

PASFAA

Pennsylvania Association of Student Financial Aid Administrators

NEWSLETTER

NUMBER 5

SEPTEMBER 1988

VOLUME XXI

20th Annual
Conference
The
Hotel Hershey,
Hershey,
Pennsylvania
October 2-5,
1988

FROM THE PRESIDENT:

Dear PASFAA Member:

It's hard to believe, isn't it? It's almost time—for another academic year to begin, for another PASFAA annual conference, another PASFAA election!

The 1988-89 PASFAA Council held its last official meeting in June but continues to work, along with committees, for the benefit of the membership.

I call your attention to three very important matters at this time.

First, plan to attend the 20th annual PASFAA Conference October 2-5. Articles in this newsletter provide information as will the materials being sent to you for registration. The conference committee has been very busy planning interesting sessions and social events, and Hershey is ready for us!

PASFAA is pleased to honor PHEAA and past PASFAA presidents at the Tuesday luncheon. PHEAA board members are planning to attend for this special ceremony. As PASFAA celebrates its twentieth year and PHEAA approaches its 25th year, Council wants to thank the Agency for its innovative work on behalf of the Commonwealth's post-secondary institutions and students.

Second, the October election provides an opportunity for several persons to express their interest in working for the association. We are pleased to have a full slate of eager candidates. Your support of the candidates and casting of your ballot at the Conference are an important part of our on-going activities.

Third, financial aid officers must keep ever vigilant! As Vice President and Government Relations Chair Mary Miller points out in her article, there are several NPRMs which will require our immediate attention. Talks at the NASFAA Conference with Department of Education officials made us aware that they are truly looking for input from the aid community. The proposed GSL default regulations, for example, are probably harsher than they need to be, particularly for schools with low default rates.

A tiered or phased in requirement of these additional provisions, based on the school's default rate, would probably be accepted by the Department **IF** enough responses to the NPRM are received. **Why**, we can reason, **should schools with 5% or lower default rates—already doing a good job at keeping those rates low—have to jump through several more hoops along with the schools with much higher default rates?**

It is not unusual for PASFAA to urge its membership to write in response to NPRMs. Yes, it is a busy time of year, and we don't know where to find another minute in the day. But these NPRMs will, no doubt, be among the most important of recent years. A few minutes of our time now could mean much saved time later if we can convince ED of more efficient and fairer ways to process student aid and to lower defaults.

Wouldn't it be an accomplishment if PASFAA could send about 300 letters to ED on these important issues? **If everyone would light just one little candle.....**

Sincerely,

Sheila Angst
President

FEATURES

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1987-88 PASFAA EXECUTIVE COUNCIL

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Joyce M. Frantz
The Reading Hospital School
of Nursing
(215) 378-6958

Editor xerpts

- The Newsletter publishes financial aid position openings free-of-charge and accepts signed letters to the editor.
- Lenders speak up! We need more articles for the Lender Language section of the Newsletter. Please contribute whatever you feel is newsworthy.
- We are expanding the dates to remember section on the back cover of the Newsletter. Please send events and dates to the Editor well in advance of the event.
- Position changes/personal notes: We will publish position changes and personal notes as space permits in each Newsletter.

PUBLICATION SCHEDULE

The PASFAA Newsletter is scheduled to go to final print during the last week of November, January, March, May and August. All contributions to the Newsletter must be submitted at the very beginning of each of these months. Please direct inquiries and all copy to:

Vali G. Heist
PASFAA Newsletter
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(215) 777-5411

Subscription to the PASFAA Newsletter is included in the Membership fee. Contact Bill Irwin, Lock Haven University, for information on PASFAA Membership.

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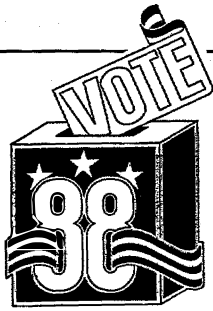
Pasfaa Polpourri

MOVING OR CHANGING POSITION?

PASFAA membership belongs to the individual and not your institution. Please be sure to provide PASFAA with changes of address or changes in title. Membership directories are printed for PASFAA by Bob Prince and Financial Collection Agencies. You should review your entry and submit any necessary changes to Georgia Prell, Financial Aid Office, East Stroudsburg University, East Stroudsburg, PA 18301 where the membership list is maintained.

