



Special points of interest:

- * Wondering why this is a single month issue? The last issue of CASFAA News in 2010 was a bit delayed, and was released in January 2011. We've put together this electronic February edition to get back on track.
- * Wondering why this is coming to you via email only? As a cost-saving measure, the Executive Counsel decided to reduce the expensive bi-monthly printed newsletters to three per year, supplemented with these electronic updates. We hope that you continue to enjoy six complete issues each year!

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Once upon a time...

With the 2010 CASFAA Conference in the rear view mirror (which included the passing of the gavel to me as your 2011 CASFAA President), I was considering what I should address in my initial newsletter column to the membership.

Those who know me know that I'm fond of what is sometimes referred to as fairy tale journalism. I like the stories that start with "Once upon a time", tell a good story, and have a "happy ending". With that in mind I looked back over the last twelve months for a fitting "fairy tale" topic for the inaugural 2011 newsletter.

Should it focus on the year that just ended and highlight the CASFAA accomplishments under the leadership of Yvonne Gutierrez-Sandoval? Good story? Absolutely, terrific job Yvonne! Happy ending? Questionable at best (after all, she left me in charge).

Perhaps a review of the regulatory implementation progress related to the 2008 HEOA. Good story? Well, if not good, at least interesting with mountains of subplots and a multitude of story lines to follow. Happy ending? Hard to say, we're still writing the closing chapters.

It finally occurred to me that the often used Satchel Paige quotation might be applicable in this instance. As he put it succinctly, "Don't look back. Something might be gaining on you." With that in mind, let me address briefly the challenges and opportunities that lie ahead.

Even at this early stage of the cycle a number of things are already clear. At the federal level, funding for Pell and other programs continue to face shortfalls and appropriation challenges as the number of eligible students continues to rise at a record pace. In California, short term and long term funding for the Cal Grant program remains uncertain in the face of a \$25 billion plus budget deficit. The number of admission and aid applications continue to rise on most campuses while the amount of human and technical resources available to assist them struggles to keep pace. Many of us who have annually proclaimed that next year couldn't possibly be as challenging as the year that just ended, have stopped making those proclamations. I believe this year will likely be remembered in retrospect as one of the most challenging we have ever faced.

And yet, there are opportunities. Opportunities as an organization, opportunities as aid administrators in



Lynn Fox
2011 CASFAA President

general, and opportunities as people who choose to make a difference. It is both my experience and my belief that financial aid attracts special people who share a common student centered focus and a tremendous belief in the enabling power of a higher education and the importance of its availability to all students.

My request of you as members is to step up to the challenges, share your expertise, assist in finding solutions, be your students strongest advocate, and work within the CASFAA organization to make a difference in the ultimate outcomes of the challenges ahead.

I look forward to working with you all.

Best,
Lynn



The 2010 CASFAA Conference: Synergy

“...the voice of dissent has an important and necessary role in changing and uniting the future... [each of us must] examine our own perspective for where change is desperately needed.”

The 2010 Conference: Synergy Once again, CASFAA’s Executive Council (EC), Conference Planning Committees and Training Committees did an excellent job of putting together one of the best CASFAA Conferences yet! Great thanks go to Joanne Brennan and Sunshine Garcia, who played integral roles in making this conference together. Many others also contributed much of their time, energy and creativity – achieving the synergy that the whole conference proclaimed! (Those who attended know what I’m talking about!)

My next compliment goes out to those who worked on the beautifully designed and executed conference program. It was easy to follow and informative, useful and unique – the kind of quality we have learned to expect from our Association’s premier training event. On to the action... For those who chose to arrive in sunny San Diego early and receive some additional education, a Leadership Track with Master Trainer Terry Everson and a Graduate and Professional Symposium were offered. Both were well attended, and I personally enjoyed the insight and strategies offered in the leadership sessions

-under Everson’s skillful facilitation.

Sunday morning offered a new event focusing on Job skills and Career Development, addressing the needs of our shrinking, budget-stricken industry. Several sessions throughout the conference also emphasized professional development, practical job skills, and how to attain new positions in the workplace.

