

Pennsylvania Association of Student Financial Aid Administrators

HOTLINE 1989 TERMED SUCCESS

submitted by Helen Nunn

The 1989 PASFAA Financial Aid Hotline has come to a close after assisting more than 2000 students and their families with financial aid questions. During the five evenings of the Hotline, January 23-27, 1989, seventy-six PASFAA volunteers traveled to Philadelphia, Harrisburg, and Pittsburgh to answer telephone calls from across the state. The total number of calls handled was 2143, 134 more than were received during the 1988 Hotline.

The increase in the number of calls was due largely to an increase in publicity for the event, including coverage by two television stations. Channel 16 in Scranton and Channel 11 in Pittsburgh were cited as the source of nearly 28% of the calls. Newspaper advertising accounted for almost 39% of the calls while 16% of the callers received information about the Hotline from their schools.

Michelle Troutman and John Ebersole from the Public Relations Office at PHEAA lent great support in the production of materials and the mailing of Hotline information to more than 3200 legislators, high school officials, public librarians, radio and television stations, and newspapers. Joining in the publicity effort were Laurie Madson of Pittsburgh National Corporation (corporate sponsor of the event state-wide) and George Silvano of Fidelity Bank (PNC Philadelphia affiliate) who also helped us to achieve coverage by newspapers and radio stations throughout the Commonwealth.

Equally important to the success of the Hotline were the commitment and diligence of the site coordinators who assumed responsibility for everything from making and communicating work assignments to delivering deli trays to their respective sites. Special thanks go to Bonnie Lee Behm of Thomas Jefferson University (Philadelphia), Mona Lucas of the Boyce Campus of the Community College of Allegheny County (Pittsburgh), and Mary Frances Woodall of Elizabethtown College (Harrisburg) who also served as assistant chair for this year's event. She will take over as chair for the Hotline in 1990.

Pennsylvania's Governor, Robert P. Casey, along with the mayors of eight of Pennsylvania's largest cities (Allentown, Erie, Harrisburg, Pittsburgh, Reading, Scranton, Wilkes-Barre, and Williamsport) officially proclaimed January as "Financial Aid Awareness Month" in an effort to draw attention to the statewide concern for increasing access and attendance at post-secondary institutions.

FEATURES

PAATP Program	4	Directory Update	Insert
Banner "Idea"	6	Conf. Proposals	11

21st Annual
Conference
The
Sheraton Hotel,
Station Square,
Pittsburgh, Pa.
October 22-25,
1989

1988-89 PASFAA EXECUTIVE COUNCIL

Officers

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Allegheny College
(814) 332-4354

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Saint Joseph's University
(215) 660-1341

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(814) 865-6301

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(814) 226-2315

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Frederick Wilson
Gordon Phillips Beauty
School
(215) 352-1776

Nursing

Brenda A. DeVaughn
Lankenau Hospital School
of Nursing
(215) 645-3275

Editor Exerpts

- 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

Editions of the PASFAA newsletter are scheduled for December, February, April, June and September. Articles, editorials, positions available, or other contributions must be submitted in the month prior to publication. Please submit materials or questions to:

John McKeown
PASFAA Newsletter
Kutztown University
Kutztown, Pennsylvania 19530
(215) 683-4032

Subscription to the PASFAA Newsletter is included in the Membership fee. Contact Sheila Angst, Albright College, for information on PASFAA Membership.

NEWSLETTER STAFF

Editor	John McKeown, Kutztown University
Editorial Board	Sheila Angst, Albright College
	Vali Heist, Alvernia College
	John A. Pergolin, St. Joseph's University
	Georgia Prell, East Stroudsburg University
Membership List	
Maintenance	Michael Nemmo, Northampton Community College
Photography for this issue	John McKeown, Kutztown University

Pasfaa Potpourri

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 for 1988-89 are financially supported by PNC. 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. New member applications are available from Sheila Angst, Albright College, P.O. Box 15234, Reading, PA 19612.

1988-89 PASFAA COMMITTEES

Committee	Chairperson
Government Relations	William Burke
Membership and Elections	Sheila Angst
Professional Standards and Training	Rachael Lohman
Public and Professional Information	John McKeown
1989 Conference	Chris Zuzack

EXECUTIVE COUNCIL NOTES

The PASFAA Council met in October, 1988 at Hershey, Pa., on December 11 and 12, 1988 at Pittsburgh, Pa. and on February 13, 1989 in Harrisburg, Pa.

1988-89 Budget—The expenses for 1987-88 were reviewed and the budget for 1988-89 was proposed and unanimous approval was given by council.

