Message from the President

As the school year has gotten underway at our institutions, NCASFAA has been productively working on items for 2008-2009! Last year at this time, we hoped that the wheels of change would slow down ensuring a smoother ride this year. However, we are still experiencing more change than ever in our profession. The majority of our institutions are seeing increased enrollment, increased federal and state aid amounts, and we are being challenged to administer aid programs effectively with fewer resources and administrators. Even though we hoped that things would calm down, the pending presidential and gubernatorial elections, along with the recent passage of the HEOA, will certainly prove to make things even more exciting and challenging for us!

I am pleased to announce that NCASFAA was awarded a 2008 NASFAA State Award at the NASFAA Annual Conference in Orlando in July. We are currently in our third year of supporting our Middle School Summer Enrichment Scholarship Program. NCASFAA provides scholarships of up to $1000 individually to middle school aged children wanting to attend a summer camp at an accredited North Carolina college or university. These students must demonstrate financial need through the application process.

NCASFAA will offer two NASFAA training sessions on October 20th at Wingate University and on October 28th at Meredith College. Chad Williams and Jane Kamiab are this year’s NASFAA trainers. Chad is the Director of Financial Aid at Randolph Community College and Jane is the Director of Financial Aid at the University of North Carolina School of the Arts. Please visit www.ncasfaa.com to sign up for either training session.

NCASFAA extends a special thanks to Dr. Steve Brooks and the North Carolina State Education Assistance Authority for their continued support of training in North Carolina. NCSEAA has provided financial support for the NASFAA training series since 2002. NCASFAA looks forward to our continued partnership with NCSEAA in strengthening the training and knowledge of North Carolina’s financial aid administrators.

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Message from the President (continued from Page 1)

Christy Chesnut, fall conference chair, and the fall conference committee are hard at work finalizing plans for the upcoming conference in November. The conference will be held November 3-5 at the Embassy Suites in downtown Winston-Salem. This year’s conference theme is “Take the LEAD: Choose to Make a Difference”. This theme incorporates my focus for the year on Leadership, Education, Access, and Diversity. Conference information and tentative sessions can be found at http://www.ncasfaa.com/docs/toc_conferences.html. We are looking forward to hosting Heather Boutell, SASFAA President, and our new Region IV Trainer, Michael Roberts, at our fall conference. Things will definitely be exciting as our Tuesday evening banquet will be taking place as the presidential election results roll in!

Liza Bruce and Michael O’Grady have been charged with developing an outstanding program for the NCASFAA Diversity Pre-Conference Workshop for spring 2009. As we all have experienced on our campuses and in our offices, the demographic make-up of our students, families, and co-workers is constantly changing. The nation was devastated on September 11, 2001 and things have not been the same since. The Diversity Committee is working to provide us with the tools and knowledge to face these changes. The committee is also working with the Executive Board to ensure that all committees are focused on the changes that our profession faces daily.

There will be two pre-conference activities held at the fall conference on November 2-3 at the Embassy Suites in Winston-Salem. Jane Kanipe and NCSEAA will provide “Advanced Training” for the Experienced Financial Aid Professional on Sunday and Monday, November 2-3. Please contact Jane Kanipe for further information at jane@ncseaa.edu.

In addition, Kathy Tipton from Guilford Technical Community College and the New Aid Officers’ Committee will present New Aid Officers’ Training on Sunday and Monday, November 2-3. Please visit www.ncasfaa.com for registration information for pre-conference activities.

I hope that each of you have been able to slow down and recuperate from the start of the semester! Please consider being involved in NCASFAA by attending our conferences and training activities. Together we can turn these challenging times into the best year ever for NCASFAA! It is our responsibility to take the lead while choosing to make a difference. That’s why we are in the financial aid industry.

It is an honor to serve you this year. Please contact me with any questions, concerns, or comments that you may have at Amy_Berrier@uncg.edu.

Amy L. Berrier
2008-2009 NCASFAA President
The Fall 2008 NCASFAA conference will kick off Monday, November 3, with an opening luncheon and keynote speaker. The conference will conclude on Wednesday, November 5. The exciting Twin City Quarter in downtown Winston-Salem is the site of NCASFAA’s Fall meeting. The conference center has 2 hotels: Marriott and Embassy Suites. Don’t worry about the two hotel set up because they are connected and you can easily move between both hotels without going outside!

