

What HS Counselors Need to Know to Help Students Apply for and Consider Financial Aid Offers

FOR DR. HUGO'S CLASS

KATY MURPHY FEB 2021

What you really need to know . . .

- Is how to help students understand that they deserve a college education
- Is how to help students/families determine “value”
- Is how to help students apply
- And how to evaluate their financial aid packages

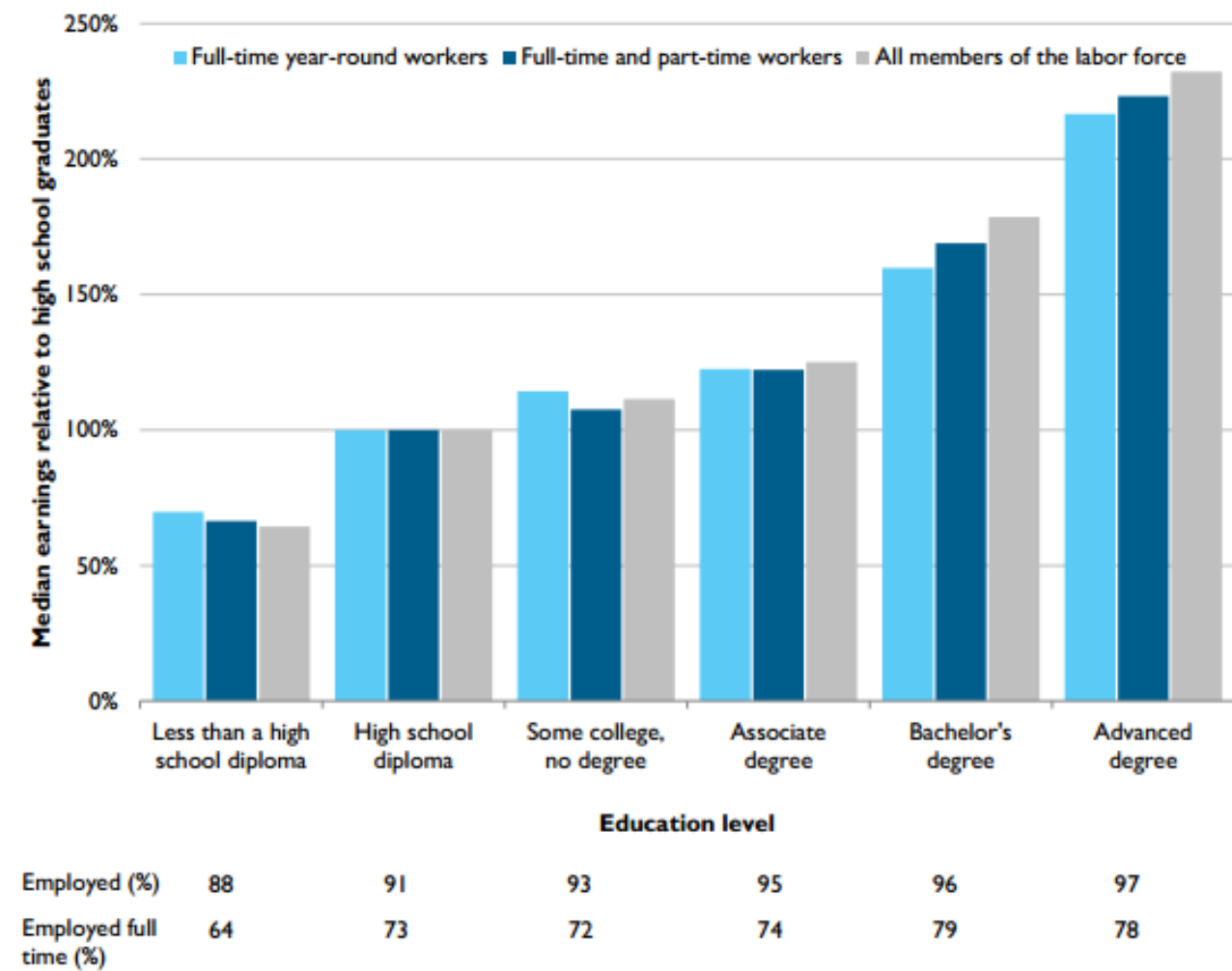
What Students Need to Know about College Financial Aid

GAINING INTEREST AND TRUST

Why Go To College?

- to prepare for a career
- to prepare for all the careers a person will have over his/her lifetime
- to learn about the world and improve quality of life
- to provide for a family

Figure 1. Median Earnings of Individuals Ages 25 and Older Relative to High School Graduates, by Work Experience and Level of Educational Attainment, 2012



Sources: US Census Bureau (2013b and d); calculations by the author.
Note: The percent of those employed full time is a subset of the percent of those employed.

