERS

**Melanie Cooper Mcculloh** is back in financial aid at **Catawba** after a two-year stint in banking. **Penny Rice** is also back at Catawba

**Jane Kamiab** and her husband, Mohammad, are proud to announce the birth of their daughter, Lily Maria. Lily was born December 17, 2001 at 10:58 p.m. She was 8 lbs. 7 oz. And 20 and  $\frac{3}{4}$  inches long. Congratulations to Jane!

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**"Whenever you are asked if you can do a job, tell 'em, 'Certainly, I can!' Then get busy and find out how to do it."**

-- Theodore Roosevelt

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## North Carolina Financial Aid Awareness Week

Please take a look at the NCASF<sup>AA</sup> website!! There have been a few new items added to help financial aid professionals and guidance counselors in North Carolina. The CORE training materials from NASF<sup>AA</sup> are available for all to use under the Reference Shelf on the NCASF<sup>AA</sup> website. PowerPoint presentations and handouts can be used for all experience levels as we try to train and learn more about the profession. Under the High School Information tab, counselors can view the NCASF<sup>AA</sup> survey and find presenters for financial aid nights. Also, Governor Easley announced that February 4-February 8, 2002 will be North Carolina Financial Aid Awareness Week. Please encourage guidance counselors to actively promote financial aid during this time.

Submitted by Amy Butts

## **Gearing Up For Exit Counseling: Valuable Resources for Students**

by Sarah Perry, Texas Guaranteed

Soon enough, another spring semester will be coming to an end. Students will be flooding the office to sign up for exit counseling, seeking advice on future money matters, and asking for assistance on finding summer employment or their first job after graduation. Get a jumpstart on your preparation by taking note of these valuable Internet resources that offer a great start for students.

### **Managing money to repay loans**

Despite the availability of a wide variety of resources, a surprisingly high percentage of college students find it difficult to manage their money. Getting them to develop effective money management skills is critical, especially if they are carrying a high debt load.

A great resource for students is available by visiting [www.AdventuresInEducation.org](http://www.AdventuresInEducation.org), and selecting "College," "Finance Your Education," and "Managing Your Money." Once there, students can find templates and advice on how to prepare budgets for in-school and after graduation. Useful tools on repaying student loans and seeking loan forgiveness are also available.

### **Preparing for the job search**

Get a job! The phrase takes a special meaning each spring season, as returning students seek temporary summer positions and spring graduates prepare for their first plunge into the full-time job market. Before you send them into the "real world," however, get them to polish up their resumes, practice their interviewing skills, and find great sources for the best jobs.

For advice on these topics, direct students to [www.AdventuresInEducation.org](http://www.AdventuresInEducation.org), and tell them to select "College" and "Get a Job." This section is filled with information about how to find jobs, write a resume, and prepare for an interview. Students can even use a sample resume provided to help them in building their own.

### **Finding the right job**

Once the resume is complete, the shoes are polished, and the practice interviews are done, students will want to know where they can find out what jobs are available. In addition to networking, searching newspaper classifieds, and visiting college placement offices, remind them that online job banks can be useful places to look for what's available.

One service, [www.JobGusher.com](http://www.JobGusher.com)™, is specifically geared to students. Employers who post their positions on JobGusher are seeking students for a variety of internships, seasonal and temporary work, and other career opportunities. Students can set up search agents, participate in online job fairs, and get frequent updates of jobs that employers are seeking to fill immediately.

### **Getting the word out**

So what's the best way to give students information about these resources, you ask? That's the easiest part. To get free bookmarks, posters, and brochures in English or Spanish about [www.AdventuresInEducation.org](http://www.AdventuresInEducation.org), send an e-mail to [communications@tgslc.org](mailto:communications@tgslc.org). Brochures and posters about [www.JobGusher.com](http://www.JobGusher.com) are available by e-mailing [mary.mcclanahan@jobgusher.com](mailto:mary.mcclanahan@jobgusher.com).

