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Editor's Embellishments

Submitted by: **Gary Spoales, Editor, Bank of America**

Welcome to the Fall issue of the VASFAA Voice – the first issue of 0607 and a peak into the plans of VASFAA’s new President Erik Melis. His administration has already changed as I write this. Leslie Thomas is moving out of the area and therefore the VASFAA Secretary position changes back to Jeanne Holmes who graciously agreed to return. You will find more about this topic and other movers and shakers in the newsletter.

This issue is packed with timely information for your reading. Let me know if you like it, read it, want to be a part of it or suggest improvements. The Newsletter Committee is still seeking willing participants to join our committee. If you are interested, please contact me directly at 301-942-9525 or via my email address below.

In the meantime, Trek Boldly Forward and watch out for Spock sightings!

The next issue of the newsletter is scheduled for publication on January 10th. Please send your input by December 15th to me at gary.a.spoales@bankofamerica.com.

Advertising is now a part of the Sponsorship program. Thank you once again to everyone who provided material for this newsletter. The entire association appreciates your efforts. As always, this issue’s contributors are listed at the end of the newsletter.

Article Guidelines

The Editorial staff will review all articles submitted for publication. Submissions should be of a professional interest to the association and not include marketing and/or advertising of products, services, websites or personnel.

Full articles should be no longer than two typed pages single spaced. It is requested that all submissions be provided in 10 pt size with Arial font type to save our publishing editor time and energy.

AD and Picture Guidelines

The online newsletter flows best with graphics submitted in .jpeg or .gif format. An ad should not be larger than 6" in width. You may submit it in either full color or black & white according to your preference.

(Note: Ads are only accepted from Sponsors who chose an ad in the issue of their choice, based on availability.)

Submit articles to
Gary Spoales,
Newsletter Editor

Trekking Boldly Forward With... VASFAA President, Erik Melis

Submitted by: Erik Melis, VASFAA President

"Life is like riding a bicycle. You don't fall off unless you stop peddling." – Claude Pepper

Trek Boldly Into New Frontiers



Submit articles to
Gary Spoales,
Newsletter Editor

Greetings VASFAA,

As I sit here and write this, I wonder where the summer has gone. I know it was here because I can remember the heat and the recent unending rains and the students clamoring for summer school aid and, of course, that never-ending flurry of questions about ACG, SMART, and all those other HERA provisions. It has been a busy summer and time has flown by. I know, however, that the busy nature of this summer pales in comparison to the hectic and busy times that we're all going through with the beginning of our fall terms. I hope you will remember that we're in this together and you should feel empowered to call on your VASFAA colleagues when you need that word of encouragement, when you have that nagging question that you need help with, or when you just need some of that good old VASFAA camaraderie to boost your energy. There's a lot of strength and stamina to be drawn from the power of the group. As Mr. Spock of the starship Enterprise was heard to say about just a situation, "The needs of the many outweigh the needs of the one, or even the few." Now, he was either talking about the energy that we can draw from our fellow VASFAA members or he was referring to the impact of multiple family members and number in college on the EFC.

VASFAA's board and committees have been actively "trekking forward" on a journey that we hope will create an exciting year for all of us in VASFAA.

Thanks to work by the State Relations committee and our SCHEV liaison, we've already had a

great training opportunity on HERA provisions conducted at Piedmont Virginia Community College by none other than Kay Jacks from the Department of Education.

I had the opportunity, along with Brad Barnett, Past President, and Barry Simmons, State Relations Co-chair, to meet with Dr. Tom Morris, Virginia's Secretary of Education, and with Dietra Trent, Deputy Secretary of Education for Virginia. During that meeting we were able to present VASFAA and its membership to the Secretary as an informational resource in his efforts to promote higher education in the Commonwealth. We were also to garner his pledge of support in our effort to get legislation introduced to establish a standing proclamation for Financial Aid Awareness Month in Virginia. We also agreed to help the Secretary try to come up with ways to help promote the message that education beyond high school, whatever form it might take, is an important part of the Commonwealth's future.

The 2006-07 VASFAA Board had its first official board meeting on August 16th. In keeping with our theme to trek boldly into "new" frontiers, this meeting was conducted entirely by teleconference. We think it worked out well, providing us with the opportunity to get the work of VASFAA done with minimal impact on our busy office schedules and, at the same time, helping to save the association some money. There were some numb ears at the end of the call for those that didn't have hands-free phones, but it was a small sacrifice to make.

The Board voted to renew its contract with NASFAA and LearnStudentAid.org to garner a discount for any VASFAA members who wish to participate in LearnStudentAid.org training opportunities. See the Training page on the VASFAA web site for more details.

One other item that came out of that board meeting was the Board's response, on behalf of its membership, to the recent rounds of disparaging remarks made about the integrity of financial aid administrators by MyRichUncle (MRU). The VASFAA Board voted unanimously to end our business relationship with MRU until such time as MRU retracted its remarks about the profession and demonstrated that it had abandoned its current marketing strategy which seemed to involve enhancing their market share on the backs and reputations of the financial aid community. I drafted and sent a letter to the CEO of MyRichUncle detailing the action we were taking.

The next scheduled VASFAA Board meeting will be held at the Williamsburg Hospitality House on Sunday, October 15th, immediately preceding the fall training events for Experienced Aid, New Aid, and Support Staff.

VASFAA's committees have been busy planning and embanking on lots of exciting missions for the membership and the association:

- **The Archives Committee** (Holly Rison, Chair) is busy working on converting the association's archival information into electronic and more permanent format.
- **The Awards and Nominations Committee** (Brad Barnett, Chair) is actively soliciting nominations for any of VASFAA's award categories and for candidates for the slate of candidates for the 2007 election during which we'll be voting for a new President-Elect, two Representatives-at-Large, a Secretary, and a Treasurer-Elect. If you have a nomination for an award or for a potential candidate for office, please contact Brad.
- **The Awareness Committee** (Robin White and Mary Gore, Co-Chairs) has already begun its planning for the 2007 Super Saturday events. The committee will also be actively involved along with State Relations in trying to secure the standing proclamation for Financial Aid Awareness Month in Virginia.
- **The Budget and Finance Committee** (Bobby Clemmer, Chair) is actively monitoring our expenditures and keeping us on track to maintain the balanced budget for 2006-07 that we established at the Transition Board Retreat. The committee is also monitoring the investment accounts for the Sue D Ross and Educational Endowment Funds.
- **The Conference Committee** (Vera Riddick, Chair) is well underway to planning a galactic conference event for 2007.