Financial Advantages of a College Degree

Bachelor Degree Holders earn over 50% more than HS diploma holders, and approx. 100% more than those without a high school diploma.

From: Higher Education Earnings Premium by Sandy Baum for the Urban Institute, Feb. 2014

When to Start This Conversation?

- make “college” a part of every presentation
- for every student, it is the option
- keep the doors open . . . each student can decide whether to go through them
- A – G completion a good start
- work with parents to understand the value

Determining Value

I'M GOING . . .

HOW CAN I UNDERSTAND HOW FINANCING SHOULD BE A
PART OF MY CONSIDERATIONS IN WHERE TO APPLY

How to Determine “Value”:

Big Future

Case Western Reserve University

Cleveland, OH



ADD TO MY LIST

At a Glance

Deadlines

Majors & Learning Environment

Campus Life

Applying

Paying

For Transfer

Semester

Calendar type

11:1

Student-faculty ratio

93%

Returning for sophomore year

83%

Graduating in 6 years

Natl. Average Retention
Rate: about 67%

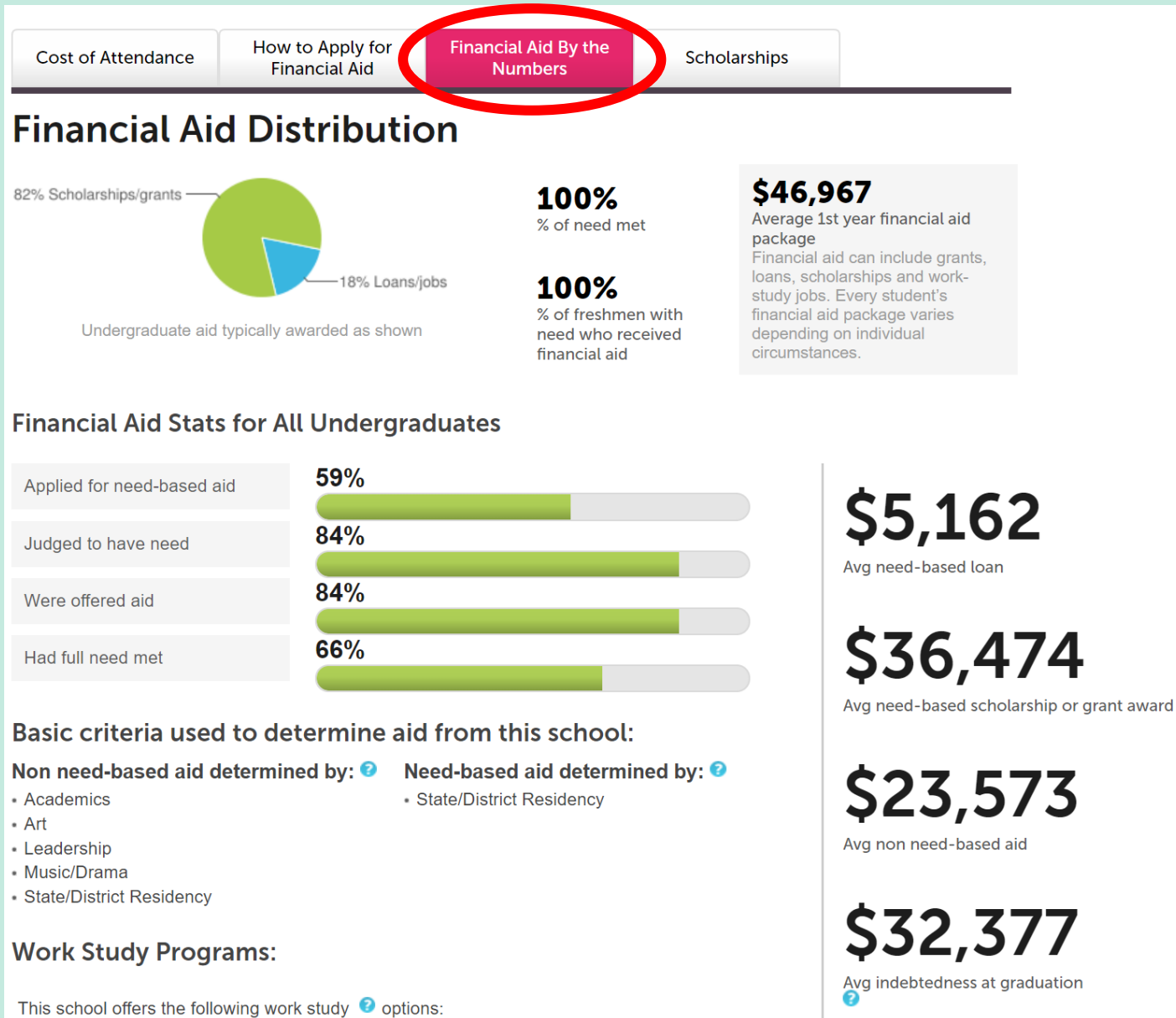
Natl. Average Graduation
Rate: 44%

Degrees Offered

• Bachelor's

• Master's

• Doctoral



Avg. Need-Based Loan

Avg. Need-Based Grants

Avg. "Merit" Scholarship

**Avg. Indebtedness
at Graduation**

How to Determine “Value”: College Navigator

IES : NCES National Center for Education Statistics

MENU

Search

Go

Back to Results

Print

Save

MY FAVORITES (0)