Conference 1988—A final report was presented by Michael Schreier. The Hershey Conference had the second largest attendance ever for PASFAA Conferences.

Review of Goals and Objectives—Council reviewed the goals and mission for the association. Additional evaluation and discussion will be part of future Executive Council meetings.



PASFAA MEMBER'S ALERTNESS CORRECTS MISTAKE IN NATIONAL PUBLICATION

*submitted by John McKeown,
PASFAA Secretary/Editor*

John Bieryla, Bloomsburg University, observed that the GOOD HOUSEKEEPING magazine published an incorrect bit of information in its section, "Your Money," August, 1988 edition. John took the time to write "GOOD HOUSEKEEPING" and received acknowledgement in the December, 1988 edition. The following is John's letter and the magazine's response.

"I am writing about Denise Topolnicki's statement concerning trust funds and college financial aid. She said that a student applying for aid does not have to reveal a trust fund because the student would not have access to the money until age 25, after she attended college. THE 1988-1989 VERIFICATION GUIDE for TITLE IV FINANCIAL AID PROGRAMS indicates the trust must be reported as an asset even if the student is restricted from receiving proceeds from the trust until a later date. Since assets are used in computing a student's eligibility for financial aid, the trust may, in fact, reduce eligibility.

"GOOD HOUSEKEEPING"

After receiving your letter I discovered that I had been given incorrect information by the National Association of Student Financial Aid Administrators with whom I had originally checked. The regulation does specify that students must reveal all trusts when applying for school aid; the only exception would be if a court order restricts the trust for purposes other than education.—Denise Topolnicki.

PASFAA MEMBERSHIP AND ELECTIONS COMMITTEE REPORT

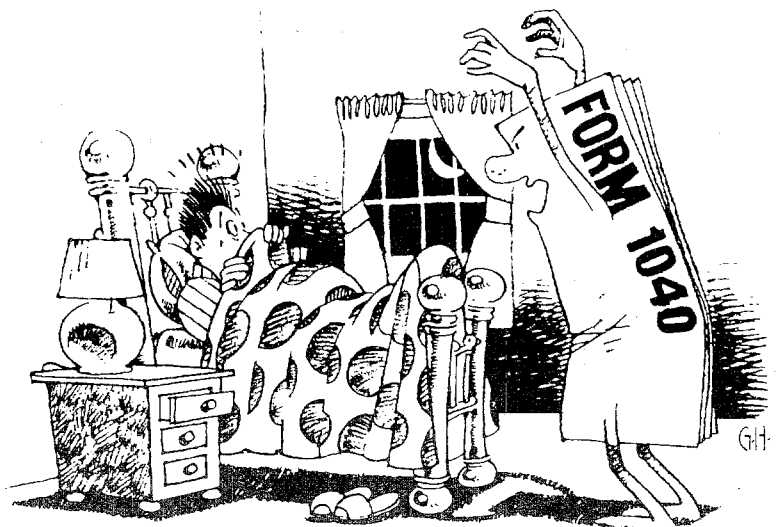
*submitted by Sheila Angst,
PASFAA Past President*

MEMBERSHIP:

PASFAA is currently at its highest membership numbers ever. This has resulted from an early and aggressive series of mailings to last year's members who had not renewed, to PAATP attendees who are not members, to all GSL-eligible institutions in Pa. where there was no member. The largest sector growth has occurred in the proprietary sector which seemed to be the largest target of the GSL-eligible mailing. (Barbara Williams and I agreed that the best way to reach non-members attending PAATP workshops was to provide a supply of membership forms for each workshop site. I wrote a cover letter and provided a supply to the proprietary series instructors.)

	1988-89 to date	1987-88 year end
Active	387	333
Associate	150	132
Student	1	2
Life	2	3
	540	470

	1988-89 to date	1987-88 year end
2-Year Private	23	16
2-Year Public	27	28
4-Year Private	159	153
4-Year Public	34	35
Proprietary	95	58
State-Related	33	27
Nursing	46	40
State Agencies	37	29
Vendor/Sponsor	12	13
Lender	64	66
Miscellaneous Other	11	5
Total	540	470



PAATP TRAINING PROGRAMS

submitted by PHEAA/PAATP Staff

1989 STAFFORD LOAN PROGRAM WORKSHOPS

A series of Stafford Loan Program Workshops is scheduled throughout the month of May. This series of one-day workshops is designed to update participants on significant changes in student loan programs. It presents an opportunity for all persons working with student aid to keep abreast of current developments in the most widely used form of student financial aid. The 1989 series will continue the successful partnership of lenders, aid administrators, and PHEAA personnel in presenting each session. To accommodate all interested parties, twelve workshops have been scheduled throughout the state. Brochures and pre-registration materials will be mailed in late March.