Those new to CASFAA this year were lucky enough to meet at The Top of the Hyatt for their reception, a lounge on the 40th floor of the waterfront hotel, offering spectacular views of the San Diego bay. This too was well attended, with the EC of 2010 and 2011 introducing the organization and sharing the value of participation. If you missed this event and would still like to volunteer, you still can! [Fill out a Volunteer form here.](#)

Artist and Writer Karen Wright held the honor of being the first guest speaker at



Daniel Reed
2011 CASFAA
Newsletter Editor

the official opening session. Though she nearly had to miss the engagement due to a bad cold, her message on how the voice of dissent has

an important and necessary role in changing and uniting the future served to encourage each of us to both stand firm and fight for the rights of the students and families we represent and to examine our own perspectives for where change is desperately needed. That night’s reception at the beautiful bayside Harbor House (right across the street from the hotel) boasted delicious appetizers and music and dancing into the evening.

Monday’s morning general session brought us WASFAA President Sandi Guidry with an informative industry summary and update. During lunch, we were all entertained by the quirky businessman/Educator/Humorist Walt Stasinski, who refreshed our memories on how to laugh

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The 2010 CASFAA Conference: Synergy

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like a child and take life a bit less seriously. The Ethnic Diversity Reception brought us back to the Harbor House for some more quality appetizers and two comedians for entertainment. The "Red Baron" Andrew Santino opened the show and the dancing Vince Harper brought it home. As usual, music and dancing stretched late into the night.

Breakfast greeted us on Tuesday morning alongside our Annual Business meeting. This meeting is a great time for all members to see what happens in the bi-monthly EC meetings, and to hear an update on the Association's financial strength. NASFAA President Justin Draeger shared his perspective on the industry and its directions leading up to Jeff Baker's Fed-

eral Update.

Of course, interspersed amongst all of these were scores of interest sessions, with nine distinct options for each of the seven time slots! From the basics to the advanced, ED sessions from FSA to California-specific needs, these sessions provided the core of the conference. Where else can our fellow industry professionals go to find Federal, State and School level policies, procedures and best practices all in one place?

Altogether, this conference was extremely well organized, well executed, and well done! I'm already looking forward to the 2011 Conference in Sacramento to see what this year's Conference committees have in store!

"Where else can our fellow industry professionals go to find Federal, State and School level policies, procedures and best practices all in one place?"



State Issues Update

“I encourage CASFAA members to meet with their State legislative representatives and leaders of the Higher Education and Finance Committees to let them know the importance of financial aid “

The 2011 CASFAA State Issues Committee has big shoes to fill to keep up the momentum and excellent work generated by the 2010 State Issues Committee members under the leadership of Maureen Mason-Muyco, 2010 VP of State Issues. Last year’s committee was pleasantly surprised to learn they won the 2010 CASFAA Committee of the Year at the CASFAA conference. A great job was done by all!

The 2011 committee has been assembled and we are beginning to monitor the



Craig Yamamoto
2011 CASFAA
State Issues Chair

State budget process and pending state legislation regarding financial aid issues. Governor Brown has released his budget proposal and he is seeking a deal with the legislators to close California’s budget deficit within 60 days. You can find the latest information regarding the State budget process in the Sacramento Bee at www.sacbee.com/budget.

We are also working on planning the CASFAA Day at the Capitol (DAC) event. This important event helps members learn about the state legislative budget process

and the priorities of different constituencies. In support of DAC, I encourage CASFAA members to meet with their State legislative representatives and leaders of the Higher Education and Finance Committees to let them know the importance of financial aid and the negative impacts of reduced state-support which can result in tuition and fee increases and may, ultimately reduce educational access for California students.

It is not difficult for me to predict that 2011 will be a very interesting and busy year for the State Issues Committee.