**Don't forget to order plenty for students who attend your spring series of exit counseling sessions and presentations!**

*Sarah Perry is a National Account Representative with Texas Guaranteed (TG). She may be reached at (800) 252-9743, ext. 2502, or by e-mail at [sarah.perry@tgslc.org](mailto:sarah.perry@tgslc.org). Additional information about TG can be found online at [www.tgslc.org](http://www.tgslc.org).*

## North Carolina's National College Savings Program Launched

North Carolina's National College Savings Program, a multi-option "529" college savings plan, offers North Carolinians a wide new range of investment options as they save for college.

"Now, North Carolinians can invest in what we believe is the country's most comprehensive set of college savings options," said Steven E. Brooks, executive director of the North Carolina State Education Assistance Authority (NCSEAA). "The savings options are managed by separate investment managers and should offer an investment approach for just about anyone's investment goals and risk tolerance," Brooks said.

The new options include a number of investment selections, ranging from investing completely in stocks to a mix of stocks, bonds, and other income-generating assets.

"With these new tax-free investment options, saving for college should now fit more families' savings goals," said Brooks.

The new investment options are:

**The Aggressive Stock Fund.** This fund is managed by the Durham-based NCM Capital Management Group Inc., one of the largest privately held asset managers in the Southeast. As of October 31, 2001, NCM Capital managed approximately \$4.8 billion in assets for a wide range of clients. This option offers participants the combined return of two solid stock portfolios, NCM Capital Focused Equity and Legg Mason Value Trust, with an emphasis on capital appreciation.

**The Balanced Fund.** This fund is managed by Wachovia Bank, through its affiliate, Evergreen Investment Management Company, LLC. Evergreen introduced its first mutual funds in 1932, making it the oldest mutual fund family. The Evergreen family of funds represents more than \$90 billion for more than three million shareholders. This fund offers a conservative balance between the investment characteristics of stocks and fixed income securities, with the added feature of protection against inflation.

**The Dependable Income Fund.** This option replaces the College Vision Fund, North Carolina's previous, single-option 529 college savings plan. This option is an income fund managed by the State Treasurer. It provides participants with a portfolio of income securities that is designed to produce a solid return with minimal risk of principal.

College*Horizon*Funds. This option is a flexible lifecycle fund managed by J. & W. Seligman & Company, Incorporated. Seligman is an investment manager and advisor with \$28 billion in assets under management as of August 31, 2001. This fund is made up of a number of diversified portfolios with varying degrees of risk. Seligman has developed a sophisticated process that moves the participant's money among these portfolios to reduce risks as the beneficiary approaches college age.

Just about anyone can open an account. Parents, grandparents, other relatives, friends, even an organization, all can save towards someone's college education. Participants decide how much to invest and how often to make new investments. The money can be used to pay expenses at any accredited college anywhere in the country.

There are no federal or North Carolina income taxes on account earnings when the money is used to pay for qualified college expenses, including tuition, fees, room, board books, supplies, and equipment.

Bringing the variety of options together as administrator of the program will be College Foundation, Inc. (CFI), acting as agent of the NCSEAA. CFI has a history of nearly half a century of administering loans and grants for higher education. North Carolina's National College Savings Program will be publicized through College Foundation of North Carolina (CFNC), the information service that helps North Carolinians plan, apply, and pay for college.

"The creation of this savings program is as significant to North Carolinians as was the creation of the student loan program in 1955," said Gwen P. Davis, CFI president. "Through the loan program, hundreds of thousands of North Carolinians have gained access to higher education. We are delighted that there are now more options for families who want to plan ahead for college expenses, and that we can play an even more important role in making college education possible in the future."

People interested in investing in any of the funds may do so directly by contacting College Foundation at 800-600-3453 or by visiting the College Foundation of North Carolina website at [www.CFNC.org/savings](http://www.CFNC.org/savings). Broker-assisted purchase is currently offered for the Seligman College*Horizon*Funds. Broker-assisted purchase of the other fund options is expected to become available in early 2002.