The phone number for the Marriott is 1-800-320-0934 -- ask for the NC Assn of Student Financial Aid Administrators group rate. The room rate is $129 and includes breakfast each morning at WSPrime restaurant.

The number for the Embassy Suites is 1-800-696-6107 -- ask for the NC Assn of Student Financial Aid Administrators group rate. The room rate is $129 and includes breakfast each morning at the Embassy Suites.

Our sessions are mainly on the Embassy Suites side of the complex in case that helps you in your decision!

Winston-Salem has done a tremendous job revitalizing their downtown area and your Fall Conference Committee has been hard at working planning a stellar conference. Don’t delay – visit the NCASFAA website today and register to attend this informative conference!

**BYOB: Bring Your Own Bag!**

This year, the NCASFAA program committee has decided that members will have to BYOB when they attend the conference. *Bring Your Own Bag!* Most of us have more than our fair share of conference tote bags, so please bring your favorite to use during the conference.

If this will be your first NCASFAA conference, you will receive a NCASFAA tote bag to use during this conference and future conferences.

We are looking forward to seeing all the different tote bags from over the years!
LET OUR EXPERIENCE HELP YOU SUCCEED.

Since 1956, American Student Assistance® has been committed to assisting students and families to successfully complete a program of student loan repayment. Our loan repayment tools and industry-leading cohort default rate represent our dedication to being the best guarantor for your students and your school.

VISIT US ONLINE AT www.amsa.com/ncasfaa

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Getting Results for Students

USA Funds helps borrower resolve payment problems

It's become ingrained in my mind that I pay my student loan bills. In honor of the people who helped me, I pay my bills.

Laurie Dent
Staff Loan Servicer

After earning her bachelor's degree, Laurie Dent had little money left to make her student loan payments. A default prevention counselor for USA Funds® helped Dent obtain a forbearance to briefly suspend her loan payments and advised her how to consolidate her loans to reduce her monthly payments. As a result, Dent has been current in her payments for more than a year.

By preventing loan defaults, USA Funds annually saves borrowers like Laurie Dent an estimated $5.5 billion in additional loan costs.

To learn more about how USA Funds® can get results for you and your students, call Jacqueline Bell toll-free (866) 497-USA! Ext. 9484, or visit www.usafunds.org/results.
**EARN Expansion**
Upon the enactment of SL 2008-107, the Education Access Rewards North Carolina (EARN) program was expanded to include the private educational institutions within North Carolina. The CFI Grant System was updated to include EARN awards for students at private institutions the weekend of July 19. EARN training was provided to the private institutions on Thursday, July 18 and Monday, July 21. The EARN program provides a loan replacement of $4,000/year for two years to eligible students who have recently graduated from high school or home school or recently received a GED and family income does not exceed 200 percent of the poverty guidelines.

**Community College Grant Expansion**
In August 2008, the State Board of Community Colleges approved an expansion of the North Carolina Community College Grant Program for the 2008-09 academic year. Additional Community College grant awards of $900 per year will be offered to independent students with no dependents (other than a spouse) who have an expected family contribution between $5,001 and $10,000. NCSEAA is pleased to be working with the North Carolina Community College System to provide this additional assistance to working adult students.

**Financial Aid Estimator and Smart Borrower on CFNC.org**
**North Carolina’s Financial Aid Estimator** has been updated and streamlined to provide students with quick estimates of state and federal funding. The estimator can use processed FAFSA data or self-reported data. The student will be provided with a results page to print. The FAE will be further enhanced in the future to provide an option for FAAs to calculate a student’s eligibility.

**The Smart Borrower Calculator** is now available at CFNC.org for students to plan ahead. The Smart Borrower Calculator is designed to see how potential career income will handle present or future student loan debt. The calculator uses a stop light approach to determining if a student has too much debt, manageable debt, or reasonable debt.

Both tools can be found at CFNC.org in the Tools & Calculators section under the Paying for College tab.

**Aid for Student Increases in 2007-08**
Overall, grant and scholarship aid increased by $63 million from 2006-07 to 2007-08.