1987-88 PASFAA COMMITTEES

Committee	Chairperson
Government Relations	Mary Andrews Miller
Membership and Elections	William Irwin
Professional Standards and Training	Milosh Mamula
Public and Professional Information	Vali G. Heist
1988 Conference	Michael Schreier
1989 Conference	Chris Zuzack
1989 Hotline	Helen Nunn



NOMINATIONS FOR 1988

submitted by William Irwin, Lock Haven University

The first phase of the PASFAA nominations process is now completed. Nominations have been received for each of the four offices that begin new terms in October. In accordance with the By-Laws, the two persons receiving the highest number of nominations will have their names on the ballot. Each candidate has been contacted to secure their agreement to run for office, so that the persons appearing below have been duly nominated and have agreed to run.

* * * * *

PRESIDENT-ELECT

Rachael Lohman
Director of Financial Aid
Wilkes College

TREASURER

Betty Davis
Director of Financial Aid
Community College of Alle-
gheny County—South

Helen Nunn
Director of Financial Aid
Susquehanna University

VICE-PRESIDENT

William Burke
Associate Director of
Financial Aid
University of Scranton

Frederick Wilson
Vice President for Administra-
tive Services
Gordon Phillips Beauty School

SECRETARY

John McKeown
Financial Aid Assistant
Kutztown University

* * * * *

At the first session of the annual business meeting on Sunday, October 2, nominations from the floor will be received for any office. Following that meeting, voting will begin and the ballot box will be available at the Conference Registration Desk at all times that the desk is staffed. The balloting will end at 12:00 noon on Tuesday, October 4 and the membership and elections committee will announce the results at the second session of the business meeting, later that day.

In keeping with the procedures adopted by PASFAA Council, absentee balloting will be made available to persons unable to attend the conference. Please refer to the article elsewhere in this newsletter concerning absentee balloting.

ABSENTEE BALLOTING

At the 1987 Annual Conference, the membership approved an absentee balloting procedure. This was proposed by PASFAA Council to allow individuals who cannot attend the annual conference to vote in PASFAA elections. This 1988 election will be the first time that the procedure is implemented.

In order to vote by absentee ballot, a person must renew membership for the next fiscal year and request a ballot in writing. On the 1988 conference registration form there will be a provision for individuals who cannot attend the conference to renew their membership for 1988-89. Also on that form will be a place to check to request an absentee ballot. Anyone who cannot attend the conference should use the registration form to renew membership and, if they wish, to request an absentee ballot.

Absentee ballots must be requested by September 1, 1988. Ballots will be mailed upon receipt of a request. The voted ballot must be returned to the Chairman of Membership and Elections at least one week prior to the start of the conference, using the

double envelope. The chairman will then bring any such ballots to the conference where they will be opened and counted by the committee prior to the counting of ballots cast at the conference. Individuals who cast absentee ballots will not be able to vote for any candidates who may be nominated at the business meeting. Since write-in votes are only acceptable for nominated candidates, absentee ballots cannot contain write-in votes.

It should be emphasized that absentee ballots are available only to individuals who know in advance that they will be unable to attend the conference. Also, once an absentee ballot is requested, that person cannot receive a ballot at the conference, if they attend. The procedures described above are as contained in the By-Laws of the association. Any questions about the procedure should be addressed to Bill Irwin, Chairman of the Membership and Elections Committee. Feel free to phone (717) 893-2344 or to write c/o Student Financial Aid Office, Lock Haven University, Lock Haven, PA 17745.

EXECUTIVE COUNCIL NOTES

The 1987-88 Executive Council last met in Harrisburg at the PHEAA Board Room on Monday, June 6, 1988. In addition to the reports from various committee chairs appearing elsewhere in this newsletter, the following items were discussed:

Financial Matters: Council reviewed information from the treasurer and 1988 conference chair regarding fee structure and decided on the following: there would be no change in the membership fees for the 1988-89 year and they would remain at \$27 for active members, \$25 for associate members and \$10 for student members. Conference fees for 1988 were set, and Council discussed the importance of keeping fees as low as possible for the 1989 event.

Council also discussed the criteria for reimbursement of expenses for sector representatives and work with their constituents.

Some time ago, Council developed a statement concerning financial planning companies. During the year efforts were made to have other organizations such as the admissions group and counselor groups in PA co-sponsor the statement which aims to inform students about free services available and to steer them away from any unscrupulous planners. The statement will be revised during 1988-89 to present a clear and concise message to students and parents.

