

2008 NJASFAA CONFERENCE  
NOVEMBER 3 – 5, 2008  
TROPICANA RESORT AND CASINO  
ATLANTIC CITY, NEW JERSEY

NJASFAA: 40 YEARS LONG AND STILL GOIN' STRONG

GENERAL SESSIONS

*Washington Update*

Come hear the latest from two of Washington's insiders, one from each side of the aisle.

Presenters: **TBA**

*Take This Job and Love It*

Are you beginning to sing the "Monday moanin' blues" when you think about your job? Are you experiencing job burnout? This session will challenge you to reevaluate your attitude toward your job and will review the warning signs of stress overload. You'll hear some suggestions for encouraging enthusiasm and a more positive attitude.

Presenter: **Iwana Ridgill, Ph.D.**, Ridgill and Associates

*State Update*

Presenters: **Michael Angulo**, Executive Director – HESAA  
**Francine Andrea**, Chief Operating Officer – HESAA

*Federal Update*

Come hear the latest from the U.S. Department of Education.

Presenter: **Jeff Baker**, Director of Policy Liaison and Implementation Staff, USDOE

CONCURRENT SESSIONS

*The Gay Family Goes to College*

Approximately 8 million children have the same gendered parents in a loving and committed relationship. These children are soon to be enrolling at colleges and universities. This session will focus on the demography of the gay family and will discuss ways in which financial aid offices can begin to have an open and honest communication with gay families applying for financial aid. After all, 250,000 students from gay families have already graduated from college!

Presenter: **Heather McDonnell**, Sarah Lawrence College

*ACG/SMART Update*

This session will provide an overview of the latest developments and a review of current issues related to the Federal ACG and National SMART Grant programs.

Presenter: **Sandra Santana**, U.S. Department of Education

*What's the Goal of Your Federal Work Study Program? – Pageant ABC*

We have plenty of regulations to follow and numbers to report, but what if you changed the way you looked at your FWS Program and decided to pursue specific goals? Suppose you concentrated on increasing community service, or developing jobs for specific majors, or

improving your relationship with the town your institution is in, or any number of creative possibilities? We will discuss the ways in which you can identify and initiate a goal-oriented approach to the FWSP.

Presenter: **Sharon Welsh**, Rutgers, The State University of New Jersey

### ***Implications of the 2009-2010 FAFSA – Pageant ABC***

Come discuss the implications of the 2009-2010 FAFSA on Federal and State Aid Eligibility, along with an update on the ISIR correction process for State Aid.

Presenters: **Francine Andrea**, NJHESAA  
**Gloria T. Green**, NJHESAA

### ***TEACH Grant 101***

TEACH Grants are the talk of the financial aid community. Come learn about this new grant and the final regulations. Bring your questions!

Presenter: **Sandra Santana**, U.S. Department of Education

### ***Trends and Best Practices in the Lender Selection Process***

The process for selecting lenders has come under increased scrutiny from parents and students as well as regulators, legislators, and the media. Many financial aid offices are taking a critical look and modifying their process. The focus of the session will be to provide analysis and best practices to demonstrate the changes taking place. An emphasis will be placed on practical tips and case studies to make your lender selection process more effective and efficient.

Presenter: **Tim Ranzetta**, Student Lending Analytics

### ***Financial Aid: A Profession, Not Just a Job***

Colleagues from the early days of financial aid services quickly learned that the scope of financial aid officer responsibilities, along with the expertise needed in diverse disciplines, training and broad-based skills and responsibilities, elevated financial aid to considerably more than just a job. Events over the past two years further raise the bar of expectations for financial aid administrators. This interactive session will explore what defines financial aid administrators and makes us a profession. What keeps us in our work, serving our institutions and students? How do we attract and keep high caliber individuals on the job, and in our profession?

Presenter: **Howard Entin**, Borough of Manhattan Community College

Presenter: **Lou Palefsky**, Bank Street College

### ***New Jersey Foster Care Scholarship***

This session will explain the New Jersey Foster Care Scholarship Program. This program is offered to eligible foster, adopted and homeless youth to assist them in funding their post-secondary education. Background information will be given on the program – from the signing of the Tuition Waiver bill to state and federal funding sources. Scholarship eligibility, program guidelines and the application process will be reviewed. There will be frank discussion about the problems that these students face, specifically with financial aid, the steps these students can take to properly complete the financial aid process and the additional information they need (since many are wards of the court).

Presenter: **Leslie Barda**, New Jersey Foster and Adoptive Family Services

### ***Money Matters: Financial Aid Issues Affecting Student Success***

Financial concerns often affect student persistence. We'll take a look at several financial aid requirements that influence the likelihood of program completion. We'll also discuss how to create a positive climate in the financial aid office with RESPECT.

Presenter: **Jo-Ann Craig**, Cape Fear Community College

***Ramen Noodles are OK***

Promoting fiscal responsibility to your students need not be dull. In fact, debt management and Ramen Noodles can go hand in hand! Come see how Dartmouth Medical School approaches financial awareness for their first-year students; techniques you can apply to your students.

Presenter: **Gordon “Dino” Koff**, Dartmouth Medical School

***Financial Aid Presentations to High Schools and Other Audiences***

A seasoned financial aid administrator discusses different approaches to making presentations about financial aid and paying for college. The session will help you in knowing what to do whether it’s a five minute or five hour program!

Presenter: **Robert Shorb**, Skidmore College

***Effective Conference Networking***

This session will concentrate on what you need to do before, during and after an event to maximize personal growth and business opportunities. Learn how to cultivate quality relationships and identify key conference functions for personal enrichment and business profitability.

Presenter: **Suzy Allen**, University of New Hampshire

***Estimating Financial Aid Eligibility***

This session will share the experiences of a financial aid officer who has been providing aid estimates for over twenty-five years. An explanation of different approaches will be provided, along with some samples.

Presenter: **Robert Shorb**, Skidmore College

***Income-based Repayment and Loan Forgiveness Under the CCRAA***

This session will discuss the operation of Sections 203 and 401 of the College Cost Reduction and Access Act, which will create the income-based repayment option and will provide loan forgiveness for borrowers who have spent ten years in public service after October 1, 2007. The session will include a description of these new provisions; calculations showing how they will apply to high-debt borrowers (both those who qualify for forgiveness and those who do not); explanations of effective dates; a discussion of how married borrowers will be affected; analysis of how the Internal Revenue Code will affect forgiveness; and consideration of the pending Department of Education regulations and the relevant parts of the Department’s 2009 budget proposals.

Presenter: **Stephen Brown**, Fordham University Law

***How America Pays for College***

Even with constant coverage in the news about the rising cost of college, year-after-year, more and more families achieve their dream of sending their children to the school of their choice. How? This session will focus on how families meet the expense of college; with facts important to financial aid, admissions and other offices across your campus. Come hear the results of Sallie Mae’s annual survey, “How America Pays for College,” conducted by The Gallop Organization. You will learn how much parents contribute, how much students borrow, and whether the cost of attendance has an impact on school selection. You are invited to participate in a dialogue on how to meet the needs of families who face both the opportunity and challenge of investing in a higher education.

Presenter: **Steve Wynne**, Senior Manager, Sallie Mae