How to Run a Scholarship Workshop



Cathy Mueller
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cathy@mappingyourfuture.org

A *s a financial aid professional, you have a profound impact on the lives of students and the future of society. By helping students find a way to finance their education and accomplish their dreams, you help shape the future. Another way you can help your students is to help them find outside scholarships. Conducting a scholarship workshop is something that benefits both your students and your school.*

Benefits of a scholarship workshop

In a busy financial aid office, you already have a lot of work to do, but the benefits of offering a scholarship workshop is worth your investment of time and resources. The benefits for your school and students include:

Successful Students	Much emphasis is being placed on college success and completion with some federal programs focused on this effort. Scholarship recipients tend to be successful students, focused on completing their education.
Default Prevention	Increasing the numbers of students receiving scholarships rather than loans decreases the odds for a high default rate. Encourage students to look at all sources of free funding before considering a loan by helping them seek scholarships.
School Reputation	Offering a scholarship workshop is another way to demonstrate the amount of support and assistance you offer to your students. The workshop also offers an opportunity to build relationships with both current and prospective students and another opportunity for you to acquaint prospective students with your campus.
School Recruitment	Recruitment may become a critical issue in the future as students and parents critically evaluate the benefits of higher education and the amount spent on that education. If your school can assist students as they look for ways to fund their education, it sends a message to students and parents that you care about their success and understand this may be one of the most important financial decisions being made by them.
Alumni Support	Students who are successful and believe they were supported by their school will more likely become supportive alumni.

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CASFAA Needs You!

2011 Chairs are creating their committees, and now is the opportunity for you to get more involved with CASFAA. CASFAA is a volunteer organization and your participation is needed. Membership on a committee benefits your colleagues and students and parents, as well as providing an opportunity for personal and professional development.

Participation can be at whatever time commitment you see fit. You can participate at the conference call level only and take minutes for your committee or be more involved and help with “day of event planning” responsibilities. You can even volunteer to participate on the Conference Committee as there are many hands needed to make sure Sacramento in 2011 is just as good, if not better than San Diego was. If you have further questions regarding the activities of a specific committee, please feel free to contact the current Committee Chair, a member of the Executive Board or myself and we would be more than happy to discuss options with you.

Please Note: YOU MUST BE A CURRENT MEMBER OF CASFAA TO SERVE ON A COMMITTEE. If you are not a current member, please apply for membership.

To volunteer for a committee, go to www.casfaa.org. Navigate to “CASFAA Needs You” on the left and click on Committee/Volunteer. Log in and complete the form ranking your top three choices...then you’re on your way.



Dewayne Barnes
2011 CASFAA
Training Coordinator
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How to Run a Scholarship Workshop

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In addition to money for college, students who receive scholarships benefit in a number of ways including: having more time for studying (and less time stressing over money), a strengthened relationship with their school, being able to put the scholarship award on a resume, and possibly gaining opportunities to professionally network with the members of the organization awarding the scholarship money.

Elements of a successful scholarship workshop

As you plan your scholarship workshop, you should consider several factors:

Attendance	Limit the number of attendees. If you are able to keep the attendance to smaller group size, you are able to provide one-on-one assistance to the students.
Location	Conduct the workshop in a computer lab where students can do some of the research and application preparation while you are there to help them.
Audience	The workshops can be offered to both current and prospective students but you may target a specific audience for the workshop. The needs of current students will be different from those of prospective students, and you may have specific institutional information that you will want to share based on the type of student in attendance.
Promotion	Make sure students know about the workshop. Although the workshops will likely be popular, you will need to let students and parents know the details. Consider using a variety of methods to announce the workshops – school website, publications, email, social networking, and other school communications (letters, etc.).
Registration	A registration system will be important in planning, especially if you want to limit the size of attendance. The registration system, which could be online or via phone, is an opportunity to gather some information from your attendees to better plan the workshop. You can gather information about the field of interest and specific questions they would like answered. You can also use email or phone information for reminders as the date of the workshop nears.
Expectations	In any communication prior to the workshops, be clear about the outcomes of the session. Students and parents shouldn’t get the idea that there are any guarantees of scholarships, but that the session is to empower them to seek the scholarships through their own efforts.
Feedback	Seek feedback both before and after the workshop. The feedback you receive before the workshop (which you can collect with the registration as mentioned above) enables you to design the workshop with your audience in mind. After the workshop, the feedback will enable you to continually enhance the event. The feedback will help you determine how successful the workshop is for your school and your students, making sure it is worth the investment of time and resources.