PAATP&PDC Committee: Council has subsequently been notified that Sheila Angst has been selected from the valid nominees to fill the vacant term on the PAATP Program and Planning Development Committee. Several nominations were received by PASFAA, reviewed and submitted to PHEAA for selection.

SURVEY RESULT DEADLINE EXTENDED!

- _____ I forgot to mail back my survey
- _____ I accidentally filed the survey in the wrong folder
- _____ I haven't read my mail since May
- _____ I spilled coffee on my survey and was too embarrassed to mail it
- _____ I was on vacation

For whatever reason you have for not returning your survey on time, we are granting full unconditional pardons if you return your completed survey by 9/23/88. The survey is found on page 11 of this Newsletter. Right now, we have close to a 50% return rate but we're hoping to have a 100% return rate prior to the publishing of the results. If you have already mailed your response, please don't send it again. If not, please mail your return today! We're counting on you!!!

ERRATA

Betty Davis was left off the list of Hotline Volunteers for 1988. Thanks for your help Betty!

PAATP NEWS

PASFAA MEMBERS ASSIST ON PAATP

More than thirty PASFAA members served in the PAATP training effort in 1987-88. They serve on committees, as consultants and as faculty for the various training workshops and programs scheduled throughout the commonwealth and throughout each year.

New PASFAA members become involved each year in the various training efforts, offered jointly by PASFAA and PHEAA through the Pennsylvania Aid Administrators Training Program. Those newly involved for 1987-88 are noted with an asterisk below.

Individuals Serving the Pennsylvania Aid Administrators Training Program for the 1987-88 Program Year

Angst, Sheila	Albright College
Bateman, Gordon McK.	Elizabethtown College
Browning, Cheryl	Berean Institute
Bucher, Douglas J.	PA Academy of Fine Arts
*Chance, Henry L.	King's College
Davis, Betty	CCAC; South Campus
Dutkovich, Frank M., Jr.	Duquesne University
Hayes, J. Patrick	PNC Education Loan Center
Hetherington, Kathleen	Community College of Philadelphia
Irwin, William A.	Lock Haven University of PA
James, Arthur J.	Harrisburg Area Community College
Joseph, Frederick A.	Indiana University of PA
Laszewski, Ronald T.	Bucknell University
Lewis, Michael	PSFS; Meritor Savings Bank
Loughran, Patricia	St. Francis College
*Lucas, Mona	CCAC; Boyce Campus
Mamula, Milosh	Allegheny College
McCarty, Barry	Lafayette College
McGregor, Rose Bobak	University of Pittsburgh at Johnstown
Miller, Mary Andrews	Indiana University of PA
Olinger, Charles	Fidelity Bank
Paoletta, Kerry	McDowell Bank
Pergolin, John A.	St. Joseph's University
Raley, Donald V.	Dickinson College
Reichel, Juanita	Marine Bank
Saleh, Renee	Kutztown University of PA
Shunk, Ronald L.	Gettysburg College
Smith, Kathleen	The Boyd School
Srsic, William	Indiana University of PA
Walter, George J.	LaSalle University
*Watson, Richard K.	University of Pittsburgh at Titusville
Wilson, Frederick	Gordon Phillips Beauty School

What's up in Washington

GOVERNMENT RELATIONS UPDATE

*submitted by Mary Andrews Miller,
Indiana University of Pennsylvania*

The following is a summary of legislation passed, pending legislation, NPRM's and information you should be aware of:

Legislation passed: HR 4639 was signed by President Reagan on July 18th. Some of the provisions included in the bill are— income taxes paid to the governments of the U.S. territories and foreign countries are to be treated the same as U.S. income tax for need analysis purposes.

Once the GSL Program becomes the Robert T. Stafford Student Loan Program, the loans will be officially known as Stafford Loans. Modify a provision of the technical amendments of 1987 that allow a deferment for medical internships by extending the provision to cover all current borrowers, not only those who borrowed after the effective date of the technical amendments.

For the SLS Program, Pell Grant and GSL eligibility will have to be determined before SLS loans can be made, and the SLS eligibility will be limited to cost of attendance minus all aid. There is also a provision included which will require multiple disbursements of SLS loans but only for loans made after October 1 of 1988. Also within this bill there is a provision that if the state issues a certificate such as for teacher certification, then that student is eligible for GSL consideration.