Name of School

Case Western Reserve

States (use map for more than 1 state)

No Preference

Alabama

Alaska

Use Map

ZIP Code

Miles from

Programs/Majors

0 Items Selected

Browse for Programs

Level of Award

☐ Certificate

☐ Bachelor's

☐ Associate's

☐ Advanced

Institution Type

☐ Public

☐ Private non-profit

☐ Private for-profit

☐ 4-year

☐ 2-year

☐ < 2-year

+ MORE SEARCH OPTIONS

Show Results

Guide Me | Clear Search

Case Western Reserve University

10900 Euclid Ave, Cleveland, Ohio 44106

Add to Favorites

General information:

(216) 368-2000

Website:

www.case.edu

Type:

4-year, Private not-for-profit

Awards offered:

Bachelor's degree

Postbaccalaureate certificate

Master's degree

Post-master's certificate

Doctor's degree - research/scholarship

Doctor's degree - professional practice

Campus setting:

City: Large

Campus housing:

Yes

Student population:

11,824 (5,150 undergraduate)

Student-to-faculty ratio:

11 to 1

View on Google Maps

IPEDS ID: 201645

OPE ID: 00302400

Expand All | Collapse All

+ GENERAL INFORMATION

+ TUITION, FEES, AND ESTIMATED STUDENT EXPENSES

+ FINANCIAL AID

+ NET PRICE

+ ENROLLMENT

+ ADMISSIONS

+ RETENTION AND GRADUATION RATES

+ OUTCOME MEASURES

+ PROGRAMS/MAJORS

+ SERVICEMEMBERS AND VETERANS

+ VARSITY ATHLETIC TEAMS

+ ACCREDITATION

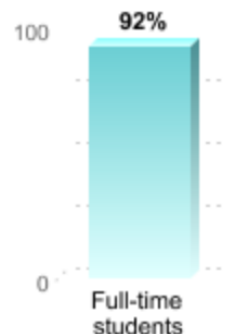
+ CAMPUS SECURITY

+ COHORT DEFAULT RATES

FIRST-TO-SECOND YEAR RETENTION RATES

Retention rates measure the percentage of first-time students who are seeking bachelor's degrees who return to the institution to continue their studies the following fall.

RETENTION RATES FOR FIRST-TIME STUDENTS PURSUING BACHELOR'S DEGREES



Percentage of Students Who Began Their Studies in Fall 2016 and Returned in Fall 2017

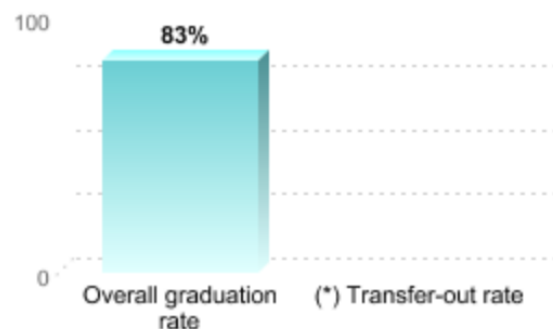
OVERALL GRADUATION RATE AND TRANSFER-OUT RATE

The overall graduation rate is also known as the "Student Right to Know" or IPEDS graduation rate. It tracks the progress of students who began their studies as **full-time, first-time degree- or certificate-seeking students** to see if they complete a degree or other award such as a certificate within 150% of "normal time" for completing the program in which they are enrolled.