**A quick sample of some of the SEAA programs:**

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<tr>
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<tr>
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<td>95,304,710</td>
<td>40,227</td>
<td>77,341,367</td>
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<tr>
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<td>108,875</td>
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New Study Shows that College Education Viewed as Critical but Many Families Do Not Consider Cost When Deciding How to Pay.

Dr. Bill Diggins, Strategic Consultant and Lead Researcher, Gallup; Sarah Ducich, Vice President of Public Policy, Sallie Mae

American families view a higher education as a critical investment in the future, but when it comes to planning and paying for that future, many do not consider tuition and associated costs when selecting a college. Many students and parents also fail to consider post-graduation income when deciding whether or how much to borrow to pay for college, according to a new national study of college-going families recently released by Gallup and Sallie Mae.

The study of more than 1,400 college students and parents, “How America Pays for College” provides the first mathematically representative composite picture of how American families paid for college last academic year. Parents, on average, footed the largest portion of the college tuition bill, through current income and savings (32% of the total amount paid) and borrowing (16%), while the average student covered 33 percent of the cost, through borrowing (23%) and their own income and savings (10%). Scholarships and grants covered another 15% of the higher education price tag, with the remaining 3% contributed by relatives and friends.

Many families, however, are missing out on the tax-advantaged benefits of college savings funds, such as a 529 college savings plan. Only 9% of families took advantage of these plans, while the most often used source was parents’ current income, with 38% of all families spending an average of $5,815 last school year.

How America pays for college also varies across income levels. Higher-income families paid much more from savings and income, and generally paid substantially more for college. Lower-income families received the most “gift aid,” such as scholarships and grants, while middle-income families borrowed the most, both in real dollars and as a percentage of their total college costs. The study suggests that middle-income families tend to borrow more to afford a higher-cost postsecondary institution.

Among other findings, the “How America Pays for College” study revealed:

While nearly nine out of 10 families (89%) with annual income below $35,000 filled out the FAFSA, this number drops off considerably to only 76% for families with annual incomes between $35,000 and $50,000, and continues to fall as income rises. Overall one in four families did not complete a FAFSA.

In addition, while more than nine in 10 parents (94%) and students (96%) agreed that college is an investment in the future, parents of college students were worried about the cost of college and how the economy will affect their ability to pay for college. According to the study, the top concern, shared by 60 percent of parents, is that institutions will raise tuition, followed by 51% of parents expressing concern that loan rates will increase.

While 58% of families reported ruling out institutions because of cost at some point during the application process, another 42% of families did not limit their search based on cost—even after reviewing financial aid packages. Even more surprising, 70% of students and parents said a student’s expected post-graduation income either was not considered or did not make a difference on their borrowing decisions. The study also revealed that 49% of families limit their school options even before applying for admission and receiving a financial aid package.

Gallup and Sallie Mae conducted this study to help families make more informed decisions about how to pay for college. We have found that too few parents and students are focusing on the total cost of college, too many are ruling out college choices either too early or too late in the application process, not enough are using available college savings tools, and too many are borrowing without considering how they will pay.

The complete “How America Pays for College” survey is available for free download at www.SallieMae.com/howAmericapays
David Gelinas (aka “The Sheriff) has made the move to North Carolina by way of Tennessee. He now serves as the Director of Financial Aid at Davidson College. Previously, Mr. Gelinas was the Director of Financial Aid at Sewanee, The University of the South, for 22 years. He is an active member in both NASFAA and SASFAA, receiving a Distinguished Service Award in 2006.

Melody McMillan has joined the staff of Guilford Technical Community College in the newly-created Financial Aid Retention Specialist position. She previously worked for D’Youville College in Buffalo, NY.

Dr. Alison Rabil will begin working at Duke University November 1, 2008 as an Assistant Vice Provost and Director of Financial Aid. Dr. Rabil comes to the Tar Heel state by way of New York. She was most recently at Barnard College serving as their Director of Financial Aid since 2005. She is also an active member of NASFAA as well as on the national stage regarding higher education policy issues.

On behalf of NCASFAA welcome to North Carolina! "Where the weak grow strong and the strong grow great here’s to the Old North State!”
NCASFAA Membership
Brenda Long, Membership Chair

It’s time to RENEW your NCASFAA membership for 2008-2009. Don’t wait any longer to enjoy the benefits of being a member today.

