

DRAFT – SUBJECT TO CHANGE

NJASFAA 2017 Annual Conference

Session Titles and Descriptions for General and Concurrent

General Sessions

GS1. Welcome & Federal Update

Session Description: The Department of Education will present information and updates about the Department's Title IV activities and initiatives, including information about the Department's regulatory efforts.

Presenter: Craig Rorie, Federal Student Aid Training Officer

GS2. Legislative Update

Session Description: NASFAA's Inside the Beltway Update: NASFAA President Justin Draeger will provide a high level overview of the Washington political climate, overall trends in student aid, and an overview of pending legislative proposals. The session will also provide an overview of NASFAA-led projects, services, and advocacy efforts.

Presenter: Justin Draeger, President and CEO of the National Association of Student Financial Aid Administrators

GS3. Financial Aid is a Marathon (Motivational Speaker)

Session Description: Financial Aid is a Marathon fires up, pumps up, and inspires financial aid administrators to thrive in the midst of with adversity, stay motivated, and excel to new heights of excellence and victory.

Presenter: Matthew Jones

GS4. State Update

Presenter: Gabrielle Charette, Executive Director of the New Jersey Higher Education Student Assistance Authority (HESAA)

Concurrent Sessions

1A. Session Title: Program Review Essentials and the Top 10 Compliance Findings

Session Description: Would you like to learn about the program review process and the most common compliance findings? We will conduct a walk-through of the program review process, highlighting the areas with the current "Top 10 Program Review and Audit Findings." Learn what you can do to improve your school's program administration and to remain in compliance.

Presenter: Craig Rorie, Federal Student Aid Training Officer

1B. Session Title: Professional Judgement – Nut and Bolts

Session Description: Are you new to the PJ process? Do you want to build policies and procedures that provide some standardization for your PJ decision? This session will cover the basic concepts of what, when and why the Financial Aid Office should perform PJ calculations.

Learn the regulations which guide PJ. Develop a standard process for students. Establish a protocol within your office to treat each PJ fairly and equitably.

Presenter: Catherine Bosher-Murphy, Compliance Officer at Montclair State University

1C. Session Title: Trends in College Prices, Financial Aid, Student Debt & Payoff

Session Description: As the price of college and student debt levels continue to rise, many students and families are questioning whether college is still worth it. In this session, we will explore the research from the College Board's Trends in College Pricing, Trends in Student Aid, and Education Pays to answer this question by providing up-to-date information from the 2016 editions of these reports.

Presenter: Katrina Delgrosso, Director of Financial Aid Solutions at The College Board

2A. Session Title: One Grant/One Loan

Session Description: Examining the One Grant, One Loan Model: Growing concern over the complexity of the federal financial aid system and a push toward simplification has led to proposals to streamline the federal student aid programs. Join NASFAA President Justin Draeger as he discusses where Congress is heading in a one grant, one loan environment and as he summarizes a NASFAA task force report for policymakers interested in program consolidation.

Presenter: Justin Draeger, President and CEO of the National Association of Student Financial Aid Administrators

2B. Session Title: Common Origination and Disbursement (COD) System Update

Session Description: This session will provide an overview of recent modifications to the COD system for the 2016–17 processing cycle. It will also include information about anticipated system enhancements and modifications for the upcoming 2017–18 award year.

Presenter: Craig Rorie, Federal Student Aid Training Officer

2C. Session Title: Working with Millennials and Beyond

Session Description: Millennials are the largest generation on our planet today. As a result, they will have a tremendous influence over norms, expectations and behavior. This session will highlight the financial and buying habits and expectations of millennials and will review some recommendations in engaging them. This session will also touch on the emerging Generation Z influences and behaviors

Presenter: Temeka Easter, Senior Director of Social Media for Sallie Mae

3A. Session Title: Communicating Up: How to Effectively Talk to Senior Management

Session Description: Avoid the common mistake of bringing only your idea and your excitement about it to a meeting. Communicating effectively with senior management requires rigorous preparation. They're incredibly impatient because their schedules are jam-packed---- You probably have a lot to say to them, and this might be your only shot to say it. Before you propose ideas, you must anticipate their questions, concerns, and objections and know what to say to address them. You'll need to collect data, analyze trends and conduct risk-reward analyses with clarity and precision. Sounds like a lot of work? It is! Learn best tips to earn their attention and support directly from someone who has navigated the higher education landscape for over 30 years!

Presenter: Francine Andrea, Vice President for Enrollment Management and Student Affairs, Felician University

3B. Session Title: Making Sausage: The Legislative Process

Session Description: Mark Twain famously said “Those that respect the law and love sausage should watch neither being made.” This session will give you an overview of how an idea becomes a bill, and how the bill becomes a law. We will discuss both the technical process as well as how things work in the real world with legislators, their aides, their constituents and other stakeholders.

Presenters: Barbara Berreski, Director of Government and Legal Affairs at the New Jersey Association of State Colleges and Universities and Joan Zadrozny Shields, Director of Research & Communication AICUNJ

3C. Session Title: Financial Literacy: Beyond the Classroom

Session Description: HESAA’s financial literacy program entitled Real Money 101 has been around for more than 14 years and is constantly evolving. This session will take the audience through an actual workshop complete with fun games and loads of interaction. You will learn how easy it is to register for a workshop in your school, see some of our materials and learn about the cutting edge online financial literacy modules that HESAA is sponsoring through Everfi at more than 30 high schools in New Jersey.

Presenter: Samantha Benson HESAA, Client Services & Training Administrator

3D. Session Title: Coordinating With Your Student Account Office to Ensure Student Success

Session Description: Are you frustrated with your relationship with your campus' Student Account/Bursar Office? Are students feeling like a ping pong ball between the two offices? This interactive session will address some techniques to strengthen the relationship between OFA and Student Accounts.

Presenter: Wynette Zuppari, Director of Financial Services at Brown University

4A. Session Title: Verification and 2017-18 Conflicting Information, Identification, and Resolution

Session Description: This session will include a discussion of the verification requirements for the 2017–18 FAFSA cycle and details on the institutional resolution of conflicting information between the 2016–17 and 2017–18 FAFSAs.

Presenter: Craig Rorie, Federal Student Aid Training Officer

4B. Session Title: Withdrawal Symptoms: a Discussion of R2T4

Session Description: Is your institution compliant with Return of Title IV Funds regulations? This session will include a brief (and we do mean brief) overview of R2T4 regulations, a discussion of common audit/review findings, and available resources for aid professionals.

Presenter: Doug Wilson, Managing Assistant Director II/Compliance Officer, Kean University

4C. Session Title: Institutional Responsibilities for Special Circumstances

Session Description: When making a change to a student’s TAG record, what is it that HESAA requires from the Financial Aid Professional? This session will go through “Acceptable” Special Circumstance changes for State aid purposes and provide guidance on what should be considered before processing a change, what documentation should be collected, suggested best practices, and describe the institutions' responsibilities. This session is designed to help clarify how Special Circumstance changes should be made and which circumstances HESAA accepts.

Presenter: Sharon Austin, Sr. Marketing Manager HESAA

4D. Session Title: Social Media

Session Description: We understand that social media can be overwhelming and even scary. The good news is anyone can get over the fear of social media with a little practice. This session will highlight some common concerns and misconceptions about social media. We will discuss how current students, prospective students, and parents are using social media to connect with university offices and how you can utilize social media to improve communication with students and families. This presentation will help you with best practices on how to successfully use social media to connect with your students and parents.

Presenter: Temeka Easter, Senior Director of Social Media for Sallie Mae