Reinstatement of eligibility for PELL, SEOG and CWSP for citizens of the Federated States of Micronesia and the Marshall Islands.

Legislation introduced on GSH default prevention and initiatives by both the House and Senate: HR 4798 called the Student Default Initiative Act of 1988—re-establishes the current authorized PELL maximum award amounts and permits the secretary to borrow up to 10% of the succeeding year's allocation if a shortfall occurs in the preceding fiscal year. Revises the independent definition to include graduate/professional and married students as one of the conditions to be considered as automatically independent and excludes parental resources and student aid as part of the \$4000 worth of resources. Requires that first-year first-time GSL borrowers not have their GSL check negotiated until 15 days after the beginning of the enrollment period. Institutions are to withhold academic transcripts for students who are in default of their GSL unless this would prevent them from securing employment and repaying the loan. For academic year 1989-90 for needs analysis purposes, the term 'assets' shall not include the net value of the family's principal place of residence, a family farm, or a small business.

In addition this bill institutes a default reduction agreement that requires the secretary to submit to Congress an annual default report, and those institutions who fall within the top 5% by

annual default rates and dollars will experience a program review. After the program review is conducted the secretary or state guaranty agency will enter into a negotiated default reduction agreement with the institution based on the findings of the program review.

Conditions of the agreement included additional training in the administration of the Title IV Aid Programs, requirement to conduct entrance and exit interviews, institutions must contact the student during the grace period, etc. This agreement shall not be in effect longer than 3 years.

The Senate Version S. 2647 has many of the same components as the House Bill with the following differences: For first-time undergraduate borrowers, the GSL shall not be disbursed until 30 days after the beginning of the enrollment period and until the institution certifies to the lender that the student continues to be enrolled in good standing at the institution. Adds a 5% administrative fee to SLS and PLUS loans. Adjusts the dependent students income contribution from 70% to 40%.

An NPRM will be forthcoming which addresses changes to verification. Some of the changes are: the student may update dependency status as a result of an actual change in marital status. Untaxed income that we will be required to verify are social security, interest on tax free bonds and child support. Dependent applicant's income will also have to be verified for PELL.

Zero SAI Charts will be eliminated. SAI recalculations will be eliminated. (If the index changes but the dollar amount doesn't it will still have to be sent to PELL for corrections.) The absolute tolerance will be \$200 for all Title IV aid programs. We can also expect an NPRM which will be a technical update to the general provisions. One item of interest to this NPRM—if a student has 2 years of post-secondary education, these 2 years can be considered equal to a high school diploma.

Other information: Beginning July 18th, SARS that are generated by the PELL Processing Center will have a comment regarding selective service registration. A match is now being done between the central processor and the Selective Service Administration. If the message indicates that the student did not register, and you have a Selective Service Statement, you must also obtain official documentation that the student is registered—obtaining documentation should be an interesting experience for all of us. On the 1989-90 application, a check-off will appear where a student can request to register for the Selective Service through the application.

The dislocated worker analysis makes up 4.7% of the applications processed to date. There are plans to eliminate Part III, the payment document for PELL Grant for the 1990-91 year.



HERSHEY HOST OF PA FAO's

*submitted by Michael Schreier,
1988 Conference Chairman*

Extra! Extra! Read all about it!! All roads lead to Hershey! Chocolate town, USA to host PA FAO's Twentieth Annual Conference sure to be "BOFFO"!!!!

The 20th Annual PASFAA Conference premieres October 2, 1988 at the Hotel Hershey in Hershey, PA starring many luminaries from the world of financial aid from across the Commonwealth. Various gala events, educational and entertaining, are scheduled to celebrate this gathering.

Touted as the only "3 star" hotel in Pennsylvania, the Hotel Hershey, although not usually thought of as a resort, has all the facilities associated with one. In keeping with The Hershey's reputation as the "Chocolate Capital of the World," the hotel is planning to include chocolate at every meal. Those "chocololics" among us will be in heaven.

Sunday, October 2, will feature round one of the Financial Aid Bowl and the Annual Fun Run. Also, PAATP will be sponsoring a training session for new aid administrators during the afternoon. For those who are new to the profession, the PAATP training and the Financial Aid Bowl are a must. For those old hands, the Bowl will be an entertaining way of checking out your own knowledge.