To renew your membership, please go to www.ncasfaa.com and select “Member Services”. Once you are at Member Services, choose “Membership/Renewal Application”. Don’t forget to update your profile (organization, email address, etc.) if needed. Please make sure your print and mail the PRINTABLE INVOICE and your $25.00 payment to NCASFAA’s Treasurer.

Please help make this a record year for membership in NCASFAA!!!

DON’T FORGET TO VOTE!
Questions???
WWW.SBOE.STATE.NC.US
2008 SASFAA Management Institute: Access & Affordability

The SASFAA Management Institute will be held at the Grove Park Inn Resort and Spa in Asheville, North Carolina. The event, which is sponsored by SASFAA, every four to five years, is scheduled to begin Monday, December 8, 2008 and end on Wednesday, December 10th. The Institute is a professional development training event designed to provide an opportunity to explore the latest research, issues or trends that affect the financial aid profession. This year’s event will provide a legislative update and sessions geared toward the latest research on "Access & Affordability."

The event is intended for experienced financial aid administrators. However, other higher education professionals or individuals whose professional responsibilities include significant contact with the financial aid process are also encouraged to attend.

The Institute topics will center on the broad themes of college cost and affordability. In addition to a stimulating and thought-provoking discussion with your colleagues, participants will have the opportunity to hear from a panel of experts on their perspectives on higher education access and affordability.

The Institute’s speakers slated to present include:

Dr. Donald Heller, Director, Center for the Study of Higher Education & Professor of Education and Senior Scientist, College of Education, The Pennsylvania State University

Dr. Sandy Baum, Senior Policy Analyst, The College Board & Professor of Economics, Skidmore College

Dr. Phil Day, NASFAA President

Dr. Michelle Asha Cooper, President, Institute For Higher Education Policy

Dr. Barry Simmons, NASFAA Chair-Elect & Director, Office of University Scholarships and Financial Aid, Virginia Polytechnic Institute

Ms. Zakiya Smith, Director of Government Relations, Advisory Committee on Student Financial Assistance

Don’t miss out on this senior level learning experience. Space is limited. Register online today from the Training Page on the SASFAA website. The registration information, tentative agenda, hotel reservation and travel information are detailed there. Regular registration is currently underway through November 1, 2008 at an affordable $250 per participant and includes the Monday evening reception, two continental breakfasts and lunch on Tuesday.

Visit the SASFAA website and start making your plans to attend now. You won’t want to miss this enriching experience.

SASFAA Management Institute Committee
Brenda M. Brown, Chair – University of Miami School of Law
Heather H. Boutell - Bellarmine University
Ron H. Day - Kennesaw State University
Ellen C. Green - Trident Technical College
Barry W. Simmons, Sr. - Virginia Polytechnic Institute
Searcy J. Taylor - Mississippi Gulf Coast Community College

Erik R. Melis - George Mason University
Terri J. Parchment - Edamerica
Janet D. Sain - SunTrust Education Loans
Lisanne J. Masterson - Brevard College
Fall SEAA Training Activities
Jane Kanipe, SEAA

The North Carolina State Education Assistance Authority (SEAA) conducted the 16th “New” FAA Training October 14 – 16 at CFI. A total of 44 participants registered for this session, joining with 384 FAAs who have participated in the training since its beginning in 2003.

The program is designed for aid personnel with three (3) years or less experience in financial aid administration. Workshop presenters are respected financial aid professionals with strong knowledge of the aid programs and excellent speakers. A few of the topics covered include: “Nuts and & Bolts” of Financial Aid, Overview of State and Federal Programs, Methodologies, Verification and Late Breaking Information.

Another SEAA “New” FAA Training will be offered in the spring of 2009, March 17 – 19, at CFI. To register and/or receive additional information, please contact Jane Kanipe at Jane@ncseaa.edu.