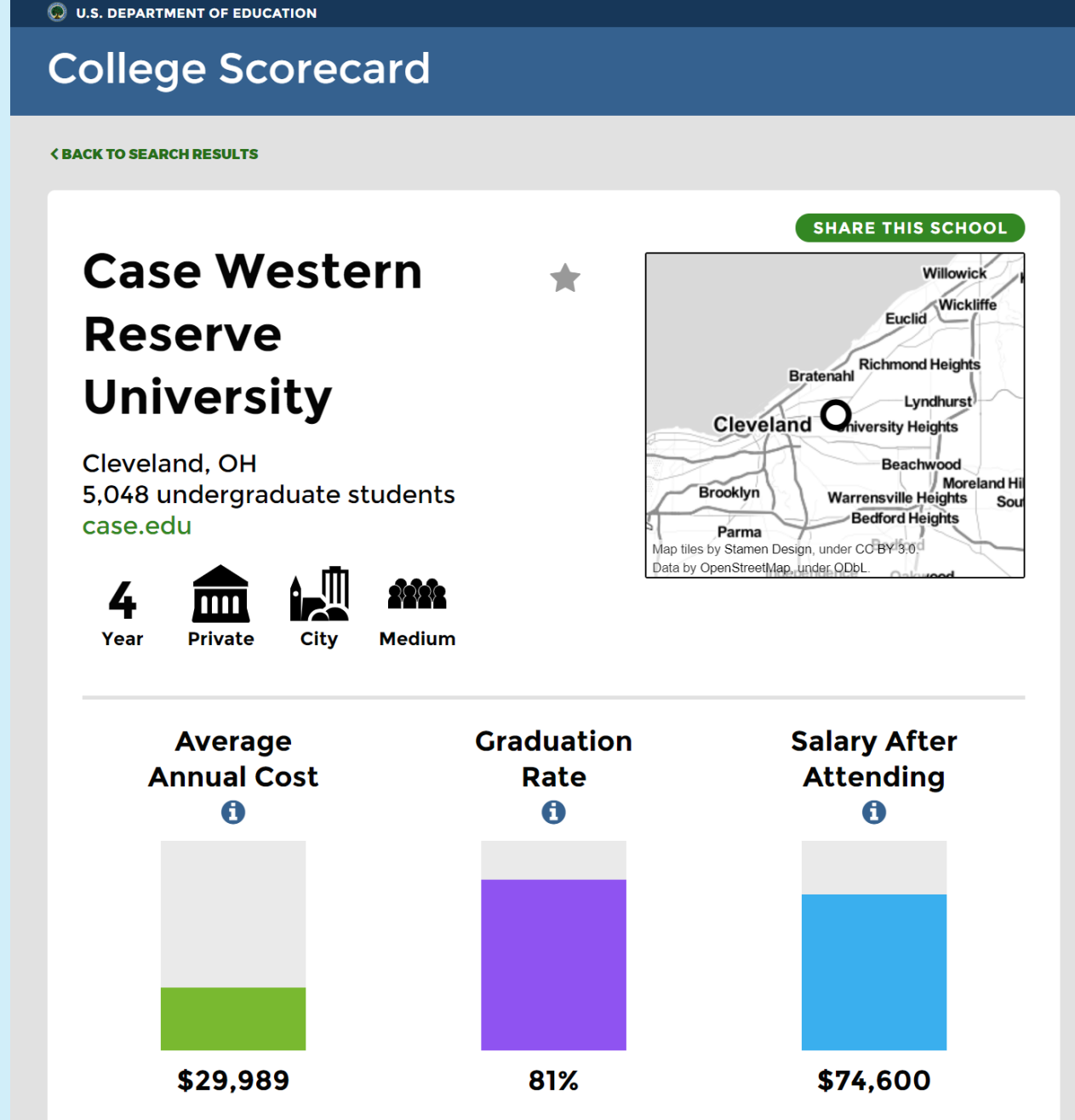
Some institutions also report a transfer-out rate, which is the percentage of the full-time, first-time students who transferred to another institution.

Note that not all students at the institution are tracked for these rates. Students who have already attended another postsecondary institution, or who began their studies on a part-time basis, are not tracked for this rate. **At this institution, 92 percent of entering students were counted as "full-time, first-time" in 2017.**

OVERALL GRADUATION AND TRANSFER-OUT RATES FOR STUDENTS WHO BEGAN THEIR STUDIES IN FALL 2011



Determine “Value”: College Scorecard





Search



Free Upgrade to Premium



Case Western Reserve University

Cleveland, oh · 54,468+ alumni · 74,472 followers

See alumni

+ Follow



Rick works here.

See all 7,653 employees on LinkedIn →

Home

About

Jobs

Alumni

54,468 alumni

Start year 1900

End year 2018

Search alumni by title, keyword or company

< Previous Next >

Where they live + Add

49,771 | United States

17,254 | Cleveland/Akron, Ohio Area

2,773 | Greater New York City Area

2,148 | San Francisco Bay Area

Where they work + Add

2,296 | Case Western Reserve University

903 | Cleveland Clinic

493 | University Hospitals

162 | Rockwell Automation

Show more ▾

Context of Costs

“Bill” vs. Cost of Attendance

The “Bill” . . . paid to the college, includes tuition, fees, room and board if the student lives on campus

Cost of Attendance (COA). . . .

includes tuition and fees PLUS

room and board or living allowance

books and supplies

transportation and personal expenses

Why is this Important?