- **The Diversity Committee** (Hope Jackson, Chair) is working hard to set up sessions and activities that will emphasize the diverse nature of association. Ferengi, Klingons, and even Borg will be welcomed with open arms if they should choose to attend.
- **The Electronic Services Committee** (Daniel Hewitt and Jane Moore, Co-Chairs) has been hard at work getting updates made to the web site and working closely with the various committee chairs to assist them with the technology and web-based needs.
- **The Experienced Aid Officers Training Committee** (Ed Irish, Chair) has planned a great training opportunity for October 16 and 17 in Williamsburg. The training will cover ever important topics like needs analysis and professional judgment. This training event will be held in conjunction with all-day training sessions for Support Staff and New Aid Officers.
- **The Federal Relations Committee** (Marilynn King, Chair) is monitoring congressional activity in anticipation of some movement this year on reauthorization issues. There is also some work in progress to try to arrange for congressional visits in Washington, DC.
- **The Membership Committee** (Angela Long, Chair) is actively working to increase the VASFAA membership by sending periodic updates out to the listserv. I will be working closely with the committee during the year to try to figure out ways to reach out to non-members to encourage them to join and partake of the benefits of the association.
- **The New Century Fund President's Council** (Tom Morehouse, Chair) is ready to evaluate any submissions for the New Century Educational Endowment (Buddy) Awards.
- **The Newsletter Committee** (Gary Spoales, Chair) is working diligently to keep the VASFAA Voice Newsletter filled with interesting, relevant and fun articles. Everyone is strongly encouraged to share in this vital mission by submitting information to the Newsletter about the goings on at their institutions and companies that might be of interest to the membership.
- **The Photography Committee** (Gerene Carter, Chair) stands, camera at the ready, prepared to capture the excitement of the 2007 conference on film. Anyone taking photos at other VASFAA events or gatherings is also encouraged to share these photos with Gerene.
- **The Public Relations Committee** (Liza Bruce, Chair) has been hard at work promoting the exciting things that VASFAA is doing. The committee has already managed to get a news release accepted by NASFAA about our visits with the Virginia Secretary of Education and has submitted this information also to Higher Education Washington, Inc, an on-line higher education information web site.
- **The Research Committee** (Barry Simmons, Chair) is continuing its work on evaluating issues impacting aid and access in Virginia such as trying to determine the feasibility of a standardized financial aid application due date in the Commonwealth.
- **The Secondary School Relations Committee** (Pam Rambo, Chair) has already been actively setting up locations for the fall high school guidance training workshops.
- **The Site Selection Committee** (Pat Kelly, Chair) is actively evaluating potential sites for the 2008 VASFAA Conference. Our 3-year contract with the Hilton Oceanfront hotel ends with the 2007 conference.
- **The State Relations Committee** (Barry Simmons and Yvonne Hubbard, Co-Chairs) has already, as mentioned earlier managed, in conjunction with our SCHEV Liaison, to get us set up with HERA training from the Department of Education and has arranged for our meeting with the Virginia Secretary of Education. The committee continues to monitor legislative activities related to financial aid and higher education.
- **The Strategic Planning Committee** (Lefter Daku, Chair) is continuing its work to evaluate the effectiveness and completeness of the associations' standardized goals.

- **The Support Staff Training Committee** (Donna Taylor, Chair) has been working on setting up training opportunities for our support staffs. The first of these events will take place in Williamsburg in conjunction with the Experienced Aid Officer and New Aid Officer training.
- **The Training Committee** (Brenda Burke and Jolene Burke and Jeanne Holmes, Co-Chairs) has been hard at work getting ready, not only for the 2007 conference, but also setting up the New Aid Officers training for October in Williamsburg.
- **The Vendor/Sponsor Committee** (Biz Daniel, Chair) has been working with the various committee chairs to identify sponsorable items and is working, as we speak, with potential and confirmed vendors and sponsors to conduct the VASFAA Vendor/Sponsor lottery.

Besides thanking the board members and the committee chairs, I want to acknowledge and thank all the members that have stepped forward as volunteers on the various VASFAA committees. None of the amazing tasks that are underway could be done without the selfless commitment of all of you that have agreed to give your time and resources to serve the association.

I hope this gives you some idea of the work being done to enhance the association as we enter this busy fall season.

For me, there are other exciting things still coming this fall besides those that I've already mentioned. I will be attending the SASFAA Board meeting in November in Orlando immediately after the Fall FSA Conference (formerly the EAC). Following that, I will be attending the joint NCASFAA/SCASFAA conference at the Grove Park Inn in Asheville, NC. I will also be attending the 2006 Commonwealth College Access Network Conference (CCAN) in Richmond in December. And, on a personal note, since I have so much free time, I will be participating in my first Half-Ironman Triathlon in South Carolina on October 1st.

I am excited about what has already happened this year with VASFAA and am looking forward to everything yet to come. I look forward to working with and hearing from each and every one of you. Now, as my hero, Captain Jean Luc Picard, always said before departing on yet another trek, let's go out and "Make it so!!"

Sincerely,

Erik Melis
VASFAA President

Trekking Boldly Forward With... Nominations and Elections

Submitted by: **Brad Barnett, Past President, Awards & Nominations Committee Chair**

"The Business of Leaders, of heroes, is tricky. Leadership is not something that is done to people, like fixing your teeth. Leadership is unlocking people's potential to become better."

– Bill Bradley, U.S. Senator

VASFAA Seeks Nominations for Board Positions

The VASFAA Awards and Nominations Committee is seeking candidates for President Elect, Secretary, Treasurer-Elect, and two Representative-at-Large positions on the VASFAA Executive Board for 2007-08.

You can find detailed information about each of these positions in the VASFAA Policies and Procedures Manual on the VASFAA web site at www.vasfaa.org/docs/toc_about.html.

The committee will present a recommended slate to the VASFAA Board for approval during the Winter Board Meeting, which generally occurs in late January or early February. The approved slate of candidates will be presented to the VASFAA membership prior to the 2007 VASFAA Annual Conference in May, 2007.

Here are some questions and answers about the process:

Q: May I nominate myself?

A: Yes!

Q: May I nominate my colleague?

A: Yes, but the committee requests that you ask the person you wish to nominate if they are willing to run and to serve in the position for which you are nominating them.

Q: May I nominate more than one person?

A: Yes.

Q: I'm interested in becoming more involved with VASFAA, but I'm concerned that I won't have enough time to work on the Board. How much time is involved?

A: Involvement in VASFAA does require a commitment of time, but it's time that shouldn't be any more intrusive than any other volunteer commitment. The Treasurer requires some devotion of time especially during the spring as the annual conference approaches. The Presidency requires a commitment both by the individual and their institution, as there is a not only the VASFAA aspect, but also the SASFAA requirements to participate as a member of their board.

Q: How many times does the Board meet?