Sunday evening will be highlighted by an Italian Buffet including antipasto, pasta, ravioli, Italian sausage, pastries and Italian ice. To add to the setting, red-checked tablecloths and bread sticks will be used to decorate the tables and a strolling violinist will serenade. Dinner will be followed by dancing so be sure to bring your dancing shoes.

Monday, October 3, will be highlighted by the keynote address following luncheon. We are very lucky to have Brother Patrick Ellis, F.S.C., President of La Salle University, as our keynote speaker. Throughout his distinguished career, Brother Patrick has been very active in education and has been a champion of higher education. During the 1986-87 year, he served as chairman of the Pennsylvania Association of Colleges and Universities (PACU). His comments will surely prove to be not only thought provoking but entertaining as well.

Monday will also provide time for the segmented meetings which always generate much discussion.

Another discussion generator is always the federal update. This too will occur on Monday. Both Dewey Newman and Dan Lau from the U.S. Department of Education have agreed to participate in this year's conference. This session should prove exciting as always.

CONFERENCE ALL ROADS LEAD



Let's hope those "dancing feet" have recovered from Sunday evening since once again, following the banquet Monday, a DJ will be on tap. Also, the hotel swimming pool is open until 10 P.M. for your use.

The Conference Committee has resurrected the concept of a general session for Tuesday.

The biggest news in financial aid this year has been the switch to congressional methodology and the birth of the concept of "professional judgement." Debra Schreiber, Director of Financial Aid Services for the eastern region of ACT, will present this topic in the form of a general session Tuesday morning.

Not only has the PASFAA Conference reached a milestone by celebrating its 20th, but PHEAA is also celebrating an anniversary. In view of this, Tuesday luncheon is being billed as "Honoring PHEAA." Since its establishment, PHEAA has grown from serving the financial aid community of Pennsylvania to being respected and providing services nationwide. It is time to let our appreciation be known.

The excitement level on Tuesday will not diminish with round two of the Financial Aid Bowl occurring during the afternoon immediately preceding the closing business meeting where the election results will be announced.

At last there will be a chance to breathe and sample the wonderful cuisine in the circular dining room of the Hotel Hershey. Dinner will be from the menu in the dining room. Gentlemen are reminded that jackets are required to be worn in the dining room and reservations are a must.

Arrangements have also been made to have the hotel pool open until midnight for your enjoyment. Or, you may want to relax quietly in the Iberian Lounge or on the terrace outside the fountain lobby.

Wednesday morning will be devoted exclusively to the PHEAA Update. As always, the PHEAA staff, including Jay Evans, Gary Smith, and Bob Pearl, will provide an enlightening glance at the coming year in financial aid. This time will provide many things about which to think as the journey home begins.

NCE 1988 D TO HERSHEY!



FORMS FAIR

Got a few extra forms around the office? Don't throw them away!!

Why not share them with your colleagues and friends at the PASFAA Conference Forms Fair. Once again the PASFAA Conference will sponsor the Forms Fair designed to share ideas, brochures, letters, forms, etc., with other financial aid officers attending the conference. Gather all your forms, letters, etc., and send a copy of each to: Bonnie Lee Behm, Director of Financial Aid, Thomas Jefferson University, College of Allied Health Sciences, 130 S. 9th Street, Philadelphia, PA 19107. Your forms will be on display at the conference. Sign up sheets will be available so you can request copies of forms from others as well. Don't be shy! Show off how creative you really are to your friends!!



ALL WORK AND NO PLAY MAKES JACK A DULL BOY!

Even though this year's PASFAA Conference features a packed agenda, there will still be time for relaxation. The Hotel Hershey has facilities for swimming, golf, volleyball, tennis and various other activities in which to take part. In addition, you may escape the conference and visit the Hershey Gardens, Zooamerica, or Chocolate World just for a break.

The Conference Committee has also planned numerous events to keep your interest. Did you ever wonder how many kisses there were in a jar? Not real kisses, but chocolate kisses? Well, you'll have your chance to show just how good you really are and maybe win all those kisses too.

This and much, much more will be available at the 20th Annual PASFAA Conference. So be there!

ON THE LIGHTER SIDE...

Believe it or not... A student came in to the financial aid office and was concerned that her loan was going to arrive after her enrollment period had expired. She inquired... "Will I have to fill out a LATE DISMEMBERMENT form?" The forms are really getting tough...