UC Berkeley	Cal Poly SLO	Santa Clara U
bill: \$37,468	bill: \$25,776	bill: \$68,970
COA: \$42,460	COA: \$28,926	COA: \$72,984

for resident students 2020-21

Jenny's email

Possibilities

\$0 EFC . . . Fully funded in California for UC, CSU and many privates

Not Pell Eligible . . . EFC is \$5000 or more . . . Funding becomes more difficult

Not Cal Grant Eligible based on income / grades . . . Funding becomes more difficult .. Rely on merit for strong academics

Publics are not necessarily less expensive than Privates . . . Or Out-of-State Institutions

- Merit scholarships
- Time to degree, have to start at a community college?
- Opportunities for co-ops / paying internships
- WUE . . . Western Undergraduate Exchange

Sticker Price vs A Student's Price



According to the National Association College and University Business Officers:

In 2018: 88% of first year students at private colleges received scholarships/grants that covered 60% of tuition and fees

@ Murphy U . . . Tuition and Fees 2020-21: \$52,998 88% paying \$21,199
UC Tuition: \$14,253

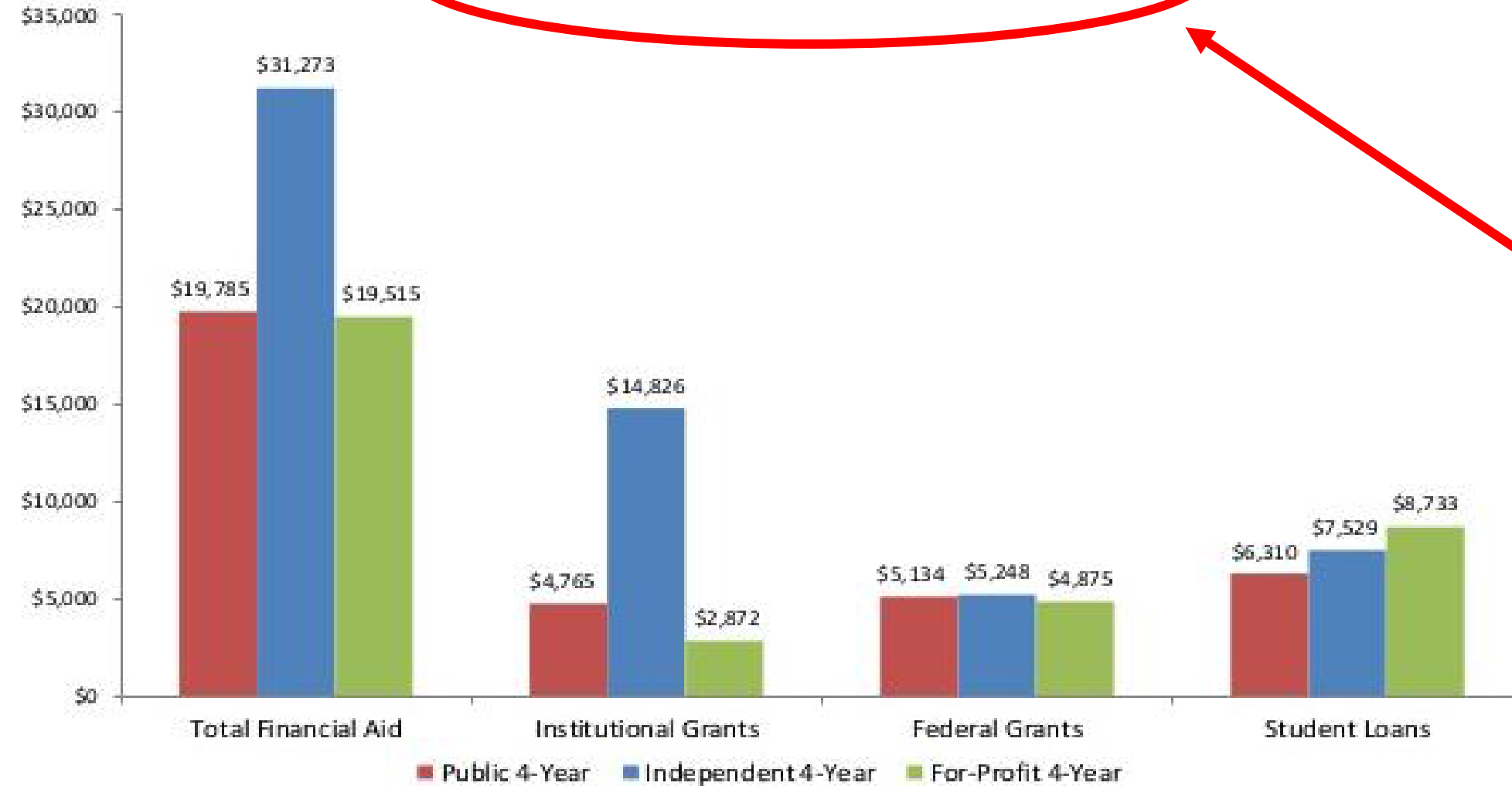
Change in Institutional Grants and Scholarships:

2008-09 average \$10,586

2018-19 average \$20,255

Average Amount of Financial Aid

**Actual
Cost is
Rarely
“The
Sticker
Price”**



Source: U.S. Department of Education, National Center for Education Statistics, *Digest of Education Statistics 2012*.