A: The Board generally meets five times each year, but this is subject to change based on the business of the association. The typical timeframe for meetings are as follows:

- Board Transition Retreat – June

Submit articles to
Gary Spaoles,
Newsletter Editor

- Board Summer Meeting – August
- Board Fall Meeting – October or November
- Board Winter Meeting – January or February
- Board Spring Meeting (in conjunction with the annual conference) – May

Q: What does each of these positions do?

A: You can find an in-depth description of each Board position, including goals and objectives, in Section Three of the VASFAA Policy and Procedures Manual at www.vasfaa.org/docs/about/pnp/0506PnP.pdf.

Q: How do I nominate someone?

A: Send the name to Brad Barnett, barnetbd@jmu.edu, or any VASFAA Awards and Nominations Committee member. It is requested that all nominations be received no later than January 8, 2007. The committee members are:

- Tom Morehouse – thomas.morehouse@nelnet.net
- Melissa Wyatt – MelissaCollumWyatt@schev.edu
- Michael Poma – michael.poma@suntrust.com

Q: How can I promote my candidacy?

A: VASFAA does not permit promotional materials or campaigning. During the annual business meeting each candidate is given the opportunity to address the membership (not to exceed three minutes), and information about the candidates will be published in the VASFAA Voice.

Speaking as someone who is currently serving in his sixth year as a member of the VASFAA Board, I can tell you that being a part of the board has been one of the most fulfilling things I have done as a member of this profession. I invite others to take part in this wonderful experience.

Please consider this a call for nominations and support your professional organization by participating in its governance.

Thanks!

Brad Barnett

Trekking Boldly Forward With... Nominations and Elections

Submitted by: **Brad Barnett, Past President, Awards & Nominations Committee Chair**

VASFAA Seeks Nominations for Awards

The VASFAA Awards and Nominations Committee is seeking nominations for four of VASFAA prestigious awards. The awards are listed below:

Life Member Award

The Life Member Award is the highest honor the Association can bestow upon any person. The recipient of this award must have rendered truly outstanding service to the Association or the financial aid profession. Outstanding service demonstrated through state, regional, or national Association officer or committee leadership, authorship of professional publications, professional training, efforts to secure financial support for the work of Association goals and objectives for furthering the opportunity of Virginia's post secondary education population might be used as a basis for identifying life member nominees. This reference does not preclude consideration of those outside the membership of VASFAA.

Life members, with the exception of voting privileges, are granted all rights afforded any member in good standing with the Association. Should the Life Member classification be granted to a member in good standing, that member shall retain his/her voting privilege as long as the membership status is maintained as defined by the Association's By-Laws.

Life members shall be assessed no membership dues and shall be encouraged to participate fully in all Association activities. In recognition of past service, Life Members of VASFAA, who are not practicing Financial Aid Administrators, are entitled to complimentary registration at VASFAA conferences.

Excellence Award

Second to Life Membership, the Excellence Award is one of the highest recognitions bestowed by the Association. The recipient must have made an outstanding contribution that furthers the goals of VASFAA. The nomination must be made by a member in good standing and accompanied by a statement justifying the award (accomplishments, services, etc.) and by three written endorsements of the nomination from three other current members of the association. The endorsements can be in the form of e-mails.

The recipient must be a practicing aid administrator who is a member in good standing. Current Board members are excluded from consideration.

Service Award

The Service Award is one of the highest awards bestowed by the Association. The recipient must have made significant contributions which further the goals of VASFAA or have been responsible for an achievement of momentous importance. The recipient is someone who is not an active aid administrator; e.g., college president, legislator, agency representative, or private citizen. Nominations are accepted only from members in good standing, and must be accompanied by a statement justifying the award (accomplishments, services, etc.) and by three written endorsements of the nomination from three other current members of the association. The endorsements can be in the form of e-mails

Submit articles to
Gary Spoales,
Newsletter Editor

New Professional of the Year Award

The New Professional of the Year Award is presented to select new members within the first four years of membership in VASFAA. This award is given in recognition of exceptional and enthusiastic service to a person who has been a member of VASFAA from one to four years and to encourage other new members to take leadership roles in VASFAA.

Nomination Process

For all the before-mentioned awards, nominations should be submitted to the Chair of the Awards Committee, Brad Barnett at barnetbd@jmu.edu. It is requested that all nominations be received no later than January 8, 2007. However, nominations can be submitted at a later date and will be reviewed by the Board during the next scheduled Board meeting.

Nominations should include the candidate's name, institution/agency, and address; a statement that explains the candidate's merits to be considered for the award; any other information requested in the award descriptions above.

Please consider this a call for nominations to recognize the outstanding contributions of your colleagues.

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Trekking Boldly Forward With... VASFAA Committees

Submit articles to
Gary Spoales,
Newsletter Editor

Committee	2006-2007 Chair
Archives	Holly Rison, RMC
Awards & Nominations	Brad Barnett, JMU
Awareness	Mary Gore, Danville CC Robin White, UVA
Budget and Finance	Bobby Clemmer, BRCC
Bylaws	Brad Barnett, JMU
Conference	Vera Riddick, ODU
Diversity	Hope Jackson, ECMC
Electronic Services	Daniel Hewitt, Ferrum Jane Moore, GMU
Experienced Aid Officers	Ed Irish, W&M
Federal Relations	Marilyn King, VA Tech
Membership	Angela Long, Miller-Motte TC
New Century Fund	Bobby Clemmer, BRCC
Newsletter	Gary Spoales, Bank of America
Photographer	Gerene Carter, Citibank
Public Relations	Liza Bruce, ECMC
SCHEV Liaison	Lee Andes, SCHEV
Secondary Schools	Pam Rambo, ACCESS
Sector Coordinator	Pat Kelly, W&M
Site Selection	Pat Kelly, W&M
State Relations	Barry Simmons, VA Tech Yvonne Hubbard, UVA
Strategic Plan	Lefter Daku, VA Tech
Sue D. Ross Fund	Bobby Clemmer, BRCC
Support Staff Training	Donna Taylor, VA Tech
Training	Jolene Burke, ECMC Brenda Burke, VA Commonwealth Jeanne Holmes, SunTrust
Vendor/Sponsor	Biz Daniel, National Education

VASFAA Committee Reports

Submitted by: **Liza Bruce, 2006-07 Public Relations Committee Chair**

Public Relations Committee Makes Plans for 2006-07

The VASFAA Public Relations Committee has been charged with a number of exciting goals by the VASFAA Board. The team that will work together to achieve these goals for 2006-07 are Liza Bruce (Chair), Jeanne Holmes, Hope Jackson, Linda Mashack, Margaret Murphy, Beth Parker, Paula Rafferty and Lynn Steed.

The main objectives of this year's committee are described here.