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How to Run a Scholarship Workshop

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“A scholarship plan gets students to put their dreams down in writing and helps them envision success for themselves”

Features of a Workshop

The workshop should include information and instructions on a number of scholarship-related topics, including developing a scholarship plan. A scholarship plan gets students to put their dreams down in writing and helps them envision success for themselves. The scholarship plan, which should fit into their overall plan for postsecondary education, should include specific goals for the scholarships they want. The plan should also include their personal inventory, the types

of information routinely needed for scholarship applications. This could include basic demographic information and answers to college and career plans.

Other topics include how to conduct research for scholarships, how to be organized and prepared to apply for scholarships when the opportunities arise, tips for preparing an application, managing scholarships and personal finances, and where to seek other assistance and resources.

In addition, every scholarship

workshop should provide tips to avoid scholarship scams, including reading the fine print, being cautious about any guarantees, and protecting personal identity.

More Information

There are a number of Internet and library resources available for students and parents as they seek scholarships. In addition, you can find tips and list of resources online at MappingYourFuture.org, or send an email to feedback@mappingyourfuture.org.

Federal Issues Update

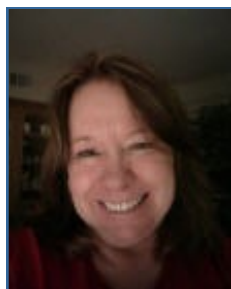
informative role providing information and guidance regarding all segments of post-secondary education in California.

Thank you to all the volunteers for the committee! The final committee roster is: Anafe Robinson, Barbara Wells, Beryl Schantz, Carolyn Torres, Casey Dinsmore, Craig Yamamoto, Darlene Littleton, Deb Barker-Garcia, Germaine Graham, Jamie Shrode, Jennifer Hardy, John Davis, Ketner David, Lindsay Crowell, Lovell Watson, Lynn Fox, Mary Hoang, Natasha Kobrinsky, Peggy Wellisch, Scott Cline, Shandel Roberts, Sunshine Garcia, Veronica Trejo, and Yvonne Gutierrez-Sandoval.

The items that will be on this year's agenda include:

- Pell Grant funding and appropriations
- Administrative Cost Allowance
- In-school interest subsidy
- Perkins and Direct Loans
- DREAM Act
- Christopher Bryski Student Loan Protection Act

It looks to be a busy year! Thank you to all the volunteers that have stepped forward to assist CASFAA.



Melissa Moser
2011 CASFAA
Federal Issues Chair

The Federal Issues Committee has been formed and meeting dates for 2011 have been announced. The meeting announcements went out for all the committee meetings February 2, 2011. As the political landscape changes in Washington, DC, so will our meetings and agendas. CASFAA will take a responsive,



Policy Experts Examine Rules on Ability to Benefit

USA Funds Ask PolicySM experts offer guidance on some of the key provisions of the program integrity final regulations issued Oct. 29, 2010. For more information, contact USA Funds Ask Policy at askpolicy@usafunds.org, or visit USA Funds' Federal Regulations page.

Final regulations published Oct. 29, 2010, make several changes to ability to benefit (ATB) rules. Many of the changes govern the administration of ATB tests and the role of test publishers. The key changes from a school perspective, however, focus on student eligibility. The new rules are effective July 1, 2011.

Ability to benefit requirement changes in 2008 expanded the definition of ATB. Those 2008 changes allow a student who has not received a high school diploma or General Educational Development diploma to be determined to have the ability to benefit. Schools may make that determination upon the student's successful completion of six credits or the equivalent course work necessary to obtain a degree or certificate at a postsecondary school. The new regulations published in October and the interpretive guidance in the Final Rules preamble provide additional details about the required credit hours or their equivalent:



Carole Ann Simpson
USA Funds Consultant

- The six hours are defined as six semester, trimester or quarter hours, or 225 clock hours.
- The six hours need not be applicable to the program the student intends to complete. They must be applicable to an eligible degree or certificate program at the school, however.
- If a student transfers to another school, the six hours must be applicable to a degree or certificate at the new school to be considered an ATB alternative for that school.
- Preparatory course work that applies to the student's program of study may be considered to meet the six credit-hour requirement.
- A student is not considered to have the ability to benefit based on testing out for credit.
- If a school admits students under ATB provisions, it may not choose to omit the six-credit-hour provision from its ATB policies.