Note: Percentages for first-time, full-time undergraduates in aid programs during academic year 2010-2011. "Total Financial Aid" category includes state and local grants. Analysis by the Council of Independent Colleges.

Council of Independent Colleges, April 2014

WUE: Western Undergrad Exchg

“WUE”: Awards qualified students “scholarships” so they pay 150% of in state tuition at public institutions. Not all offer, and each determines eligibility based on gpa and majors. (compare with UC price?)

2020-21 Tuition:

Arizona State*:	WUE: \$ 16,064	Out of State: \$ 28,800
Colorado State:	WUE: \$ 20,558	Out of State: \$ 30,658
U Nevada Reno:	WUE: \$ 10,902	Out of State: \$ 22,922

*some programs

Need-Based Aid and Merit Scholarships

NEED-BASED AID

Based on Family Income &
Assets

Meant to help make college
affordable for all

Also based on tuition and other
costs

MERIT-BASED SCHOLARSHIPS

Income and Assets not
considered

But grades and test scores
count!

May depend on student
activities, essay, etc.

How to Help Your Students Apply

TIMING, INFORMATION, SUBMISSION

Change in FAFSA Dates: Oct 1!

- FAFSA opens for Fall 2022 on
October 1st
- Cal Grant deadline is still March 2nd

FAFSA

- First year . . . Don't wait for admission!!!
- Always apply
- Student needs an FSA ID*
- Parent needs an FSA ID*

Create a New FSA ID

An FSA ID gives you access to Federal Student Aid's online systems and can serve as your legal signature.

Only create an FSA ID using your own personal information and for your own exclusive use. You are not authorized to create an FSA ID on behalf of someone else, including a family member. Misrepresentation of your identity to the federal government could result in criminal or civil penalties.

To create your own personal FSA ID, enter answers for the questions below and select CONTINUE.

Important: When you are done click the CANCEL button to clear your data, even if you did not finish creating your FSA ID. Just closing your browser window or going to another website may not be enough to prevent other people using this computer from seeing your information until the session expires.

* Required

Create An FSA ID

Edit My FSA ID

CADA parent pin

On the Dream Act Application, button for student / parent to get the pin

Share the picture

As soon as student fills out the CADA . . . Sent to confirmation page . . . Log out of application, log back into the

FAFSA and Dream Act FAFSA

FAFSA . . . for use by students who are citizens and permanent residents (parents may or may not be citizens or permanent residents)

Dream Act FAFSA . . . for use by undocumented students or students in California whose parents are not citizens of California (on visas, military, etc.)

Parent and the FSA ID

Each person using the FAFSA*
needs one FSA ID . . . but only if documented citizen/perm res

Parents do not make separate FSA IDs for each student

Dream Act FAFSAs . . . Students and parents do not register for or
use the FSA ID!

Implications of PPY “Early FAFSA”

- FAFSA opens in October:
timing of admission applications and then financial aid applications
- FAFSA before the list is complete? Know the EFC?
many colleges do not package to demonstrated need
- Financial aid applications easier:
using the 2018 taxes to apply for aid for Fall 2020, etc.
- Financial aid awards earlier?
probably not, but hopefully the CSUs will get these done on time!

Appeals and Circumstances due to COVID 19

- FAFSA timeline will not change
- For Fall 2022 Admission, FAFSA info based on FY 2020 data
- Changes in for Fall 2021:
 - ✓ Appeals go in immediately after the student is admitted
 - ✓ Follow guidelines in instructions given in award letter . . . Forms? Letters?
 - ✓ Appeal comes from the student, with the student's name and SSN (if available) at the top
 - ✓ Actual documentation required, i.e. Loss of job = \$XXXX change in income
 - ✓ Student needs to follow up with the Financial Aid Office

Completing the FAFSA

- if using directional handouts, one side for the FAFSA, one side for the Dream Act Application
- Sat/Sun workshops?
- use local accountant/tax firms to help families?
- FAFSA filers should use the Data Retrieval Tool if possible

Access to a printer

Access to stamps and envelopes

Access to CSAC ... who's filled out the FAFSA (same portal Cal Grant GPA verified)

can tell if names aren't matching

CADAA .. California dream act application

FAFSA Workshops . . .

In Fall of Senior Yr.