“Advanced Training” is being offered two times this fall for experienced financial aid professionals, especially those with direct responsibility for administration of “Federal Cash Management”, “Recordkeeping and FERPA Requirements”, “Reporting and Consumer Disclosure Requirements” and “Professional Judgment”. This training is similar to the training offered as a NCASFAA Pre-Conference activity in the spring. Additional material has been incorporated since the spring training, including new initiatives from SEAA and CFNC and new updates on federal programs. The dates are October 21 (still space for participants) at CFI in Raleigh and November 2-3 at NCASFAA as Pre-Conference Training. The subject material will be taught with the assumption that attendees understand basic financial aid concepts.
State High School Relations
Cynthia Grant, State High School Relations
The start of the school year is usually hectic for colleges, universities, and high schools. Our committee, Robbie Schultz, (NCSEAA), Nadine Ford, (St. Augustine College), Janice Coleman, (Duke University Fuqua School of Business), Beverly Hinson, (UNC-Charlotte), Marty Killian, (Haywood Community College) and Jennifer Pickett, (UNC-Charlotte) are looking forward to providing valuable information to high school counselors. This committee will provide information that helps counselors better assist families to make decisions on how to apply for financial aid.

We are off to an exciting year and NCASFAA’s High School Relations Committee is available to answer your financial aid questions or concerns. To contact Cynthia Grant, Chair of this committee, please email your questions to cgrant@nccu.edu.

The counselor link on the NCASFAA website is an excellent choice for high school counselors to visit. We have posted important information such as:

- High School Presentations
- Planning for College Costs
- Financial Aid Nights Handouts

The Information Survey posted currently on the Counselor Resources link, is in the process of being updated and should be complete by mid-November. A new question was added to the Information Survey that asked which colleges and universities are willing to come and do financial aid presentations at high schools throughout North Carolina.

Two new links have been added to the Counselor Links:
- FAFSA on the web - www.fafas.ed.gov
- Federal PIN site- www.pin.ed.gov

“The Department of Education reported that 99% of students who applied for financial aid in 2007-2008 chose to file their FAFSA electronically.” The Department of Education also introduced a “real time” PIN eliminating the need for students and parents to get a PIN ahead of time...FAFSA Day just got a little easier!
FAFSA Day
Robbie Schultz, SEAA

CFNC and NCASFAA will again host FAFSA Day across North Carolina. The 2009 date is Saturday, February 21st. Registration will go live in October, and students will be able to sign up for FAFSA Day by calling 866-866-CFNC or by visiting www.CFNC.org/fafsaday

Last year more than 650 volunteers helped over 3,600 students and their families at 56 locations across the state. At the time of this writing the 2009 sites have not been finalized, but we anticipate at least 60 locations, and we hope to assist even more students and families next February. The confirmed 2009 locations are listed below.

FAFSA Day is a wonderful opportunity to provide a much-needed service in your community, as many NCASFAA members have done each year. We invite you to help out at a FAFSA Day location on your campus, if you will host a program, or at a nearby site. We will seek volunteers once the selected sites for 2009 are announced, but we hope you will consider working at a FAFSA Day location in February.

If you have questions about FAFSA Day, please contact Robbie Schultz at 919-248-4686 / robbie@ncseaa.edu

Confirmed 2009 FAFSA Day sites (other locations may be added):