Western

- May 11, 1989 Holiday Inn—Airport, Coraopolis
- May 22, 1989 Holiday Inn—Parkway East, Pittsburgh
- May 23, 1989 Days Inn, Meadville
- May 25, 1989 Holiday Inn, Du Bois

Central

- May 9, 1989 Holiday Inn—Downtown, Johnstown
- May 10, 1989 Holiday Inn of Penn State, State College
- May 16, 1989 Penn Harris Inn and Convention Center, Camp Hill
- May 16, 1989 Sheraton Motor Inn, Williamsport

Eastern

- May 8, 1989 Sheraton Jetport, Allentown
- May 15, 1989 Hilton at Lackawanna Station, Scranton
- May 24, 1989 Valley Forge Hilton, King of Prussia
- June 1, 1989 Penn Tower Hotel, Philadelphia

1989 FINANCIAL AID INSTITUTE FOR FINANCIAL AID ADMINISTRATORS

The 1989 PAATP Summer Institute for Financial Aid Administrators has been scheduled for June 18-23 on the campus of Dickinson College. These sessions are designed for Financial Aid Administrators with 2 years or less experience. The Institute provides an indepth study of student financial aid theory, policy and State and Federal regulations. A faculty of highly experienced financial aid administrators and senior PHEAA staff members will conduct lectures and group discussions using the hands-on case-study method. A brochure and pre-registration materials will be mailed in April.

1989 FINANCIAL AID INSTITUTE FOR STUDENT LOAN OFFICERS

The 1989 PAATP Summer Institute for Student Loan Officers has been scheduled on the Dickinson College campus June 18-21. These sessions are designed for those individuals responsible for the day-to-day operations and processing of the Staffords, PLUS, and SLS Loan Programs. The Institute will provide extensive training for new lending institution staff with two years or less experience. A hands-on case-study method will be employed to explore the various aspects of student loan programs. A brochure and pre-registration materials will be mailed in April.



HOTLINE GETS UNEXPECTED BOOST

submitted by Helen Nunn

As part of the advertising campaign for the Hotline, Pittsburgh National Corporation arranged for a number of ads to appear in the Pittsburgh daily newspapers on the first day on which the Hotline was operational, January 23. As a result of these ads, correspondent Asa Aarons from WPXI, Channel 11 in Pittsburgh brought a camera crew to the site of the phone bank, did some interviewing and showed footage of the participating aid officers on the 6 o'clock news that evening.

This coverage not only boosted the number of phone calls received at the Pittsburgh site that evening, but also resulted in a mini-hotline which was held at the TV station on Friday of the same week.

A standard feature of the Friday news at Channel 11 is a one-hour phone answering session in which a panel of experts on a particular topic is available to answer calls made by viewers. On Friday, January 27 the panel of experts consisted of five PASFAA members answering financial aid questions. In the hour allotted for this mini-hotline, 88 phone calls were answered by Cindy Farrell (Thiel), Pat Leskovac (Thiel), Milosh Mamula (Allegheny), Nancy Salvage (Duquesne), and Paul Zimmerman (Carnegie Mellon). Many thanks to the five of them for their willingness to serve and to Mona Lucas (Boyce Campus of the Community College of Allegheny County) who did yeoman service to put together this slate of participants which made this exposure possible.

We have tentative plans with the television station to do a repeat of this event in January, 1990.

Regional and National NEWS

1989 ANNUAL CONFERENCE UPDATE "Charting the Course into 1990"

*submitted by Arthur R. Jackson,
President-Elect, EASFAA*

The 1989 EASFAA Conference is shaping up as one of the best ever. Among the keynote speakers that have been confirmed are:

Dallas Martin, President, NASFAA
Kay Jacks, Chairman, NASFAA
Robert Woodbury, Chancellor, University of Maine System
Brian Fitzgerald, Director, Advisory Committee on Student Financial Assistance
Lydia Gladney, Executive Director, Sallie Mae
Dan Lau, U.S. Department of Education
Bill Moran, U.S. Department of Education
Reginald Wilson, Senior Researcher, American Council in Education

This conference will also offer numerous activities such as:

- Bus trip to Freeport, Maine where you can spend all of your money at L.L. Bean and other shops.
- A Lobster Bake with a nationally renowned Downeast Humorist, Tim Sample.
- Optional side trips including a midnight boat cruise around the bay.
- A DeeJay each night will bring you a wide variety of music for your listening pleasure.