Generally, a student cannot receive Title IV funds for the payment period or period of enrollment in which the student earns the six credits. In the Final Rules preamble, the U.S. Department of Education clarifies that a student enrolled in a payment period that includes modules is not eligible for Title IV funds for the module in which the student successfully completes the six credits. If the student enrolls in a subsequent module within the same period of enrollment, however, the school could determine the cost of attendance for the remaining modules within the same payment period — and award Title IV funds to the student for those remaining credits.

Schools across the nation continue to find that ASFG is the best alternative loan resource for their students. With this came major growth within the company and ASFG relocated its headquarters to Solana Beach, CA; not far from their other location in Encinitas, CA. The new offices gave them the opportunity to add additional workstations and increase loan processors in-order to continue the 20-minute turn around time from application to loan document processing for the schools. When using the ASFG program, schools fill their classrooms and increase cash flows and profits.



ASFG services and purchases alternative student loans for Title IV and non- title-IV schools. ASFG has programs in place to help lower interest rates for the students and bring them current on their loan if they should fall behind. Find out more at www.asfgrp.com or email Colby Erikson at cerickson@asfgrp.com



SAVE THE DATE!

2011 JIM BRIGGS 1040 TAX WORKSHOPS

CASFAA is pleased to announce the return series of Jim Briggs' 1040 Tax Return Workshops! Mark your calendar to attend a workshop near you. Topics will include: personal and business federal income tax returns, verification & conflicting information. Agenda and registration details will be posted soon at www.casfaa.org.

Southern California:

Monday, March 21st at Pitzer College in Claremont
Tuesday, March 22^{ns} at Pepperdine, Graziadio Business School
in West LA

Northern California:

Thursday, March 24th at Samuel Merritt University, Sacramento Campus
Friday, March 25th at DeVry, Keller Graduate School of Management
Fremont Campus



Jim Briggs, "The Tax Detective"

Email your specific tax or verification compliance questions (to be addressed at the workshops) or general event questions to Lily Marquez at lmarquez@samuelmerritt.edu or Dewayne Barnes at

djbarnes@stanford.edu.

And the Award goes to...

Each Year CASFAA honors its members with special recognition for their achievements in the Financial Aid community and within the Organization. Each of these awardees are nominated by the membership and selected by the Executive Council, and awards are presented at the CASFAA conference. Congratulations to the 2010 recipients!



Special Recognition

Daniel Reed
 Jamie Shrode
 Lawrence Persky
 Maureen Mason-Muyco

Jacque Bradley
 Lindsay Crowell
 Kentiner David
 Lynn Fox
 Sunshine Garcia
 Catherine Graham
 Yvonne Gutierrez-Sandoval
 Dr. Patricia Hurley
 David Levy
 Mary Lindsey

Segmental Leadership

Sherrie Padilla
 (for California Community Colleges)

Melissa Moser
 Susan Murphy
 Sherrie Padilla
 Fleetenia Summerville
 Craig Yamamoto
 Veronica Trejo

Lifetime Membership

Dr. Steve Herndon
 Dr. Patricia Hurley

Craig Yamamoto
 (for California State Universities)

President's Special Award

Joanne Brennan
 Margaret Carothers
 Sunshine Garcia
 Jessica Hardy
 David Levy

Creative Leadership

Dewayne Barnes

Mary Robinson
 (for California Independent Colleges)

Laura Hiler
 (for California Proprietary Colleges)

Distinguished Service

Representative George Miller

Nancy Coolidge
 (for the University of California)

Heather Garcia
 (for Graduate and Professional Schools)

Meritorious Service

Lily Marquez
 Angelina Arzate

Committee of the Year

The State Issues Committee

Rookie of the Year

Veronica Trejo

Chair: Maureen Mason-Muyco

Members: Barbara Bickett

Lifetime Membership is the highest honor CASFAA can bestow. Congratulations again to Dr. Steve Herndon and Dr. Patricia Hurley!



Would you like to Advertise in the CASFAA Newsletter?

Space is available in upcoming printed and electronic issues.

[Visit our website](#) to request your ad now!