Sector Sidelines

CAN WE COUNT ON YOU?

*submitted by Joyce Frantz,
Nursing Representative*

Since this is the last issue of the Newsletter PRIOR to the elections, I would like to take this column space to encourage all members of the Nursing Sector to vote for your organization's future.

The slate of candidates running this year represents many, many years of financial aid experience and expertise. The choice of which individuals step into the PASFAA leadership roles is in your hands.

This year, if you are unable to attend the Conference, you will be able to vote by absentee ballot. This idea was presented a few years ago and through the dialogue, conversations and discussions that ensued during the Council meetings, one consistent theme kept resurfacing. That theme was to serve the PASFAA membership in the best possible manner. By providing the opportunity for you to cast your vote for the PASFAA leadership, we hope to serve ALL PASFAA members who are unable to attend the Conference.

The Nursing Sector has consistently shown their support of PASFAA by supporting the Conference and by responding to the various issues that have arisen. This is quite commendable and you are all to be congratulated. However, at times, we still need a gentle reminder that one vote can make a difference. Please exercise your power to VOTE in the upcoming PASFAA election. We're counting on you!

HOTLINE UPDATE

*submitted by Helen Nunn,
Hotline Coordinator 1989*

Mary Frances Woodall, Associate Director of Financial Aid at Elizabethtown College, will act as co-chair for the 1989 PASFAA Hotline. Mary Frances joins Helen Nunn of Susquehanna University in planning and implementing this project.

The PASFAA Hotline is a week-long effort, part of Financial Aid Awareness Month, which offers prospective financial aid applicants and their families an opportunity to direct their questions to professionals from the financial aid community. The 1989 event is scheduled for January 23-27.

VINCE FEMIA—A TRUE FRIEND TO ALL OF US

*submitted by John A. Pergolin,
Private Four-Year Representative*

The financial aid community suffered a loss of a friend and true professional with the death of Vince Femia of Villanova University. Vince was a kind and generous man. He was a man who cared and shared. He cared for his family, his students and his associates. He shared his friendship and knowledge with many of us. When I first entered this profession Vince was helpful to me in a very professional and generous manner. He was an influence to me and to many others as we grew in this profession. Vince was one of the founding fathers of our association whose input and presence contributed to its growth and development. His presence at conferences, workshops and meetings rendered to the success and benefits of these affairs.

In this field, with its paperwork, regulations, pressures and hectic pace, knowing and associating with a man like Vince made it worthwhile. He had time for all who approached him for advice or assistance. Nothing was too much for Vince to do when asked for help. His presence, with his smile and easy manner, will be missed but not forgotten.

* * * * *

If you have any suggestions for the agenda for our next sector meeting, which will be held at our Annual Conference at the Hotel Hershey in October, please forward them to me.

MEMBERSHIP WILL REMEMBER TWO PASFAA FOUNDERS

*submitted by Sheila Angst,
Albright College*

PASFAA members were saddened to learn recently of the deaths of Vince Femia and Marion Bonney, two of the founders of the PASFAA association.

Vince Femia, director of financial aid at Villanova University where he had worked since 1961, died July 9th after a lengthy illness. He served 1970-71 as the third PASFAA president and tirelessly provided service to the association as a conference presenter and as auditor.

Vince is survived by his wife, Ruth of Havertown, and his three children. PASFAA president, Sheila Angst, sent a card and fruit basket on behalf of the membership to the family and a sympathy card to the Villanova staff.

The Vincent A. Femia Memorial Scholarship Fund at Villanova has been established and donations are welcomed.

It was also recently learned that Marion Bonney, known to many as the "founding mother of PASFAA," passed away late last year at her home in Florida after a lengthy illness. She was the first Lifetime Member honored by the association for her dedication and service.

PASFAA will honor both Vince and Marion at the annual Conference in October.

Regional and National NEWS

SEEING IS BELIEVING!!!

*submitted by Sheila Angst,
Albright College*

Even those who saw it might not believe!

The Financial Aid Bowl at the Denver NASFAA Conference held many surprises.

The two teams after semi-final competition were EASFAA (represented by the winning Massachusetts team from the EASFAA Conference) and WASFAA. To everyone's surprise and delight, the Department of Education added its own team into the competition.