The hotel has also consented to extend the conference rate for hotel rooms throughout the weekend for all individuals who want to stay longer and enjoy the Maine scenery.

If you are not an EASFAA member and need registration materials, please contact:

Ms. Susan Howard
Director of Financial Aid
Franklin Pierce College
College Road
Rindge, NH 03461
(603) 899-5111

Hope to see you at the conference.

PA BOWL TEAM NEEDED FOR EASFAA

*submitted by Sheila Angst,
Past President*

A financial aid bowl will be held at the EASFAA conference in May. Any PASFAA members who plan to attend the Portland, Maine conference and who are interested in being on the bowl should contact Sheila Angst, Albright College.

There usually is considerable rivalry between PA and NY, particularly. So we hope to have a "winning" team!

NASFAA ANNUAL CONFERENCE

submitted by Wendy Johnson

The 1989 NASFAA National Conference will be held in Washington, D.C. July 12-15. The theme for this year's conference, "Delivery, Development, Diversity—Directions for the Future," will be reflected throughout both the general sessions and special interest sessions that will take place over the four days of meetings and activities.

Those individuals planning on attending can make their reservations now by calling the Sheraton-Washington Hotel at (202) 328-2000. Conference room rates have been established as follows: Single—\$90/day, Double—\$102/day, and Triple—\$112/per day.

The conference committee is planning several new activities for the 1989 conference. These include a Thursday morning breakfast with our legislators, which will include a salute to students, this will replace the traditional "Hill Visit"; a daily newspaper of conference activities with a summary of selected issues and interest sessions; and a scheduled period in the activities to visit with our vendors. Additionally, the committee will continue the information exchange of publications and forms, and the infamous "College Bowl."

We are coordinating "The Video Room" where educational videos will be viewed by the participants and where they can obtain information to order those videos of interest.

This is a great opportunity to obtain massive exposure of your educational videos and to inform the aid community of their availability. This is a formal request of you and your organization to make available those videos which you might want to display and possibly be ordered by the association's membership.

We assure you that the tapes will be carefully handled and promptly returned.

If you are interested in providing videos for display, please contact:

Ann Draper
Assistant Financial Aid Officer
U.C. Santa Cruz
201 Hahn Student Services Building
Santa Cruz, CA 95064
(408) 429-2963

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Make your reservations now to attend your 1989 National Conference.

See you in Washington...



What's up in Washington

GOVERNMENT RELATIONS UPDATE

*submitted by William Burke,
PASFAA Vice President*

The Government Relations Committee held its first meeting of the academic year on December 5 and 6, 1988 in Harrisburg.

GOALS

The agenda consisted of setting our goals for the year and meeting with PHEAA Staff to discuss state issues. One of our primary goals is to identify key issues to work on over the course of the year. Toward that end, we will be sending a survey bulletin to each PASFAA represented school requesting them to rank legislative and administrative issues in order of importance. I ask that each school take the time to respond. Once all the surveys are compiled and reviewed, each committee member will be given an assignment to develop a plan to promote passage or elicit administrative change.

DEFAULT REGULATION

Due to the time limitations, it was not possible to develop an official PASFAA response by PASFAA's Default Task Force to respond to the Secretary's November 3, 1988 request for comments on Stafford Loan defaults. However, Richard McCracken, Temple University, agreed to respond drawing on previous discussions of the Default Task Force he chairs. A total of 1200 responses was received by the Department of Education. No figure was available identifying Pennsylvania respondents as yet.

The Default Task Force, consisting of Richard McCracken, Chair, Jack Pergolin, St. Joseph's University, Rick Wilson, Gordon Phillips Beauty School, and Frances McKeown, Bucks County Community College, met on February 8, 1989 to formulate an official response to the September 16, 1988 N.P.R.M. on Stafford Loan Defaults.

It is still possible that the Senate may re-introduce Default Legislation. Our committee will keep abreast on any developments in this area.

LEGISLATIVE LIAISON NETWORK

Georgia Prell, East Stroudsburg University, is coordinator of the Legislative Liaison Network. Except for a few districts, the network is complete and a full listing will be printed in the next PASFAA Newsletter. Network members assisted the Government Relations Committee in reminding schools of the response deadline to the September 16, N.P.R.M. on Stafford Defaults.