The PR Committee will work with our VASFAA President to recognize the members of our association who volunteer on committees within our association. Everything that is achieved by VASFAA is due to the willingness of members to contribute their time and energy and to supervisors and managers of our members who agree to the time commitments of their staff away from office responsibilities. Our committee will send letters of recognition for VASFAA committee members to the direct supervisors of volunteers under the signature of Erik Melis, VASFAA President.

The PR Committee will work with all other VASFAA Committees to ensure appropriate media coverage is given to their events and activities. The committee will also write a short Business Briefs article about each VASFAA Executive Board member and send it to their local newspaper to promote knowledge of the association. The PR Committee has already gained recognition of VASFAA through an article in the daily NASFAA electronic newsletter about a visit by members of the VASFAA Board to the Secretary of Education of the Commonwealth of Virginia to discuss and promote issues related to Financial Aid for higher education.

Utilizing the results of the 2001-02 *Task Force for Understanding our Organization* survey, the VASFAA PR Committee will select items that need to be addressed with the membership and work with committees to educate the membership on them throughout the year. This is an effort to address issues of concern and to strengthen our association and ensure that it is serving the needs of the membership.

In order to promote VASFAA and VASFAA members within our association, our communities and our profession, the PR Committee will solicit personal Financial Aid histories from VASFAA members and post these to the VASFAA listserv and on the VASFAA website. This item is a continuation of the very popular VASFAA Vignettes that were started by the 2005-06 VASFAA PR Committee. Our committee hopes to compile a scrapbook of all the VASFAA Vignettes so that they can be proudly displayed at VASFAA events.

The PR Committee will update VASFAA informational and membership materials to distribute to prospective and new members at VASFAA trainings and events and through mailings.

If you are interested in being a part of the VASFAA Public Relations Committee this year, it is not too late! Our committee will be meeting on October 3, and we would welcome additional members to the committee. Please contact Liza Bruce at lbruce@ecmc.org or 804-267-7126 for further information.

Submit articles to
Gary Spoales,
Newletter Editor

Trekking Boldly Forward With... People and Places in the News

Submitted by: Liza Bruce, 2006-07 Public Relations Committee Chair

Hampton University announces appointments and departures:

Martin Miles, the former Associate Director of Student Financial Aid at Hampton University, has been promoted to the position of Director of Financial Aid as of September 1, 2006. Martin also formerly held positions at Christopher Newport University, ECMC, SEAA and VELA. He is perhaps best known as VASFAA's best marathon runner.

In addition, **Cassandra Gwathney**, former Loan Officer at Hampton University, has been promoted to the position of Assistant Director of Student Financial Aid. Cassandra previously held positions at the College of William & Mary.

The change of leadership at this Top Ten HBCU was prompted by the resignation of former DFA, **Marcia Boyd**. Marcia accepted a position as DFA at Florida A&M University in Tallahassee, FL effective September 5th, 2006. Marcia has been in and out of Virginia at several institutions including the College of William & Mary and Christopher Newport University as well as positions in North Carolina.

Regent University announces:

New Hires:

- **Ed Arce, Client Support Services Coordinator**
- **Abigail Goodwyn, Customer Services Coordinator**

Birth:

Thomas Elijah Dobrota on July 19th. 7lbs 15oz, 21 inches. He's been keeping a blog – <http://babybrota.blogspot.com>.

Old Dominion announces Veronica Finch Appointed Director

Congratulations to Veronica Finch!

Veronica Finch was appointed Director of Student Financial Aid, effective August 10. Veronica came to Old Dominion University as Assistant Director of Student Financial Aid in 1992 after having served as Director of Financial Aid at Hampton University from 1986 to 1992. She was promoted to Associate Director in 1996 and has been serving as interim Director since 2004. Veronica received her bachelor's degree in Accounting in 1968 from North Carolina Agricultural and Technical State University and the Senior Management Practitioner Certificate from Old Dominion University in 1998.

New Interim VASFAA Secretary Appointed

Greetings all,

On September 27th, our lovely **Leslie Thomas** is leaving George Mason and the financial aid community in the Commonwealth to take a position at her undergraduate alma mater, Indiana University of Pennsylvania. This is exciting news for Leslie and sad news for us at Mason and for VASFAA. Leslie has been an important part of our office here at Mason and she has been a long-time enthusiastic supporter of and contributor to VASFAA.

Pursuant to the guidelines in the VASFAA By-Laws, I have asked **Jeanne Holmes** (VASFAA Secretary 2003-2005), and she has agreed (and the Board has approved) to complete the remainder of Leslie's term as VASFAA Secretary.

Thanks to Jeanne for her willingness to jump back into the fray and I know you will all join me in wishing Leslie the best in her new adventure...

Erik Melis, VASFAA President

My Dear VASFAA Members,

I just wanted to take a moment of your time to honestly thank you for making VASFAA the wonderful organization that it is. It has been my absolute pleasure serving VASFAA for the past 13+ years. I have enjoyed the challenges, the committee work, the networking and most of all, the lifelong friendships that have developed within this fine group.

I have learned so much from the VASFAA members and hope to do you proud as I learn and experience PASFAA. Please know that my time with VASFAA has been a wonderful blessing and I will miss you.

As I begin this new path, please keep me in your good thoughts and prayers and I promise to do the same.

*Most Sincerely,
Leslie Thomas*

Educational Credit Management Corporation (ECMC) announces...

...the hiring of **Dave Deibel** as Client Relations Manager in Virginia, effective September 11, 2006. In his new role, Dave will support postsecondary institutions in Virginia. With 15 years of industry experience, Dave most recently served for 12 years as Assistant Director of Operations at the College of William and Mary's office of student financial aid in Williamsburg, VA. Previously, he served as Financial Aid Counselor for three years at Commonwealth College (now Bryant & Stratton College) in Hampton, VA. "We are pleased to welcome Dave to ECMC and fortunate to tap his experience in connecting students with the financial ability to pursue higher education," said Jolene Burke, ECMC Vice President, Client Relations. "Dave is well-positioned to represent the needs of the local financial aid community in Virginia."

Dave is based in Poquoson, VA and can be reached at ddeibel@ecmc.org and (888) 775-3262, ext. 7145.



TG names Tamy Garofano as new regional account executive

Tamy Garofano has joined TG as a regional account executive in the mid-Atlantic region. Garofano will serve TG's school customers in South Carolina, Virginia, Maryland, Washington, D.C., and Delaware.

Garofano brings with her more than 11 years of experience in the student financial aid and lending industries. Most recently, Garofano served as senior assistant director, processing, for the University of South Carolina. She has also worked as a loan specialist and financial aid counselor for Lee University (Tenn.) and as a loan counselor at South Carolina Student Loan Corporation. Garofano holds a master's degree from Southern Wesleyan University and a bachelor's degree from Lee University.