"We look forward to serving North Carolinians by offering a plan that meets a variety of needs," Brooks said. "We want to continually enhance the program and anticipate even more exciting additions in the near future."

# Credit Card Debt Statistics

By Marie O'Malley

## Credit Card Usage Continues Among College Students

The prevalent use of credit cards by a growing number of college students has generated concern about the impact of easy credit card availability and subsequent indebtedness accumulated by students. Those who are directly responsible for managing student loan default prevention among that very population are particularly concerned; after all, students who owe substantial amounts of money on credit cards and education loans may not have the wherewithal to make payments on both after graduation.

Less stringent underwriting criteria at major credit card companies, coupled with the direct push to students on many campuses to apply for credit cards, has led to easier access to credit cards for students who may have arrived on campus with no credit history. A recent analysis of credit card debt from students who applied for credit-based loans with Nellie Mae in calendar year 2000 showed that 78% of undergraduate students (aged 18-25) have at least one credit card. This is up from the 67% of undergraduates included in a similar study by Nellie Mae in 1998. In years past, these same students would not have been given credit cards, certainly not without a co-signer.

Using small increments of available credit responsibly is a great way to learn about the pros and cons associated with borrowing, and to establish a positive credit history. Unfortunately, without being educated on the possible pitfalls associated with amassing too much debt, some of those students may be learning lessons the hard way. The undergraduates in the 2000 Nellie Mae analysis carried an average credit card balance of \$2,748, up from an average of \$1,879 in the 1998 study. A student using a card with an 18% APR and who makes only a minimum monthly payment of \$75 will be paying off that credit card balance of \$2,748 over 15 years, paying as much interest on the loan as he originally borrowed. And that assumes the student doesn't make additional charges. Some students unwittingly accumulate credit card debt, not consciously planning ahead whether they can afford to borrow that sum, and not aware of the actual finance charges they will pay over time.

Graduate students have even higher debt levels than undergraduates, though graduate student credit card debt and usage levels remain similar to 1998 levels. In both studies, 95% of Nellie Mae graduate student loan applicants had at least one credit. The average credit card balance was \$4,776 in 2000, down slightly from \$4,925 in 1998.

The above statistics indicate a growing comfort level with credit card borrowing. Being comfortable, however, doesn't necessarily indicate knowledge about the ramifications of borrowing in general; nor does it show that the student has evaluated the benefits and costs of borrowing with a credit card vs. other types of financing. For example, it may be easier for a student to use a credit card to pay for some expenses associated with a college education, such as books and transportation – even tuition in some cases – but a federally guaranteed student loan is a much more cost-effective choice. However, it takes planning to obtain a student loan; the student must file the appropriate forms and work through the financial aid and bursar's offices, as well as work with the lender, to process the loan. Although school offices and loan processes are becoming more streamlined, a credit card is simply more convenient. Students may base their borrowing choice on that rationale, rather than long-term cost.

Although many students do their homework -- they understand and manage the responsibilities of borrowing, they don't borrow more than they need, and they borrow as cost-effectively as possible -- there is

some apprehension that a certain percentage of the credit card-using student population is setting up itself for financial failure even before graduation. Without assistance, these students may not have the know-how to borrow wisely on the front end and they won't have the income to honor their credit obligations after they've borrowed.

It would be ideal if credit card companies agreed to take a more conservative approach to lending to students to prevent them from getting too deeply into credit card debt while in school. They could put low borrowing caps on accounts when students are enrolled; they could institute stricter re-issue rules; they could agree to put a cap on the number of cards that can be issued to students. But, more practically, students need to learn how to manage financially. Credit cards and other borrowing options will continue to be available to them while they are in school, and after they graduate.

Colleges and lenders work together today to provide student debt counseling at the beginning and end of the enrollment/borrowing cycle. One solution might be to have colleges and lenders work together to provide financial management education throughout the student's college career. A curriculum could be developed that teaches several aspects of sound fiscal management, and where lessons are reiterated at key points during the total enrollment period. Of course, teaching by example is always effective; therefore planners should strive to keep costs minimal for implementing such a program. Interactive tools are already available on a number of finance-related web sites today, and e-mail allows for efficient, cost-effective communication between schools and students.