POSITION OPENINGS

Opening for Financial Aid Counselor at Lincoln University. The counselor is a member of the Financial Aid Staff and is accountable to the Director of Financial Aid. The counselor will assist the Assistant Director and Director in functions common to managing a comprehensive student financial aid and employment program, which could include supervising staff duties and responsibilities—coordinate Perkins Loan and Supplemental Opportunities Grant Programs. Maintain a general working knowledge of all federal, state and institutional laws, regulations and policies governing financial programs provided through Lincoln University. Qualifications are a Bachelor's degree preferred, a minimum of two years of financial aid experience is required. Send letters of application, resume, and three letters of reference to Georgia M. Daniel, Director of Student Financial Aid, Lincoln University, Lincoln, PA 19352.

Villanova University is seeking an Associate Director of Financial Aid. Substantial financial aid experience is required—perhaps in the 8-10 years range. However, knowledge and leadership in the profession will be the main criteria. Accounting knowledge/experience desired. Also, familiarity with computerized financial aid systems will be helpful. Submit a letter of application with resume and at least three recommendations to Mr. Thomas Bull, Director of Personnel Services, Villanova University, Villanova, PA 19085.

Assist the Financial Aid Officer with all financial aid duties, including processing forms for grants and loans; helping students and parents with the financial aid application procedure; advising students about financial aid availability; perform miscellaneous clerical, word processing, data entry functions; assist with billing and collections of student accounts. Financial aid experience preferred, but not required. You must be well organized, have the ability to learn quickly, and have an accounting aptitude. Salary is negotiable; benefits include paid vacation, medical and dental insurance. Send resumes to: Financial Aid Office, The Boyd School, One Chatham Center, Pittsburgh, PA 15219.

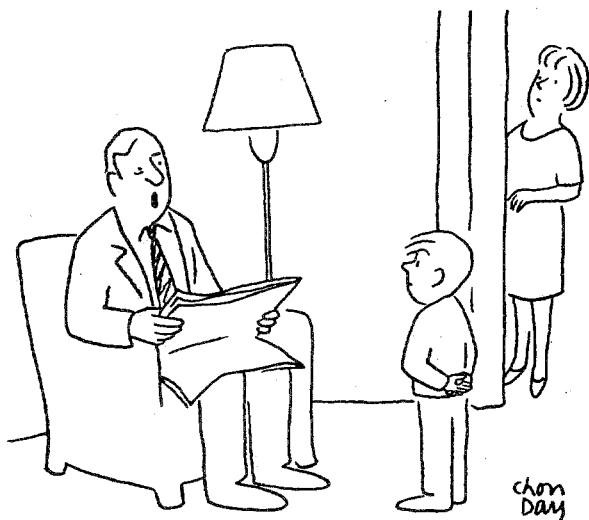
The University of the Arts has an immediate opening for a Data Management Secretary. Responsibilities are developing and maintaining computerized student recruitment, enter, process and generate information from computer, update and maintain computerized records, receive, sort and file correspondence, route telephone calls. Salary is \$8.21 an hour, plus excellent fringe benefits. Interested applicants should submit letters of application and resume to Jennifer Edwards, Director of Personnel, University of the Arts, Broad & Pine Sts., Philadelphia, PA 19102.

ADDITIONS AND CHANGES TO THE 1988-89 PASFAA MEMBERSHIP DIRECTORY

The Newsletter will publish changes and additions as they become known. Each member is urged to review his/her directory entry. Changes and additions should be made to East Stroudsburg University where the membership directory is maintained.