- Night program for parents . . . Fundamentals of the FAFSA & CSS Profile
- Go into Government / Senior English Classes

Goals: to get the parents and students
“ready” and ask them to register for the
FSA ID (formerly the PIN) before they begin the process

About the CSS Profile

- not required by most public institutions
- not required by all private institutions
- usually takes info on non-custodial parents, etc.
- Fall filing may be required by some institutions if the student is applying “early”; other wise should be filed in Jan/Feb

Differences between the FAFSA and CSS Profile

FAFSA: information on size of family, adjusted gross income, age of older parent, assets outside the home, etc.

CSS PROFILE: individual colleges ask for information including home equity, income and assets from non-custodial parents, etc.

Biggest Mistakes on the FAFSA

- name on FAFSA does not match the name in Social Security system
- parents include value of the home on the FAFSA
- parents do not use the FSA ID to “sign” the FAFSA
- parents do not update the FAFSA with actual figures after using estimated figures on the FAFSA
- parents do not file the FAFSA on time!

Questions Asked Most about the FAFSA

- which parent needs to fill it out (*the parent the students lives with the most; and claiming on taxes does not matter*)
- does a step-parent's income and assets need to be included (*yes, if the step-parent is married to the custodial parent*)
- does the non-custodial parent's income appear on the FAFSA (*no, but it is asked on the CSS Profile*)
- does the value of retirement need to be included in assets (*no, but the amount contributed that year is included*)

Questions . . . cont.

- 10 spaces for colleges on the form *(student lists 10 colleges, with at least one CA college in the top three . . . submits the FAFSA . . . when the Student Aid Report comes back to the student's email address . . . goes in, takes some out, puts the rest in and resubmits)*
- Signature page *(for the FAFSA, the parent puts in his/her/their FSA ID, student puts the FSA ID and submits; for the Dream Act FAFSA, the parent does not have an FSA ID . . prints the last page, signs and mails it in)*

Verification Forms

From Jenny's slides

How to Help Your Students Analyze Their Awards

HELP THEM UNDERSTAND
“THE BOTTOM LINE”

Gaps in Meeting Need (EFC = \$20,000)

College One COA = \$45,000

Need = \$ 25,000

Award:

Scholarship \$20,500

Work \$ 2,500

Loans \$ 2,000

total award \$ 25,000 ***meets need***

College Two COA = \$45,000

Need = \$ 25,000

Award:

Scholarship \$15,500

Work \$ 2,500

Loans \$ 2,000

total award \$ 20,000

“gap” of \$5,000 or Parent Loan of \$5,000

Communication Plan with Families

- Student preparing for conversation
- Parent needs to be honest
- Counselor can be conduit but is not the decider here

		Coll / Uni #1	Coll / Uni #2	Coll / Uni #3
COSTS / EXPENSES				
tuition and fees				
room and board				
total of "direct" costs (which means the bill!)	add lines 4+5			
books and supplies				
transportation				
personal expenses				
total cost of attendance	add 6+8+9+10			
FINANCIAL AID				
grants and scholarships				
other gift aid				
2/25/2021	This presentation cannot be replicated without express permission from Bellarmine College Preparatory			
Federal Stafford/Direct Loans				

Insert filled out form

After the Worksheet is Completed

- how much loan is in the package? what will be the total by the end of the degree? grad school?
- how much work is expected?
- is there a Parent PLUS Loan?
 - if so . . . can the parent pay out of savings, etc., and decline the loan?
 - if so . . . if the parent wants to use this, will the parent qualify?
 - if so . . . what about years # 2-4 +, and other children's education?

After the Worksheet is Completed, *cont.*

- which college offers the best financial “bottom line”?
- which college makes the best sense in terms of “fit” and “bottom line”?

After the Worksheet is Completed, *cont.*

- how long will the student need to complete the degree?
- will there be extraordinary travel/personal expenses?
- does the family have health insurance? *If not, the college will expect between \$900 and \$1800 to pay for the insurance (Covered California does not go out of state)*
- can the family afford the monthly / semester payments?
- how much can the student earn in the Summer?

Total Undergrad Student Debt

According to the Institute for College Access and Success' Project on Student Debt . . .

For Class graduating with Bachelors Degrees in 2019

National Average Student Debt: \$ 28,950

in California for Class Graduating in 2019: \$21,485



Loan Repayment

Undergraduate total loan borrowing
\$30,000 in Direct Loans

Direct Loan of \$29,214* paid over ten years, monthly payments
payments will vary between \$225 and \$300 per month



Outside Scholarships . . .