- Ahoskie (Roanoke-Chowan Community College)
- Asheboro (Randolph Community College)
- Asheville (UNC at Asheville)
- Boone (Appalachian State University)
- Charlotte (Downtown Public Library)
- From 9:30 am - 3:00 pm at this location only (hosted by ThinkCOLLEGE® & Career Center)
- Charlotte (UNC at Charlotte)
- From 10:00 am - 2:00 pm at this location only
- Concord (Cabarrus College of Health Sciences)
- Dobson (Surry Community College)
- Dublin (Bladen Community College)
- Durham (North Carolina Central University)
- Elizabeth City (Elizabeth City State University)
- Fayetteville (Fayetteville State University)
- Franklin/ Macon County (Southwestern Community College)
- Gastonia (Gaston College)
- Goldsboro (Wayne Community College)
- Graham / Alamance County ( Alamance Community College)
- Greensboro (North Carolina A&T State University)
- Greenville (Pitt Community College)
- Hamlet (Richmond Community College)
- Henderson (Vance-Granville Community College)
- Hickory (Catawba Valley Community College)
- Hudson (Caldwell Community College & Technical Institute)
- Jamestown (Guilford Technical Community College)
- Kenansville (James Sprunt Community College)
- Kinston (Lenoir Community College)
- Louisburg (Louisburg College)
- Lumberton (Robeson Community College)
- Marion (McDowell Technical Community College)
- Morehead City (Carteret Community College)
- Morganton (Western Piedmont Community College)
- Mount Olive (Mount Olive College)
- Murphy (Tri-County Community College)
- New Bern (Craven Community College)
- Pembroke (UNC at Pembroke)
- Pinehurst (Sandhills Community College)
- Raleigh (Meredith College)
- Raleigh/ Wake County (Wake Technical Community College - Main Campus)
- Rocky Mount (North Carolina Wesleyan College)
- Roxboro (Piedmont Community College) - hosted by the Educational Opportunity Center
- Salisbury (Catawba College)
- Sanford (Central Carolina Community College)
- Shelby (Cleveland Community College)
- Smithfield (Johnston Community College)
- Snow Hill (Lenoir Community College - Greene County campus)
- Statesville (Mitchell Community College)
- Supply (Brunswick Community College)
- Sylva/ Jackson (Southwestern Community College)
- Tarboro (Edgecombe Community College)
- Troy (Montgomery Community College)
- Washington (Beaufort County Community College)
- Weldon (Haliifax Community College)
- Wentworth (Rockingham Community College)
- Whiteville (Southeastern Community College)
- Wilkesboro (Wilkes Community College)
- Williamston (Martin Community College)
- Wilmington (UNC at Wilmington)
- Wilson (Barton College)
- Winston-Salem (Wake Forest University)
- Yanceyville/ Caswell County (Piedmont Community College) - hosted by the Educational Opportunity Center
Dynamic Speakers Scheduled for NCASFAA Fall Conference
Liza Bruce and Mike O’Grady, Diversity Committee

The NCASFAA Diversity Committee has had a great start to the 2008-09 year. We have secured two exciting speakers for the Fall Conference in Winston-Salem. Tony Brown, who has distinguished himself as a producer, best-selling author, educator, radio host, television commentator and film director, is the keynote speaker for the opening luncheon on Monday, November 3rd. Mr. Brown, the Dean of Scripps Howard School of Journalism and Communications at Hampton University, hosted the public television program Tony Brown’s Journal – the longest running public affairs program on PBS and continues to host the syndicated radio call-in show Tony Brown. He is a sought after speaker and the best selling author of Black Lies, White Lies and Empower the People.

Tom Matyok, Ph.D. will be our speaker on the final day of the conference, Wednesday, November 5th. Dr. Matyok, assistant professor of conflict analysis and resolution at the University of North Carolina at Greensboro (UNCG), has considerable experience presenting conflict resolution and leadership workshops to business and industry professionals. He has traveled extensively throughout the United States, Europe, and the Middle East conducting field work regarding cross-cultural study, issues of modern-day slavery, oppression, community outreach and practice, and non-profit organizations. He has negotiated significant international agreements and has been recognized for his abilities by the United States Coast Guard and United States Army as well as national and international human rights organizations. He will speak to us about conflict resolution.

At our first meeting on September 18th, the Committee began planning for a spring pre-conference workshop. Our hope is to incorporate President Amy Berrier’s theme for the year of “Leadership, Education, Access and Diversity” into all that we do. The Spring Workshop will focus on recruitment and retention, and the role of financial aid administrators in a school’s enrollment management strategy.

This year’s Committee is comprised of members from every sector of NCASFAA. The members are:

Zita Barree, EdAmerica
Liza Bruce – ECMC (Chair)
Wanda Carter – Shaw University
Janice Coleman – Duke University
Hope Jackson – ECMC
Celina McPhail – UNC Charlotte
Mike O’Grady – Diversity Member at Large
Anita Pennix – Davidson County Community College
Valerie Richard – Cabarrus College of health Sciences
Christina Veith – UNC Charlotte
Alan Whittington – Carolina School of Broadcasting
Chad Williams – Randolph Community College

If you have any suggestions or ideas for us, please contact Liza Bruce at 804-267-7126 or lbruce@ecmc.org.
Exhibitors Report
Janet Sain, Exhibitors Chair

In the midst of the credit crisis and all the difficult decisions each exhibitor has had to make this year, NCASFAA has been truly blessed this school year to be able to report that we will have the support of fourteen exhibitors! It was heartbreaking to discover that several exhibitors who supported us throughout the many years just were not able to continue to do so in the midst of staff layoffs, reorganizations and in some cases mergers. So it is with heartfelt thanks that I recognize the following exhibitors for 2008-09:

**Tier One**
- American Student Assistance (ASA)
- Discover Student Loans
- College Foundation
- ELM Resources
- Education Credit Management Corp (ECMC)
- EdFund
- Great Lakes Higher Education Corp
- National Student Loan Program (NSLP)
- Nelnet
- USAFunds

**Tier Two**
- Citibank
- Sallie Mae
- SunTrust Education Loans
- Wells Fargo

NCASFAA members truly benefit from exhibitor support by permitting us the opportunity to provide the membership with excellent quality programs during conferences and other training activities with their financial support. Please make sure you take a moment to stop by their booths during the conferences and share a big thank you for all they do for NCASFAA!
Credit Reports and Scores
Mary Anne Kelly, AVP for Communications, ED Fund

What protective measures are you taking against identity theft? Ordering a copy of your free credit report from www.annualcreditreport.com to verify that the information is accurate is an easy place to begin. Have you ever ordered your credit report? Have you encouraged your students to do the same?

Thinking of your credit report as a financial report card may give you additional incentive to see how you fare. **There are four primary categories on a credit report:**

1. Personal Information
2. Credit History
3. Public Records
4. Inquiries

Lenders disclose to credit reporting agencies your payment history, amount borrowed, credit limits, and any delinquencies on each account. If you knew that 76 percent of reports contain errors, wouldn’t you be really curious? So get your head out of the sand and give yourself a free birthday present: Check your credit report once a year.

**Here are a few things you may want to review:**

- Name
- Address
- Social Security number
- Birth date
- Accuracy of account

This is a topic that could easily be worked in to your next counseling session! You can’t help but grab their attention when you tell them that criminals steal nearly 700,000 identities a year! And just because you’ve never had your wallet stolen doesn’t mean you’re safe—these folks go through the trash and the mail to find information.

**Don’t forget to pass on to your students the many advantages of having good credit:** They could qualify for lower-interest loans, saving thousands of dollars in the long run. Some employers even check an applicant’s credit report — wouldn’t it be a heartbreaker if someone didn’t get their dream job because of a poor credit history?
Expected Family Contribution - en Español

Washington, D.C. (October 2008) – Hispanic students usually face more barriers than other students when they try to access and successfully complete higher education.

Language is a significant barrier faced by Hispanic students. It can be difficult for native English speakers to get a handle on the financial aid vernacular. For Hispanic students and their parents who speak English as a second language, or have little to no understanding of English, the financial aid vernacular can be intimidating to the point that it becomes an insurmountable obstacle.

Studies indicate that a lack of awareness in Hispanic communities about the financial resources available to help pay for college is one reason that Hispanic students are less likely to pursue higher education. Studies also show the need or preference among Hispanic parents and students for information in Spanish.

NASFAA works with a number of organizations to eliminate some of the barriers Hispanic students face and to encourage the fastest growing portion of the U.S. population to set and achieve higher education goals. Part of this effort is the English-Spanish Glossary of Student Financial Aid and Postsecondary Education.

The glossary, available in PDF format and as a searchable database, includes 2,500 terms and aims to promote greater consistency in the vocabulary used in Spanish-language materials about higher education. The glossary primarily contains terms related to the U.S. Department of Education's federal student aid programs. However, the goal is to expand the glossary to include all terms relating to access to higher education.

Many state and regional financial aid associations develop financial aid materials in Spanish to help these students access the aid available to them. NASFAA encourages anyone developing financial aid material in Spanish to use the glossary to ensure consistency and to eliminate unnecessary confusion. In addition, you can provide input about the glossary by submitting comments to Maria Luna-Torres at maria.luna-torres@tgslc.org by March 15 of each year. An updated glossary is released annually.

The English-Spanish glossary and database provide an easy-to-use resource for those who create Spanish-language materials and Web site content about higher education and student financial aid. The glossary is also intended to be used as a common reference by secondary school administrators, postsecondary admissions advisors, financial aid and outreach professionals, and others providing Spanish-speaking families and students with information about going to college.

First developed in 2004, the glossary originally consisted of an alphabetical listing of English terms translated into Spanish. Last year, users gained the option of accessing a Web site where they can type in an English term to instantly obtain the Spanish translation.