Name/Title	Institution/ Address	City	State/Zip	Phone
Amodei, Barbara Financial Aid Officer	Ralph Amodei International of Hair Design 4451 Frankford Avenue	Philadelphia	PA 19124	(215) 289-4433
Amodei, Ralph Owner	Ralph Amodei International of Hair Design 4451 Frankford Avenue	Philadelphia	PA 19124	(215) 289-4433
Barlow, G. William Assistant Vice President	Main Line Federal Savings Bank Two Aldwyn Center	Villanova	PA 19085	(215) 527-6205
Brown, Lydia A. Financial Aid Director	Northeastern Christian Jr. College 1860 Montgomery Avenue	Villanova	PA 19085	(215) 525-6780
Budd, Catherine Financial Aid Director	Bradford School 355 Fifth Avenue, Park Building	Pittsburgh	PA 15222	(412) 391-6710
Busse, Tom	555 Clair Drive	Pittsburgh	PA 15241	(412) 854-5485
Callen, Patricia A. Financial Aid Director	West Virginia Career Institute 200 College Drive	Lemont Furnace	PA 15456	(412) 437-4600
Cox, Beverly Financial Aid Officer	The Restaurant School 2129 Walnut Street	Philadelphia	PA 19103	(215) 561-3446
Guest, Lisa Program Coordinator	Fayette County Area Vo-Tech Practical Nursing R.D. #2, Box 122-A	Uniontown	PA 15401	(412) 437-2721
Halloran, Katherine Financial Aid Officer	Altoona School of Commerce 508 58th Street	Altoona	PA 16602	(814) 944-6134
Hazelton, Barbara Practical Nursing Coordinator/ Supervisor of Instruction	Bucks County Technical School Wistar Road	Fairless Hills	PA 19030	(215) 949-1700
Hickman, Shirley Director of Nursing Education	Northeastern Hospital School of Nursing 2301 E. Allegheny Avenue	Philadelphia	PA 19134	(215) 291-3136
Howes, Robert S., Jr. Vice President	East Stroudsburg Savings & Loan 744 E. Main Street, P.O. Box L	Stroudsburg	PA 18335	(717) 421-0531
Jacobs, Mark J. Executive Director	Tri-City Barber School 590 N. Broad Street	Philadelphia	PA 19141	(215) 927-3232
Kauff, Howard Kay Financial Aid Administrator	Delaware County Institute of Training 615 Avenue of the States	Chester	PA 19013	(215) 874-1888
Latta, Robert A. Director of Financial Aid	Westminster College South Market Street	New Wilmington	PA 16172	(412) 946-7102
Laskey, Terry, Mrs. Financial Aid Advisor	Altoona Hospital School of Nursing 620 Howard Avenue	Altoona	PA 16601-4899	(814) 946-2125
Lyon, Alice Financial Aid Officer	Penn State Cosmetology Academy 912 East State Street	Sharon	PA 16146	(412) 347-4503
Mak, Teresa Financial Aid Director	Hussian School of Art 1010 Arch Street	Philadelphia	PA 19107	(215) 238-9000
McIntyre, Deborah Financial Aid Officer	All-State Career School 501 Seminole Street	Lester	PA 19029	(215) 521-1818
Murphy, Gena L. Director of Financial Aid	Watterson School of Business Technology 5800 N. Marvine Street	Philadelphia	PA 19141	(215) 548-7200
Nintz, Perla D. Financial Aid Director	Butler Beauty School 233 Main Street	Butler	PA 16001	(412) 287-0708
Preg, Margaret Financial Aid Assistant	PA Institute of Technology 800 Manchester Avenue	Media	PA 19063	(215) 565-7900
Poussaint, Theresa Financial Aid Officer	The Institute for Paralegal 1926 Arch Street	Philadelphia	PA 19103	(215) 567-4800
Rascavage, Mary B. Financial Aid Officer	Pottsville Hospital School Jackson & Washington Streets	Pottsville	PA 17901	(717) 621-5028

Name/Title	Institution/Address	City	State/Zip	Phone
Sabasino, Catherine Dir. & Dir. of Financial Aid	Tracey-Warner 401 N. Broad Street	Philadelphia	PA 19108	(215) 574-0402
Shaffer, Sandra E. Financial Aid Officer	PA Institute of Technology 800 Manchester Avenue	Media	PA 19063	(215) 565-7900
Sheffler, Gaye W. Dir., Office of Student Affairs	The Pennsylvania State University College of Medicine P.O. Box 850	Hershey	PA 17033	(717) 531-8755
Shirley, Paul C. Dir. of Financial Aid	Delaware County Community College	Media	PA 19063	(215) 359-5330
Skwara, Bethany Financial Aid Officer	United Travel School 2790 Mosside Boulevard	Monroeville	PA 15146	(412) 856-8741
Sieminski, Barbara Director of Staff Services	Bradford School 355 Fifth Avenue	Pittsburgh	PA 15222	(412) 391-0710
Smith, Sandi Financial Aid Director	Welder-Training & Testing Institute 1144 N. Graham Street	Allentown	PA 18103	(215) 820-9551
Stevens, Cynthia Financial Aid Officer	The Restaurant School 2129 Walnut Street	Philadelphia	PA 19013	(215) 561-3446
Swineford, Sylvia R. PN Coord./Fin. Aid Admin.	Juniata-Mifflin Co. AVTS P.O. Box 1010	Lewistown	PA 17044	(717) 248-3933
Wagner, Patricia A. Coord., Practical Nursing Prog.	Crawford County Area Vo-Tech School 860 Thurston Road	Meadville	PA 16335	(814) 724-6028
Woelkers, Faith A. Financial Aid Administrator	Lincoln Technical Institute 5151 Tilghman Street	Allentown	PA 18104	(215) 398-5315
Wyre, Teresa Assistant Vice President	Equibank 1402 Foulk Road	Wilmington	DE 19083	(302) 479-0524
Zanaglio, Michael Robin Assistant Vice President	Dollar Bank 3 Gateway Center, 9 North	Pittsburgh	PA 15222	(412) 261-8415
Zimmerman, Paul William Asst. Dir. of Financial Aid	Carnegie Mellon University 5000 Forbes Avenue	Pittsburgh	PA 15213	(412) 268-2068



1989 PASFAA CONFERENCE COMMITTEE

Christine Zuzak, Chair
Michael Schreier
Sharon Shurow
Patrick Hayes
Richard Esposito
Robin Szitas
Helen Nunn
Lauren Tracey

"My net worth happens to be none of your business!"