CLFE Corner

“...the level of dedication of [CLFE members] coming together in 2011 will make CLFE even stronger to serve the financial aid community”

We are here for you!

Hello CASFAA members! We are excited to announce to you that we are re-vamped, re-focused and re-energized to bring to the financial aid community more of what we have done in the past. As we move forward in a post-FFEL environment, our mission is still relevant and our members not only are passionate about this year but the level of dedication of those individuals coming together in 2011 will make CLFE even stronger to serve the financial aid community. CLFE (California Lenders for Education) has dedicated and extraordinary volunteers that comprise years and years of experience. We are pleased to introduce our new 2011 CLFE Officers to you. This year we currently have membership representation from 23 different private loan lenders, federal servicers, guarantee agencies, and other lending support organizations:

ACS	Access Group	ASA	Brazos	Discover
Discover/CitiAssist	ECMC	ELM Resources	First Marblehead	Great Lakes
IHelp	NCHELP	NELA	Nelnet	NSLP
NorthStar	Simple Tuition	Sallie Mae	USA Funds	Wells Fargo

Stay tuned this year... we are working on several initiatives including the launching of an updated website with helpful links and information & even more resources like webinars/ trainings & conference support to the financial aid community.

CLFE Mission Statement

As a diverse coalition of industry participants, CLFE shall engage in activities that improve and preserve the quality and integrity of education financing products and services delivered to California students, parents and schools.



Kim Thomas
2011 CASFAA
Volunteer Chair



CLFE (California Lenders for Education) is a mutual benefit, non-profit organization. CLFE members are comprised of lenders, servicers, guarantors, and other student loan related service providers that do business in California. CLFE strives to positively represent the lending community as we partner with our financial aid associations to provide well-balanced information about student loans.

NASFAA's Professional Development Opportunities for Financial Aid Administrators at Graduate and Professional Institutions

Pre-Conference Workshop: Plug & Play: Best Practices of Utilizing Technology in Communicating with Graduate & Professional Students

When: Saturday, July 16, 2011

1:00 pm - 5:30 pm

Where: Sheraton Boston

Fee: \$75 Members / \$150 Non-Members

We have a responsibility to our students to assist them in their financial success before and after graduation. We also have a responsibility to our institution and prospective students to protect our cohort default rates to ensure continued eligibility for federal Title IV aid. In today's world our students are accustomed to utilizing technology for all facets of their lives. Therefore, as financial aid professionals we need to use innovative methods to communicate our institutions financial literacy, debt management and default prevention initiatives to our student aid recipients. Please join us, as we showcase graduate and professional colleagues from various institutions best practices. We will share some of the "plug & play" technology being used by institutions to try to communicate to their students. We will also share valuable resources for both graduate and professional FAA's and students that you may utilize at your institutions.

2011 NASFAA National Conference Interest Sessions July 17 to 20, Boston, MA

- **BBAY: Is it Right For You?**
- **Collaborating on Campus to Meet Consumer Compliance: Making Sure You Are In Compliance**
- **Collaborating on Debt Management Strategies**
- **Creating a Financial Literacy Plan for your Graduate and Professional Students**
- **Direct Loans Year in Review**
- **Federal Update HHS: HRSA's Title VII Campus-Based Programs**
- **Geezers, Gen-Xers, Grungers, and Geeks**
- **GPIC Town Hall Meeting**
- **Graduate and Professional Roundtable Discussion**
- **Income-Based Repayment (IBR) and Public Service Loan Forgiveness**
- **Legislative Update from the Graduate and Professional Perspective**
- **Life After Dartmouth Medical School**
- **Preparing for a GP Program Review**
- **Professional Judgment for Graduate and Professional Students**
- **Satisfactory Academic Progress for Graduate Schools**
- **Solving the Loan Repayment Puzzle: Debt vs. Salary**
- **Utilizing Technology to Communicate with Graduate and Professional Students**

For more information about the conference and pre-conference workshop, please visit the [NASFAA Conference website](#).