HS Juniors & Seniors

- The student should apply (investigate) early
- Chegg for Scholarship Searches
- Sallie Mae Scholarship Search





Find scholarships for students like y

Search for a scholarship

SEARCH

BROWSE OVER

25,000

SCHOLARSHIPS

APPLICATION TYPE

☐

Online application

CURRENT LEVEL

☐

High School

☐

College

AGE

Your age in years

Complete your profile for better match

Scholarship Matches (701) | My Saved Scholarships (0)

Deadline

Chegg \$1,000 Monthly Scholarship January 2018

FEATURED

Jan 31, 2018



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and borrowing](#)[Tools](#)[Register to win \\$1,000¹](#)

Find scholarships for college

Find free money for college that you don't need to pay back.

College scholarships are financial aid for college that you can apply for through organizations, websites, scholarship tools, and more. Scholarships can be need-based, merit-based, or based on things like your hobbies, field of study, ethnicity, religion, and more. You don't need to be number one in your class or an all-star athlete to get free money for college.



Scholarship Scams and Financial Planners

Don't pay money to get money

- “Guaranteed!”
- “You’ve been selected!” “You have an appointment”
- “For a small fee!”

“College Financial Planners” . . . watch the ethics, ask for references, and make sure money is not “moved” that will cost you later, i.e. from home equity into an insurance plan which generates higher mortgage payments



At the end of the day . . .

It is the student's family decision . . . our responsibilities end before the decision is made.

Changes are Coming!

CARES Act . . . Passed and signed last Fall

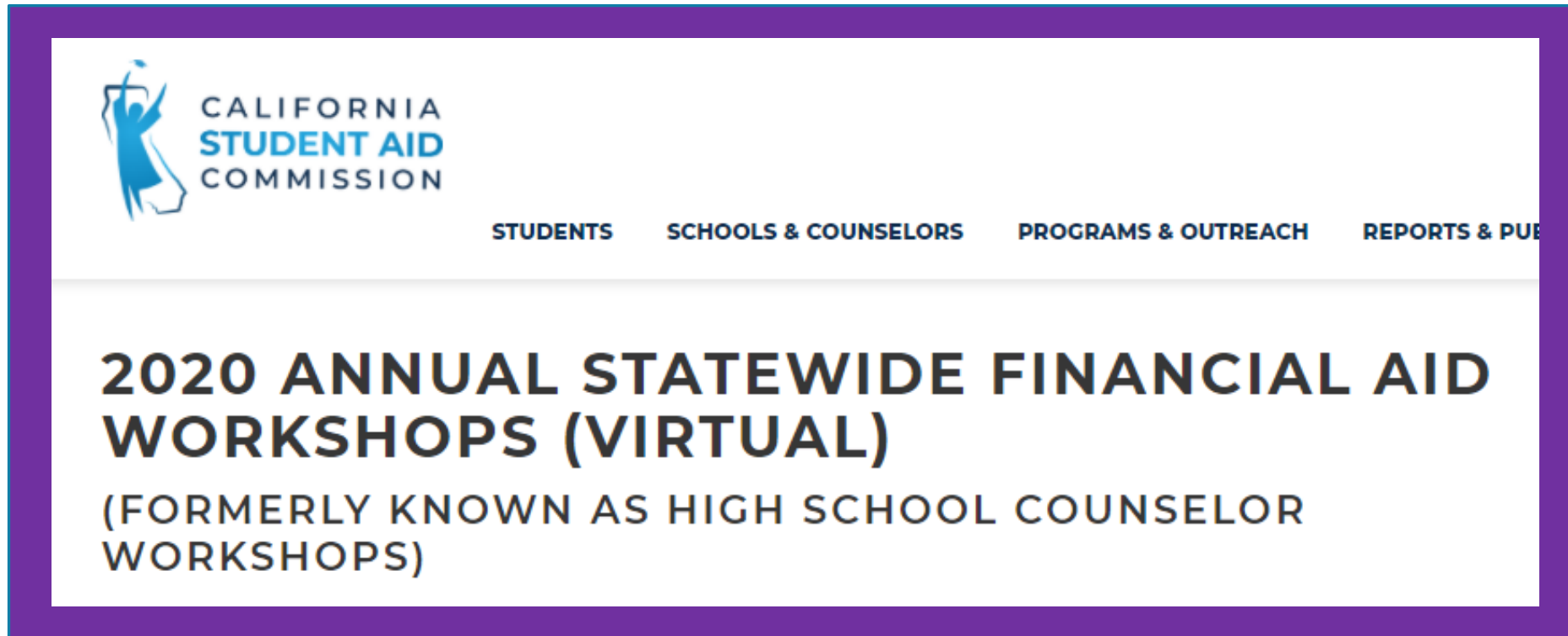
Changes the EFC allowance

Changes other things

Effective 2023 (2021 taxes will be used for that 2023 application!) . . .

Stay tuned . . . Sessions on the changes from WACAC will be coming!

To Learn More



Questions?

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