Garofano can be reached at (800) 252-9743, ext. 2512, or by e-mail at tamy.garofano@tgsic.org.

Blue Ridge Community College announces:

In July of 2006 we hired **Heather Soldato** as a full-time Financial Aid Advisor here at Blue Ridge Community College.

Submit articles to
Gary Spoales,
Newsletter Editor

Trekking Boldly Forward With... From the VASFAA Archives

Submitted by: **Holly Rison, VASFAA Archivist, Randolph Macon College**

VASFAA Hi-Jinx

Match Column A with its appropriate Column B counterpart...Good Luck!!!!

Column A	Column B
1) VASFAA was Incorporated	A) 1989
2) The Year VASFAA was Founded	B) 1996
3) The First Financial Aid Bowl Challenge	C) 1980
4) Foundation of the Sue Deaton Ross Fund	D) 1984
5) The Year Sue Ross started her VASFAA Presidency	E) 1968

Enjoy!

Holly Rison
Archives Committee

Answer Key: The answer key is hidden in a section of the newsletter. See if you can find it!

For some **More VASFAA trivia**, see if you can name the VASFAA Retirees in this picture.



VASFAA members celebrating their retirement
at Buddy and Janet Johnston's lake house in SW Va.

As a little background, several years back a number of the recent retirees started getting together in the summer to reflect back on the "good old days" and the "good now days". Our unofficial name is the Virginia Retired Aid Group (VRAG).

We are always looking for new "retirees" and "want-a-bees" to join us. No real agenda, other than what life is after financial aid. And, by the way, IT IS GREAT! Hope that you can join us sometime in the near future.

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Trekking Boldly Forward With... Did You Know?

Student Loan Defaults Remain at Historically Low Rates

FOR RELEASE:

September 13, 2006

Contact: Stephanie Babyak or Jane Glickman
(202) 401-1576

U.S. Secretary of Education Margaret Spellings today announced that the FY 2004 national student loan cohort default rate was 5.1 percent, a small increase from last year's record-low rate of 4.5 percent and 77 percent lower than the all-time high of 22.4 percent set 14 years ago.

"I'm pleased to see that default rates remain at historically low levels. The new rate is the second-lowest ever recorded," Spellings said. "As the federally guaranteed student loan portfolio continues to grow, it is more important than ever that we continue our outreach to student borrowers to educate them about their responsibilities and the resources available to assist them in their repayment obligations."

The FY 2004 national default rate increased 0.6 percent from 4.5 percent in FY 2003. In addition to the national rate, the Department is also releasing rates for individual schools, states, types of postsecondary institutions, and other sectors of the federal loan industry.

Borrowers needing assistance in repaying their student loans can visit www.federalstudentaid.ed.gov or can contact the holders of their loans to learn about repayment options. For help locating their loan holders, borrowers may access www.nslds.ed.gov or may contact the Department's Federal Student Information Center at 1-800-4-FED-AID (1-800-433-3243).

NOTE TO EDITORS: The FY 2004 default rates released today represent the most current data available and include data on borrowers who attended some 5,836 schools that participate in the Federal Family Education Loan and William D. Ford Federal Direct Loan programs. The FY 2004 default rate is the percentage of borrowers who began repaying their loans between Oct. 1, 2003, and Sept. 30, 2004, and who defaulted before Sept. 30, 2005.

Individual school default rates are posted on the department's website at www.ifap.ed.gov/DefaultManagement/DefaultManagement.html (click on Press Release hyperlink).

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Trekking Boldly Forward With... Interesting Stuff for You!

"You can have everything in life you want if you will just help enough other people get what they want." ~ Zig Zigler

"We must view young people not as empty bottles to be filled, but as candles to be lit." ~ Robert H. Shaffer

Dedicated Financial Aid Professionals are rich in many ways that far surpass their paycheck. Our hats are off to you. ~ Editor

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Trekking Boldly Forward With... SASFAA

Submitted by: Guy Gibbs, SASFAA Past President

SASFAA Nominations Needed

Have you ever considered becoming more involved with your regional association? Now is the time. SASFAA needs your leadership!

The SASFAA Nominations Committee will meet on October 5-6 to consider nominations for three elective offices—President-Elect, Vice President and Treasurer. The committee will make recommendations to the SASFAA board meeting November 3-5 and elections will be held in February at the annual conference to be held in Nashville, Tennessee.

If you are interested in being considered for one of these elective offices, please submit a resume to Guy Gibbs, Chair of the Nominations Committee. The resume can be sent by fax to 703-323-2189 or by email to ggibbs@nvcc.edu. Please consider becoming involved!

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Trekking Boldly Forward With...

SASFAA

Submitted by: **Brad Barnett, SASFAA Conference Committee**



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Newsletter Editor

Mark your Calendars

The 2006-2007 Conference Committee members invite you to this year's conference held February 11th-14th, 2007 at the fabulous Renaissance Hotel located in downtown Nashville, Tennessee. Reservations may be made directly through the Renaissance hotel at 1-800-327-6618 or 615-255-8400. Simply let the hotel staff know you are with the "SASFAA Conference" to receive the conference rate. For those who prefer the internet you may reserve your room online at this link: <http://marriott.com/property/propertypage/bnash?groupCode=safsafa&app=resvlink>

Single and double rooms are available at \$139.00 per night. Triple and quad rooms are available at \$149 per night. The committee is working hard to put together a conference you will not soon forget. Additional information, including a more detailed agenda and conference registration form, will be posted to the SASFAA web site at www.sasfaa.org through the Conferences section in late October. If you have any questions about the conference, please contact one of the following Conference Committee members:

Alabama Representative	Andrew Weaver University of Alabama-Huntsville
Florida Representative	Brenda Brown University of Miami- School of Law
Georgia Representative	Deborah H. Clark Atlanta Technical College
Kentucky Representative	Chris Tolson Campbellsville University
Mississippi Representative	Laura Diven-Brown University of Mississippi

North Carolina Representative	Dana Kelly High Point University
Tennessee Representative	Sara Reese Aquinas College Primetime
South Carolina Representative	Jeffrey Dennis Southern Wesleyan University
Virginia Representative	Brad Barnett James Madison University
Hotel Liaison	Ron Gambill Edsouth
Local Arrangements Co-Chair	Karen Hauser Vanderbilt University
Local Arrangements Co-Chair	Sandra Neel University of Tennessee-Martin
Lender Liaison	Todd Woodlee Education Finance Partners
Conference Chair	Michael Morgan Edamerica
Membership Chair	Soraya Welden Meridian Community College (ex-officio)
Treasurer	Heather Boutell Bellarmine University (ex-officio)
Vendor/Sponsor	Keith Reeves Clemson University (ex-officio)
Diversity Chair	Janet Sain SunTrust Education Loans (ex-officio)

We look forward to seeing you in February!