Drawing by Chon Day; © 1983 The New Yorker Magazine, Inc.

HOTLINE—1989 VOLUNTEERS

Sister Mary Phillip Aaron Seton Hill College	Richard Esposito Pittsburgh Beauty Academy	Fran McKeown Bucks County Community College
Catherine Acker CCAC—Allegheny	Cindy Farrell Thiel College	Brother John McLane St. Joseph's University
Kevin Altomari University of Pittsburgh	Joyce Frantz Albright College	Wendy McLaughlin LaSalle University
Ruth Anderson Lebanon Valley College	Greg Gearhart Messiah College	Mary Miller Indiana University of PA
Sheila Angst Albright College	Laura Gormley Point Park College	Thomas Moriarty Shippensburg University
Edwin Aponte Lehigh University	Helen Gourousis Drexel University	Juliann Pawlak Lycoming College
Sheila Attias The Career Institute	Kristan Harrington Rosemont College	John Pergolin St. Joseph's University
Bonnie Lee Behm Thomas Jefferson University	Rick Heckman Dickinson College	Georgia Prell East Stroudsburg University
Barbara Berkheimer Susquehanna University	Arthur Holst Episcopal Hospital School of Nursing	Liz Provosnik Drexel University
Cheryl Browning Berean Institute	Kathy Householder Geneva College	Tom Ravey La Roche College
Carolyn Bryan Central Penn Business School	Margaret Hynoski Lackawanna Junior College	Lois Roemmele Beaver College
William Burke University of Scranton	Phillip Kanfush III CCAC—Allegheny	Nancy Salvage Duquesne University
Beth Cairns Cabrini College	Sister Barbara Kaufmann Gwynedd Mercy College	Sharon Shurow East Stroudsburg University
Judy Christopher St. Joseph's University	Daniel Kennedy Carnegie Mellon University	Betty Soergel Penn State University
Janice Contino Waynesburg College	Christine Koterba Franklin & Marshall College	Stacy Stewart Point Park College
Bev Cooper Allegheny College	Pat Leskovac Thiel College	Robin Szitas Allegheny College
Lisa Cooper Philadelphia College of Textiles and Sciences	Rachael Lohman Wilkes College	Elaine Taillon Carnegie Mellon University
Bill Copperthwaite Drexel University	Mona Lucas CCAC—Allegheny	Raymond Toole Bryn Mawr College
Ruth Cramer Wilson College	Doug Mahler Robert Morris College	Frank Tynon Drexel University
Paul-James Cukanna Carnegie Mellon University	James Mahoney Thomas Jefferson University	Katherine Quinn Vanderau Bucks County Community College
Brandi Darr Triangle Tech	Theresa Mak Hussian School	Christopher Vaughn Mansfield University
Cynthia Davidson Penn State—Ogontz Campus	Milosh Mamula Allegheny College	Bob Wisenauer Point Park College
Ronald Dawson Philadelphia College of Textiles and Sciences	John Matsko Carnegie Mellon University	Janet Wolfe Point Park College
Arline Dittbrenner Cabrini College	Nora McFadden Gordon Phillips Beauty School	Paul Zimmerman Carnegie Mellon University
Madelyn Dudzik Dickinson College	Cathy McIntyre Lehigh University	Chris Zuzack Indiana University of PA
Linda Ebel Pittsburgh Tech		

FINANCIAL AID NIGHTS

*submitted by Chip Woodward,
Lehigh County Community College*

The Lehigh Valley Financial Aid Administrators sponsored two Financial Aid Nights in January. The theme of the programs was to assist students and parents with the application process and to show them how financial aid could help them achieve their educational goals.

The first program was held January 9, 1989 at Lehigh County Community College. Approximately 150 people attended the program. Presentors for the evening were Judy Neyhart, Cedar Crest College, Catherine Kratzer, Moravian College, and Steve Bell, Muhlenberg College. Chip Woodward, Lehigh County Community College, was the moderator.