ED's Fred Sellers, Margaret Henry and Pam Moran braved the true/false and multiple choice waters with a large ED cheering section on hand. All three teams' cheering sections vied for a few seconds to voice their support with noisemakers, confetti and pom-poms. Cut-up (old) federal regulations made wonderful streamers for the ED cheering section.

Though the EASFAA team garnered the most points up to the "final jeopardy" round, the WASFAA team won the hard-fought battle.

Many conference attendees thanked the Department team and cheering section for its enthusiastic team-spirit and for the opportunity for camaraderie.

EARA CONFERENCE

The Educational Accounts Receivable Association EARA will sponsor a conference October 31-November 3 at the Hershey Hotel in Philadelphia. The topic of discussion is "Student Loan/Receivable Collections." Cost for registration before August 1st is \$250; a novice workshop on Monday, October 31 at an additional cost of \$65 for novice collectors and bursars will also be available. A set of labels of PASFAA members will be given to this organization in their efforts to promote this event to aid officers, student loan officers and others working on college campuses. For further information please call Michelle Trasken at (215) 787-6211.

DE-DC-MD ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS, INC.

The 1988 Delaware—District of Columbia—Maryland ASFAA Neophyte Workshop will be held October 23 through October 28, 1988 at the Marlu-Ridge Conference Center in Jefferson, Maryland.

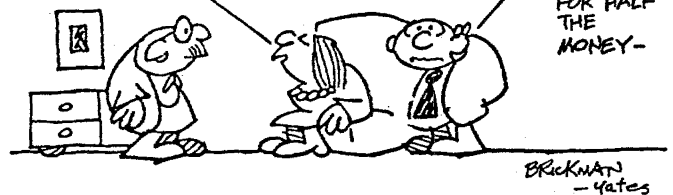
We have received Training materials from NASFAA and are busy coordinating the calendars of our faculty. Workshop instructors include experienced members of the financial aid community and Department of Education officials. With the able assistance of past students and faculty, we are constructing a program which should uphold our Association's reputation for a quality experience.

This year's workshop will feature a new session on Professional Judgement, as well as, planned social activities in the evenings to include dining out, an Awards Banquet and much more. Also, as in the past, participants will receive sufficient reference materials to stock their own financial aid library.

Spaces are limited, therefore, we encourage you to register as soon as possible. For registration information contact Sharon Austin at the University of Maryland, College Park Campus, (301) 454-5020.

WE'RE PROUD TO BE HELPING
OUR SON THROUGH COLLEGE -

I COULD
BE JUST
AS
PROUD
FOR HALF
THE
MONEY -



CPA OR PA NEEDED

For many years Vince Femia had conducted the audit of the Association's financial records and had prepared our non-profit informational tax return. With his passing, we are in need of a new volunteer to perform these very important duties. Please call Rachael Lohman, Treasurer, at Wilkes College 717-824-4651, ext. 4346, if you would like to provide this service to the Association.

POSITION OPENINGS

Albright College, Reading, PA. Counselor or Assistant Director, depending on experience and skills. Responsible for assisting in administration of federal, state and institutional student aid programs. Bachelor degree required. One to two years' recent experience in financial aid administration preferred. Good organizational, communication and counseling skills necessary. Position to be filled as soon as possible, starting date flexible. Applications will be accepted until Sept. 20 or until a suitable candidate is selected. Submit letter of application, resume and names of three references to Ms. Sheila Angst, Director of Financial Aid, Albright College, P.O. Box 15234, Reading, PA 19612. Albright College is a very competitive, private, four-year liberal arts college, and is an affirmative action, equal opportunity employer.

The **Institute of Security and Technology** is currently seeking a **Financial Aid Administrator** to supervise and manage Title IV Programs for its Florida Academy. Five years' Title IV experience with institutional financial aid management or supervisory experience. Baccalaureate degree preferred. Exceptional organizational and managerial skills required, as well as ability to develop staff and programs. Documented references will be requested. Energy, motivation, desire for advancement necessary. Compensation is competitive and commensurate with experience and demonstrated abilities. Forward resume, salary history, cover letter to: Deborah Beatty, Corporate Financial Aid Director, IST, P.O. Box 2128, Upper Darby, PA 19082. References will be required if selected to interview.