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Trekking Boldly Forward With... SASFAA

Submitted by: **Keith Reeves, SASFAA Sponsorship Chair**

Tentative Agenda

This agenda is tentative, as the SASFAA Conference Committee will be meeting in October to finalize plans for February. More details regarding the conference and specific information will be posted to the web site as they become available. However, this should be a fairly good representation of the final schedule:

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Sunday, February 11	
5:00 pm - 7:00 pm	Opening Session
7:00 pm - 8:30 pm	President's Reception (light hors d'oeuvres)
8:30 pm - ?????	Free evening on the town Salsa dance lessons
Monday, February 12	
9:00 am - 11:30 am	Morning Sessions
11:30 am - 1:00 pm	Luncheon
1:30 pm - 5:00 pm	Afternoon Sessions
5:00 pm - 6:15 pm	Vendor Appreciation Reception
6:15 pm - ?????	Evening On Your Own
Tuesday, February 13	
9:00 am - 11:30 am	Morning Sessions
11:30 am - 1:30 pm	Lunch On Your Own
1:30 pm - 5:00 pm	Afternoon Sessions
6:00 pm - 7:00 pm	Social Hour
7:00 pm - 9:00 pm	Banquet and Awards
9:00 pm - ??????	Post-Banquet Entertainment (details to be provided later, but you do not want to miss this!)
Wednesday, February 14	
9:00 am - 11:00 am	Closing Session

We hope this helps in your planning. Please contact us if we can be of assistance.

Trekking Boldly Forward With...

Special Report

Submitted by: Paula Crow, Director, Financial Literacy Training, ECMC

Building a Financial Literacy Program on Your Campus

"Financial Literacy" can be described as a hot button issue of our financial aid time. In reality, it has become a sizzling, hot issue. Try Googling the words 'financial literacy'. Depending on how you perform your search, over 2 million entries appear. But what does it really mean? And how much do we need to care?

First, define it. A recent major study of the subject describes personal financial literacy as "the ability to read, analyze, manage and communicate about the personal financial conditions that affect material well being. It includes the ability to discern financial choices, discuss money and financial issues without (or despite) discomfort, plan for the future, and respond competently to life events that affect everyday financial decisions, including events in the general economy."

Second, how high should our "care meters" register, given all that we have on our plates? Consider this—only 38 percent of teens can pass a basic financial literacy test, according to the 2006 national survey from the Jump\$tart Coalition for Personal Financial Literacy and yet, by the time a student becomes a college senior, on average, he/she will carry 4 or more credit cards with a total balance of \$3,000.

So how do you start a financial literacy program on your campus? Build it, bit by bit. Getting started is, of course, the hard part. Boost your confidence by realizing that if you already offer entrance and exit counseling, you have the beginnings of a program. Okay, that might be a stretch because if you don't offer those two items, you are either out of compliance or have a darn good reason you're been practicing repeating to the auditors.

Seriously though, start by offering one basic presentation. Remember, Rome wasn't built in a day. Budgeting? Sure, why not? If you're doing it yourself, all you really need is a whiteboard, (or a chalkboard will work too.) Pose the question, "How many of you actually sat down with a piece of paper and pencil and wrote down your expenses for school in one column and then listed your sources of funds in the second column?" Veteran financial aid officers will know that a scant few students, if any, will raise their hands. Novice financial aid officers who've never done this will probably be more optimistic and may expect half the room to raise their hands. No matter, walk them through the steps of what they should list in each column and you're well on your way to having provided Budgeting 101. Word to the wise—be prepared to answer the dreaded "what if the expense column is larger than the income" question. Hint: the answer, in most cases, is not "call your parents".

Here compiled is a short, and for many, obvious list of suggestions on how to start a financial literacy program for your students:

- **Reach out to them**—in whatever way you're able, with printed materials, in-person presentations, and stuff on the web.
- **Assess what other offices are doing.** Students may not want to come to workshops sponsored by financial aid but may be interested in one sponsored by student government

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or campus ministry.

- **Start simple.** Build your program in sophistication and depth as you gain interest and excitement.
- **Make it interactive—engage them.** Ask for their stories, it's amazing what long financial lives our students have already lived.
- **Tell stories**—use examples they can relate to (I was told recently by a group of graduate students that my pizza example was “so undergrad”.)
- **Do a snack and learn**—free food is rarely turned away. Offer prizes; create a fun atmosphere.
- **Enlist the help of your student lending partners**—chances are an “outside expert” will appear more fresh and inviting to them. (No sales pitches allowed.)
- **Find “teachable moments”**—present information when it's the most relevant (for example: budgeting early in the semester.) Orientation week is a great time for students and parents to attend a session. It may be too late for this year, but what about next?
- **Gain buy-in from your administration**—students with strong money management skills are less likely to drop out. Talking about retention and financial literacy together may help you to gain support.
- **Financial literacy is a whole school issue.** An action committee featuring representation from several areas, including faculty, can raise awareness and build school-wide support.
- **Repetition is good.** Don't assume that once they've heard something, they know it or will retain it. Remember—it takes 21 times to make something a habit.

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Trekking Boldly Forward With... Special Report

Submitted by: **Jacqueline B. Bell, USA Funds Services Account Executive**

Twelve Tips Can Help Prevent Identity Theft

Identity theft is a crime in which someone wrongfully obtains and uses another individual's personal data for personal or economic gain. Criminals fraudulently use the identity of others to obtain credit, identification cards, driver's licenses, birth certificates, Social Security numbers, travel visas and other official government papers.

Identity theft can have devastating consequences for the victim, who may face long hours of closing bad accounts, opening new ones and repairing wrecked credit records. In addition, it may take significant out-of-pocket expenses to clear a victim's credit and legal standing. In the meantime, victims may be denied jobs, credit, access to financial aid or college admissions, housing and auto loans, or even be arrested for crimes they didn't commit. Unfortunately, the experience of thousands of victims is that it often requires months, and even years, to navigate the frustrating identity-recovery process.