This glossary is a collaborative effort of NASFAA, TG, National Association for College Admission Counseling (NACAC), the National College Access Network (NCAN), the National Council for Community and Education Partnerships (NCCEP), the National Council of Higher Education Loan Programs (NCHELP), and the U.S. Department of Education.

The glossary is free and available at www.tgslc.org/pdf/Spanish_glossary.pdf in an easily searchable PDF. The link to the searchable database is www.tgslc.org/spanish/glossary/.
NCASFAA P&P!!
Rose Mary Stelma, Policies and Procedures

What NCASFAA document talks about duties and responsibilities, exercising your right to vote, life and death issues, and money? You guessed it – the NCASFAA Policies & Procedures Manual!

The NCASFAA P&P provides more detailed information about our foundational document, the NCASFAA Bylaws. The Bylaws outline our purpose for coming together as a professional organization. Among other things, they list the elected officers and how they are elected, the standing committees, who can qualify for membership, and how our finances work.

Those interested in running for elected office can consult the P&P to see what the duties of that office entail. Before you volunteer to participate in a committee, you can read the P&P for details about that committee’s responsibilities. The P&P contains election guidelines. The P&P (along with the NCASFAA Guide to Financial Management) outlines procedures to be followed to safeguard the Association’s finances. The P&P even discusses recognizing births and deaths within the NCASFAA family. Consult the P&P if you want to nominate a colleague for the Shining Star recognition or another award. Read about the Association policy on alcohol in the P&P. Traveling on behalf of NCASFAA? Consult the P&P to see what approvals you’ll need.

Just like your office’s P&P Manual, the NCASFAA P&P is a living, breathing, dynamic document. It is posted on the website for your convenience. So, next time you have a question about NCASFAA policies or procedures, check out the P&P.
High school graduates lack skills to manage finances
Tamy Garofano, TG Regional Account Executive

Financial aid professionals have long realized that a key component of their jobs is to provide students with the money management skills needed to make it through school and beyond. New research shows that instituting financial literacy counseling programs on campuses is critically important because a vast number of today’s high school graduates are heading to college with very little concept, if any, of how to manage money.

The latest test administered to high school seniors by the Jump$tart Coalition for Personal Financial Literacy actually showed a worsening problem. In the most recent test administered in 2007 to more than 6,800 high school seniors in 40 states, only 48 percent responded correctly to basic financial questions. In 1997, when the test was first administered, 57 percent answered correctly.

The Jump$tart Coalition test showed that the majority of high school seniors fail to grasp even the most basic of financial concepts. For example, only 42 percent understood that sales tax actually adds to the cost of a purchase. Less than 49 percent correctly said that someone who pays the minimum amount on a credit card will pay more in finance charges than someone who pays the entire balance.

The data poses a serious concern for financial aid professionals who are scrambling to establish or expand on-campus financial literacy programs. Financial aid offices regularly field questions on a variety of rudimentary financial skills, including how to budget or how to build good credit. And a growing number of financial aid officers have begun connecting financial literacy with a student’s long-term ability to thrive in college and in a career.

Paul Goebel, director of the Student Money Management Center at the University of North Texas, said the majority of college students carry loan debt that will extend for years after graduation. Learning to properly manage that debt also prepares students for life’s important long-term decisions.

“Research has shown that as debt from the college years increases, graduates postpone major life milestones including marriage, home ownership, even children,” he said.

The most effective financial literacy counseling involves assessing an individual student’s financial skills. The key is to remind students that there must be a commitment — whether in time, money, or lifestyle change — to succeed financially.

More colleges are now offering financial counseling services to students, or even requiring mandatory courses on academic skills and money management. These services are very timely, considering that student loan debt has doubled over the last decade.

Many incoming freshmen quickly realize that financial aid usually does not cover all of their college and living expenses, and that working part time may not necessarily offset extra costs. That’s the point where students can take the first step to becoming independent money managers, especially if helped along by financial literacy counseling services on campus.
Thanks to all who submitted articles and information for the Fall 2008 Newsletter!

We’ll put together the Spring 2009 Edition together in a few months, so keep track of those Movers, Shakers and anything else of interest.

Submit ideas 24/7!
Tony_Patterson@ncsu.edu

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SASFAA 2009
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