Join NASFAA's Graduate and Professional Listserv

Step 1	Login to the NASFAA website and go to the Membership Center to access your <i>myNASFAA</i> account. You will need your email address and NASFAA password. If you have lost your password, retrieve it using the link on the login page. If you do not have a <i>myNASFAA</i> account, create one using the link on the login page. You do not need to be a member of NASFAA to create a <i>myNASFAA</i> account.
Step 2	Once you've logged in, select the Demographic Information tab.
Step 3	To add yourself to the Grad/Prof Listserv, check the appropriate box.
Step 4	Under the Professional Information header, use the drop-down list to answer the first question, " Please select your position. " <ul style="list-style-type: none"> • If you work exclusively with graduate students, select Financial Aid Administrator/Graduate Students. • If you work with graduates and undergraduates, select Financial Aid Administrator /Undergraduate & Graduate Students.
Step 5	Scroll down to the heading, Institutional Financial Aid Professionals Only and provide information on your graduate/professional discipline, if any. <ul style="list-style-type: none"> • To select more than one option, hold down the control key while making your selection.
Step 6	Click Save at the bottom of the page.

March 2011

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2 FAFSA Deadline!	3 Great Lakes seminars	4	5
6	7	8	9 Great Lakes Seminar	10 Great Lakes Seminar	11	12
13	14	15	16	17 Great Lakes Seminar	18	19
20	21 CASFAA 1040 Workshop	22 CASFAA 1040 Workshop GL Seminar	23 ASA Training GL Seminar	24 CASFAA 1040 Workshop GL Seminar	25 CASFAA 1040 Workshop	26
27	28	29 Great Lakes Seminar	30 Great Lakes Seminar	31 Great Lakes Seminar		

Schedule of Events

- * 3/2—Priority FAFSA Deadline
- * 3/3,—[Great Lakes Seminars](#)
3/9,
3/10,
3/17,
3/22-24,
3/29-31
- * 3/21-3/25—[CASFAA 1040
Training Workshops](#)
- * 3/23—[ASA Training for Students](#)

Transitions

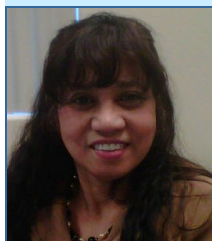


Sheri Selleck is now working for U.S. Bank as the local Manager providing U.S.

Bank No Fee Private Education Loans for Southern California colleges and universities. She is excited to be involved in California's thriving Financial Aid industry once again! We're glad to have you back Sheri!

Jack Mills moved from Claremont Graduate University, where he was the Director for 9 years, to take over the position of Director at Chapman University. We wish you the best in this new role

Luanne Canestro Buchman, formerly a Client Relationship Manager with EdFund, has accepted a position with The First Marblehead Corp. As a Relationship Manager, Luanne will serve schools in Northern CA, OR and WA, delivering a full range of integrated private loan products & services. Luanne has worked in financial aid in higher education for over 24 years and has always been passionate about educating students on the value of education and the importance of good money management skills. She is excited to be able to offer schools and students new and innovative loan products, and tools to develop responsible borrowing. California is glad to keep you, Luanne!



Eleanor Boyce started financial aid on July 6, 1990, which means she just passed her 20 year mark! Eleanor still has the enthusiasm to perform her job everyday due to the rewarding knowledge that she can be a vessel or instrument to help students. Congratulations Eleanor!

Grant Cuellar has been in Financial Aid since 1987, starting with Bank of America, then with EdFund for 11 years and is now working on default prevention at Casa Loma College. I'm sure Casa Loma is happy to have you Grant, keep up the good work!



Get Smart About Money

Money Mondays webinar series provides financial lessons.

Nelnet and your school want to improve the odds of every student ending up with a positive financial balance sheet after graduation, along with skills to build good financial habits for life.

Weekly sessions increase financial literacy

The Money Mondays webinar series offer a free, easy-to-access way to learn about money from the comfort of your own computer. Simply sign up at www.nelnet.com/moneymondays, then join the scheduled webinars to learn about a new topic each time. When you finish the series, you will have the tools you need to talk about money with confidence, manage finances more responsibly, and make solid financial plans for the future.

Join the campaign to help students get smart about money.
For more information, visit www.nelnet.com/moneymondays.

www.NelnetLoanServicing.com | 1.866.463.5638

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EDITORIAL POLICY

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