The following 12 tips are offered to help you and your students avoid becoming identity-theft victims:

1. Carry only necessary personal information—don't carry your Social Security card unless you have an immediate need to use it.
2. Cancel credit-card accounts no longer in use.
3. Report lost or stolen credit and debit cards immediately, asking that those accounts be closed and new ones opened to replace them.
4. Cut up old credit and ATM cards before discarding them.
5. Carefully review all bank and credit-card statements to be sure that all transactions are legitimate.
6. Carefully discard ATM and credit-card receipts.
7. Do not write PINs on any ATM or credit cards, and don't carry PINs with the cards.
8. Sign credit and debit cards in permanent ink as soon as they are received.
9. Do not preprint driver's license, telephone or Social Security numbers on checks.
10. Report lost or stolen checks immediately, asking the bank to block payment on any check numbers involved and reviewing new checks to ensure that none have been stolen in transit.
11. Be aware of any missed or untimely delivery of statements or other expected financial correspondence.
12. Review credit reports regularly. Free copies of credit reports are available annually from each credit-reporting agency. Individuals should check the reports for accuracy. In addition, consumers can visit www.annualcreditreport.com to request free copies of their reports.

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Trekking Boldly Forward With...

Special Notice to the Membership

Submitted by: Erik Melis, VASFAA President

VASFAA Ends Business Relationship with MyRichUncle

As many of you are probably already aware, there have been a flurry of discussions going on via a variety of listservs regarding the statements that MyRichUncle (MRU) made on their web site and in other articles and interviews about preferred lender lists, kickbacks and payola that schools are supposedly taking to recommend lenders and about the basic untrustworthiness of the financial aid administrators.

Following the lead of NASFAA, SASFAA and several other associations, the VASFAA Executive Board voted unanimously at our most recent board meeting to end our business relationship with MyRichUncle until such time as '...we have seen sufficient evidence of a public retraction of the statements impugning the integrity of financial aid administrators and until we have seen a shift in MyRichUncle's marketing strategy.' I have drafted and mailed, with Board approval, a letter to MRU detailing our action. To quote from parts of our letter: 'The relationships between financial aid administrators, the students we serve, and their families are often fragile ones simply because of the sensitive nature of the family finances that we take up in our discussions with them daily.

The shadow of doubt and mistrust that you have cast over our profession has done significant if not irreparable harm to these relationships.' and 'Bringing into question, as a group, the trustworthiness and motivations of the dedicated and honorable members of our profession as a mechanism to increase the market share and profitability of MRU is a most unprofessional way to conduct business.'

The Board felt it was important for the membership to be aware of this action taken on behalf of the association. We also wanted to make it clear that the action of the Board in no way inhibits or curtails the rights of individual member institutions to work with MRU or avail themselves of MRU's products or services. Since MRU has all but threatened litigation for any school that refuses or delays certification of any MRU loan, we also felt it important just to remind everyone that a school may not deny a student their choice of lender for a federal loan except in the case of FFEL vs DL schools. We know that you would never do that anyway but given the adversarial nature of MRU's marketing strategy and the letter VASFAA sent to MRU, we just wanted to make sure you were aware of their scrutiny.

We will keep you apprised of any responses from MyRichUncle or any updates to the situation.

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Trekking Boldly Forward With...

Special Notice to the Membership

Submitted by: Erik Melis, VASFAA President

VASFAA is pleased to announce its renewed partnership with the National Association of Student Financial Aid Administrators (NASFAA) and its Web-based training program, LearnStudentAid.org.

One of NASFAA's primary missions is to provide training to financial aid administrators at all experience levels. Since September 2004, LearnStudentAid.org has been offering on-line courses for those who are new to the profession.

We recognize that many of you already benefit from state, regional, and other training. However, NASFAA's LearnStudentAid.org fills the gap when there is no money in the budget to send someone away to training, and when someone new begins and there is no planned training in the state at that time.

This new benefit of state association membership will provide you with the opportunity to train online at prices that are 10% lower than the price of the same course package that is available to those who do not participate through a state partnership. If your institution is a NASFAA member, individuals will pay \$216 for the four-course "Financial Aid Fundamentals" package (currently priced at \$240). If the institution is not currently a NASFAA member, individuals will pay \$306 (off the current non-member price of \$340) for the four-course package. These prices are good through June 30, 2007.

Benefits to You

- Courses begin the first of each month, so there is very little wait time for training.
- There is no time out of the office required and no travel time or associated travel costs.
- Training is reasonably priced, PLUS learners receive a discount on the full four-course package because they are a member of your state association.
- Trainees get access to the NASFAA Web site and the NASFAA Encyclopedia for the duration of their training, whether or not their institution is a member of NASFAA.
- Each participant is assigned an individual account and gets individual credit for completing the courses in the form of certificates of completion from NASFAA.

How to Participate

- Go to www.LearnStudentAid.org



and review the courses available through the four-course "Financial Aid Fundamentals" package. These courses are:

- FA 101 – Overview of the Student Financial Aid Programs
- FA 102 – Application Processing
- FA 103 – Cost of Attendance
- FA 104 – Need Analysis

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Please note that the reduced price is only available for the four-course package.

- Go to the LearnStudentAid Web page at www.LearnStudentAid.org.



- Review "How to Enroll," which includes a link to the LearnStudentAid.org registration form.
- Complete the LearnStudentAid.org [registration form](#). Indicate whether your institution is a NASFAA member or not, enter the discount (coupon) code of VA0607, and sign up for the four-course package.
 - Submit your confirmation with payment information by fax or mail to NASFAA.
 - Once you have registered, NASFAA will confirm your registration and send you by e-mail all the information you need to get started on the first day of online classes.

Good luck! If you have any questions about the state benefit, you can contact Erik Melis at emelis@gmu.edu. If you have questions about registration or other matters relating directly to LearnStudentAid, contact LearnStudentAid@nasfaa.org.

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Trekking Boldly Forward With... The Financial Aid Shell Game

Coordinator of Information Technology for Student Services, Christopher Newport University

Search Re-Opened (September 21, 2006)

Christopher Newport University invites applications to fill the position of Coordinator of Information Technology for Student Services. Reporting to the Vice President for Student Services, this position will be responsible for coordination of the Banner Student Information System for the Division of Student Services. The successful candidate will be the principal liaison with Information Technology Services (ITS) and corresponding Student Services offices. This position will assist the Division of Student Services and ITS in the development, documentation, and implementation of a system that contributes to achieving the goals of the Division and the University including automation initiatives that enhance program/record integrity and promote the spirit of the "students first" concept.

A Master's Degree in a related field or a Bachelor's degree in a related field with significant experience that equates to an advanced degree is required. The successful candidate must have significant and progressively responsible management experience in one of the following functional areas with general knowledge of the other two related areas: Academic Records and Registration, Financial Aid, or Recruiting and Admissions. Demonstrated experience working with a higher education software vendor such as Sungard/SCT Banner; demonstrated system project leadership and technical background; evidence of excellent written and oral communication skills; strong managerial and leadership experience; extensive experience with SQL, PL/SQL, and Pro*C required; excellent interpersonal and consensus building collaboration skills; extensive knowledge of relational databases; and knowledge of the rules, regulations and laws regarding admissions, financial aid, and student records are required. Preference will be given to candidates with a high level of proficiency with SCT Banner Student Records System; systems management experience; experience with report writing tools such as Toad, Brio, and/or Access; supervisory experience directing, evaluating, and assessing the work of others; and programming and database management experience.