Director, Financial Aid Services, The University of Maryland University College. Responsible to the Associate Vice President, Student Services for administering all Federal, State, and institutional financial aid to students in the Statewide Programs, Asian Division, and European Division (including the Munich Campus) of University College. The Director oversees the Statewide Programs' offices of Financial Aid Services and of Veteran and Disabled Student Services, authorizes disbursements made by the overseas divisions, and is responsible for ensuring the compliance of all University College financial aid operations with Federal regulations. Bachelor's degree required, master's preferred. Three to five years' experience working with Federal, State, and institutional financial aid, in increasingly responsible positions. Familiarity with computer-based financial aid systems. Demonstrated managerial ability. Strong skills in oral and written communication. Salary in high twenties, commensurate with qualifications. Send application (consisting of a resume and letter of application, plus the names, addresses, and telephone numbers of three current references) to: Financial Aid Search Committee, c/o Associate Vice Chancellor, Student Services, The University of Maryland University College, University Boulevard at Adelphi Road, College Park, MD 20742. The University of Maryland actively subscribes to a policy of equal employment opportunity and will not discriminate against any employee or applicant because of race, age, sex, color, physical or mental handicap, religion, national origin, or political affiliation.

INTERESTED IN ASSISTING A PASFAA COMMITTEE?

The work of the Association presents many formal and informal opportunities for members to serve. If you are interested in assisting a PASFAA committee or providing a special skill during 1988-89, please complete the form below and mail it to Sheila Angst, Albright College, Reading, PA 19612. As committee chairmen review their needs for this year, they may be in touch with those who express interest.

PASFAA standing committees and chairmen include:

Membership and Elections—Sheila Angst, Past President
Professional and Public Information (Newsletter)—Secretary
Government Relations—Vice President
Conference Committee—Michael Schreier, 1988
Chris Zuzack, 1989

Hotline—Helen Nunn

Name and Title _____

Institution and Address _____

Telephone Number _____

Committee Preference(s) 1. _____ Special Skills _____

In Order of Interest: 2. _____ to offer _____

SURVEY FOR FINANCIAL AID AWARENESS ACTIVITIES PA ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS

Please complete this survey instrument and return no later than 9/23/88 to:

Ms. Joyce M. Frantz
Financial Aid Coordinator
Reading Hospital School of Nursing
Reading, PA 19603

Name of Person Completing Survey _____
Title _____
School _____
Phone No. _____

1. Number of persons in the aid office who conducted public financial aid sessions on or off campus during the 1987-88 academic year _____
2. Approximate number of programs conducted during the 1987-88 academic year (size of program doesn't matter) _____
3. Approximate total size of audience attendees at all the programs conducted by persons from your institution during the 1987-88 academic year _____

Our goal with these questions is to be able to make a statement that X number of PASFAA members conduct X number of programs and reach X number of persons in the Commonwealth each year.

4. Indicate the types of programs you conduct:
- _____ high school financial aid programs at invitation of secondary school
 - _____ on-campus programs for prospective and current students
 - _____ programs at other locations—specify types of locations _____

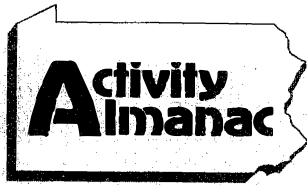
5. Do you (or other persons in your office) conduct any programs for students and/or parents of younger ages such as junior high school? _____

If yes, please briefly describe those programs, how long you've been doing them, their success, problems, etc.

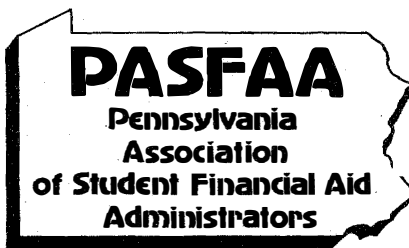
6. I am interested in assisting PASFAA with its expansion of Financial Aid Awareness activities. _____

Thank you for your assistance with this project.

PASFAA Ad Hoc Committee on
Financial Aid Awareness Activities
Ken Grugel, Chair
Rose Mary Stelma
John Pergolin
Joyce Frantz



- October 2-5 **PASFAA Annual Conference**, The Hotel Hershey, Hershey, PA.
- October 23-28 **DE-DC-MD ASFAA Neophyte Workshop**, Jefferson, MD.
- October 31-November 3 **EARA Conference, "Student Loan/Receivable Collections,"** Philadelphia, PA.



Alvernia College

Financial Aid Office
Reading, PA 19607



**It's the start of a
new school year for:**