Credit card use and borrowing money have become common practices in American society and aren't going to cease. To prevent debt levels from becoming burdensome for students, which could result in student loan defaults as well as general poor financial health for a segment of the population, it behooves colleges and lenders, as well as credit card issuers, to teach students to limit credit card usage and to borrow wisely.

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## **USA Funds pledges \$1 million to Families of Freedom Scholarship Fund**

USA Funds® has pledged up to \$1 million to a fund that will provide college scholarships to the spouses and children of the victims of the Sept. 11, 2001, terrorist attacks in the United States. USA Funds' contribution will support the Families of Freedom Scholarship Fund™ to assist dependents of those who were killed or permanently disabled by the terrorist attacks. The Fund was established by the Citizens' Scholarship Foundation of America (CSFA), the nation's largest private-sector scholarship and educational-support organization, and Lumina Foundation for Education, a private, charitable foundation dedicated to expanding access to higher education nationwide. USA Funds is contributing \$500,000 outright to the scholarship fund and is committing an additional amount of up to \$500,000 in matching grants to encourage individual donations to the Fund. The \$1-million commitment to the Families of Freedom Scholarship Fund is in addition to USA Funds' support of its own \$3-million national scholarship program, which will award scholarships to qualified students from families with annual incomes of less than \$35,000 for the 2002-2003 academic year. To make a donation to the Families of Freedom Scholarship Fund, call 800-335-1102; visit [www.familiesoffreedom.org](http://www.familiesoffreedom.org) on the Web; or make a check payable to the Citizens' Scholarship Foundation of America, designating the Families of Freedom Scholarship Fund, and mail to Citizens' Scholarship Foundation of America, 1505 Riverview Road, P.O. Box 297, St. Peter, MN 56082. Those seeking assistance from the Fund should call 800-335-1102 and ask for the Families of Freedom Scholarship Fund program manager.

Submitted by: Marvin Ragland, regional director, USA Funds Services, 804-534-9190.

Are you going crazy looking for a regulation - you can't decide what to do with a particular situation?

**YOU COULD USE A MENTOR!**

Are you a seasoned aid administrator who would like to help and advise new aid officers?

**YOU SHOULD BE A MENTOR!**

The NCASF AA mentor program matches new financial aid administrators and seasoned professionals in a continuing effort to develop and strengthen the professional competency of student financial aid administrators in North Carolina. A mentor provides guidance on financial aid problems, issues, and concerns. A mentor nurtures the new professional's development as a financial aid administrator. A mentor points the new professional in the right direction (and to the right section of the regs!).

**TO REQUEST A MENTOR OR TO BECOME A MENTOR GO TO [http://www.ncasfaa.com/mentoring\\_form.htm](http://www.ncasfaa.com/mentoring_form.htm)**

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### **Legislative Advisory Committee**

Dr. Anthony C. Grady, Director of the Saint Augustine's College Gateway Program has continued working effectively as the 2001-2002 NCASF AA Legislative Advisory Committee Chairperson.

The LAC has received positive feedback from several NCASF AA members during the Fall 2001 Semester. The most recently forwarded legislative advisory updates were SFA Spring Conference, Technical Difficulties Being Experienced by (800) 4ED-SFAP, New NSLDS Enrollment Reporting, New Financial Aid Administrator Training, and Use of State Scholarships and Grants as the non-Federal share of Federal Supplemental Educational Opportunity Grant Awards. According to Dr. Grady "it is a pleasure serving with such a dedicated and resourceful committee. Other committee members are Annette Williams, Monte Hickman and Michael Eure".

Individuals wishing to contact the Legislative Advisory Committee Chairperson, please call 919-516-4705.



Dana D. Kelly  
Newsletter Editor  
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ADDRESS CORRECTION REQUESTED