Interested parties are requested to submit a letter of application; current resume; and the names, addresses, and telephone numbers of at least three professional references to:

Director of Equal Opportunity and Faculty Recruitment Coordinator of Information Technology for Student Services Search #7256 Christopher Newport University, 1 University Place, Newport News, VA 23606-2298, or mlmoody@cnu.edu.

Review of applications will begin October 20, 2006. Applications received after October 20, 2006, will be accepted but considered only if needed. Criminal history background check required for finalists.

THIS SEARCH HAS BEEN RE-OPENED. APPLICANTS WHO HAVE ALREADY APPLIED DO NOT NEED TO RE-APPLY.

Assistant Director, Hampden Sydney College

Hampden-Sydney College invites qualified applicants to fill the Assistant Director of Financial Aid position.

The Assistant Director supports the Director of Financial Aid in assuring that financial assistance is provided to all eligible students in accordance with applicable federal and state regulations and College policies and procedures. The individual will be responsible for explaining all aspects of the financial aid process and providing high quality customer service to students, parents and other constituents. In addition to providing financial aid counseling to families, the Assistant Director will coordinate the selection and awarding of several million dollars in annual and endowed scholarships. Additional responsibilities include: to administer the Federal Pell Grant, Academic Competitiveness Grant, SMART Grant programs; enter, retrieve, and post electronic federal data records from the federal Central Processing System; coordinate and oversee the electronic exchange of federal and institutional aid application information; review applicant data, including the verification of federal applicant data.

Qualifications: Bachelor's degree (BA or BS) required, 3-5 years previous experience required or equivalent combination of education and experience. Must have strong computer and accounting skills. Previous experience in a similar office environment is required.

Deadline for applications: October 16, 2006. Send resume or application to: Barbara Armentrout, Hampden Sydney College, PO Box 127, Hampden-Sydney, VA 23943.

Submitted by Keith Wellings, Hampden Sydney College

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Trekking Boldly Forward With... Humor in the Workplace

Submitted by: Gary Spoales, VASFAA Editor

If we didn't have humor, what would the world be like? Better yet, what would life in higher education be like? Here are a couple of attempts to lighten your day. As with most humorous wording, you can always change a few words and make it fit your situation.

A recent trend in higher education institutions was the introduction of business practices related to "Quality" and "Business Process Re-engineering". Over time, I've been through these and many other attempts to improve the work environment from someone else's perspective. I imagine that most of you can relate to the concepts.

A colleague sent me this related bit of humor: "Nowadays, many institutions are undergoing 'process re-engineering' – a new term for reducing the work force while maintaining productivity. At a seminar, a manager explained it to me this way...

What does the optimist say about the glass and the water?
Answer: It is half full.

What does the pessimist say about the glass and the water?
Answer: It is half empty.

What does the process re-engineer say?
Answer: You have twice as much glass as you need there!

Famous quote that you might translate with different words to describe someone you know at home or work:

"I looked in the mirror one day and I said to my wife, 'How many great coaches do you think there are?' She replied, 'One less than you think!' – (An exchange between Penn State football coach Joe Paterno and his wife)

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Trekking Boldly Forward With... Leadership and Training Opportunities

Submitted by: **Ed Irish, Experience Aid Officers Training Committee**

October Workshops Update

VASFAA offered a comprehensive training workshop at William and Mary on October 16-17. On the 16th, we had day-long sessions for support staff and new aid officers. From noon-noon on the 16th and 17th, we offered an experienced aid officers' workshop. The theme was measuring ability to pay, with individual sessions including 1) FAFSA: more or less data; 2) need analysis by the internet; 3) cultural issues in need analysis; and 4) using professional judgement.

The cost for the support staff/new aid sessions was the \$30 for VASFAA membership if the attendee is not currently a member. The cost for the experienced meeting was \$70 plus an additional \$30 for those who are not already VASFAA members.

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Trekking Boldly Forward With... Graduate and Professional School Perspectives

Submitted by: Debra Harber, University of Mary Washington

Editor's Note: Occasionally our colleagues find issues that perplex them or require confirmation from their colleagues to ease their minds. I'd like to thank Debra Harber for agreeing to pose a recent issue to the newsletter. Please reply to Debra with your thoughts and copy the newsletter for publication in the next issue. Sharing ideas through the newsletter helps everyone have a better day.

Undergraduate (UG) Students Enrolled Graduate (GR) Courses

Please review the following information regarding eligibility for aid.

UMW is discussing a new 'jump start' policy that allows students in their Senior year to enroll in one or two UMW graduate courses in preparation for our MBA and MED programs. The students would be UG degree-seeking and the GR courses would not count towards any degree at that time. If the students are later accepted into one of the graduate programs, the courses would then be counted towards the GR degree. (They would change from non-degree courses.)

As long as the students are enrolled in at least 12 credits of UG courses, I don't see a problem with their aid. However, I am inclined to think that if Stella Student is enrolled for only 9 credits in UG courses and 3 at the 'non-degree' GR level, she is only eligible for aid as a 3/4 time UG student. Any advice would be appreciated.

Editor's note: Send your advice directly to [Debra Harber](#) and copy the newsletter for publication in the next issue.

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Calendar Guide

2006	
October 16 -17	VASFAA New Aid and Support Staff Training Williamsburg, VA
October 17	VASFAA Experienced Aid Officer Training Williamsburg, VA
October 31	USA Funds Training Hotel Roanoke - Roanoke, VA
November 1	USA Funds Training Doubletree Richmond Airport - Richmond, VA
2007	
January 8	Board and Award Nominations Deadline for VASFAA
February 11-14	2007 SASFAA Conference Renaissance Hotel - Nashville, TN
2008	
February 17-20	2008 SASFAA Conference Hyatt Regency - Arlington, VA
2009	
February 7-11	2009 SASFAA Conference Myrtle Beach Convention Center

2005-2006 VASFAA VOICE Article, Ad, Photo Submission Windows

Issue	Submission Deadline	Publication	Focus
Fall 2006	September 10	October 1	Leadership Development
Winter 2007	December 15	January 10	Training
Spring 2007	March 20	April 10	Conference
Summer 2007	June 1	July 1	Transitions

Send all submissions to Gary Spoales, Newsletter Editor, via email @ gary.a.spoales@bankofamerica.com.

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VASFAA HI-JINX Answer Key: 1-D, 2-E, 3-B, 4-A, 5-C

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