The second program was held January 11, 1989 at Northampton County Community College. Nancy Sacks from N.C.C. was the moderator. Michael Schreier, N.C.C., Barry McCarty, Lafayette College, and Lucille Bavaria, Lehigh University, were presentors. Approximately 110 students and parents attended this session.

Both programs were designed to highlight the various aid programs, explain the specific line items from the PHEAA and FAF applications, and to show the different ways that colleges package aid for various student situations. A question and answer period was provided at the end of the program.

LVFAA are already planning for next year's programs.

LEHIGH VALLEY ASSOCIATION OF FINANCIAL AID ADMINISTRATORS WORKSHOP FOR GUIDANCE COUNSELORS

Counselors from 41 high schools representing 9 counties attended the twelfth Financial Aid Workshop held at Kutztown University on Dec. 7, 1988. The program was planned and presented by the Lehigh Valley Financial Aid Administrators. This year's planning committee was chaired by Catherine Kratzer.

The 96 participants in the workshop chose from entry level and advanced sessions for topics on the financial aid applications, financial aid offices' schedule of processing, models of packaging, and information covering federal and state regulations. A special feature this year included a display of available videos on Financial Aid and resource tables for the counselors to consult with representatives from various types of schools and colleges.

To help plan an agenda that would be most appropriate for guidance counselors, LVFAA involved representatives from the counselors' group in building the program. The evaluation results confirmed that the counselors input for the agenda was well received by those in attendance.

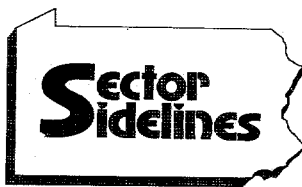


*THE APPLICATION PROCESS—Barry McCarty, Director
of Financial Aid, Lafayette College.*

A NEW PASFAA BANNER NEEDED

Our organization proudly displays its name at the regional and national conferences with the display of our PASFAA banner. The present issue has served well for the last number of years. To bring the association's name into a more current motif and to have a banner of a lighter material for transporting, the membership is asked to offer ideas for a new banner.

Ken Grugel, Clarion University, has agreed to collect the ideas and suggestions for a new banner that any member may wish to submit. All are encouraged to be creative in submitting ideas for the next PASFAA banner. Please send your creation to Ken Grugel, Director of Financial Aid and SSHE representative to PASFAA Council. The address is: Clarion University, Clarion, PA 16214. If you have any questions, please feel free to call any member of council.



COST LINKED TO "BEST"

*submitted by Kenneth Grugel,
SSHE Representative*

Fewer than 6 out of 10 young people say they have saved for college, and nearly 50 percent said tuition costs prevent many from seeking a higher education, according to a poll.

In addition, more than one out of three teenagers and young adults questioned in a survey commissioned by the Council for Advancement and Support of Education believe the most expensive colleges offer the best education.

The poll, aimed at measuring student awareness of college issues, was based on telephone interviews. It was conducted by the Gallup Organization.

Thirty-eight percent agreed that "the higher the tuition costs of a college, the better quality of education a student will receive." Among pre-college-age students, the figures were higher: 53 percent of 13- to 15-year-olds agreed with the statement; 41 percent of 16- and 17-year-olds surveyed did. But only 27 percent of current college students and graduates felt that way.

Asked what they'd do if they couldn't afford the college they wanted, 37 percent said they'd try to get loans, 32 percent would look for part-time jobs, 14 percent said they would select another college, and 2 percent said they would not attend college at all.

PRIVATE FOUR-YEAR

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

The holidays have passed, our students have returned for the second semester and we are making certain that all loose ends are put together among a myriad of tasks. Did all workstudy students return to their jobs? Were you able to replace the non-returnees? Were you able to assist those who had additional needs? It was rewarding to be of assistance to students and their parents who came into your office unexpectedly. Did you finish your response to the recent notice of proposed rulemaking? Did you complete your report for the enrollment committee? Did you start to review freshman requests for financial aid officer each day. These are some of the daily pressures that face the financial aid officer each day. These things make our position one of challenge and fulfillment; sometimes frustrating, but always interesting and changing.

ONWARD AND UPWARD

Georgia Daniel from Assistant Director of Financial Aid at Lafayette College to Director of Financial Aid at Lincoln University.

Carol J. Fischer, Financial Aid Coordinator, Germantown Hospital School of Nursing.

Georgia Prell from Assistant Director of Financial Aid to Director of Financial Aid at East Stroudsburg University.

RELIEVING DESK STRESS

*submitted by Ralph Hosterman,
State Related Representative*

The silent interrupters in the work place cause "desk stress," according to Priority Management, a Dallas management training and franchise company. The result is the daily loss of at least one hour of productivity plus the feeling of being out of control, the consultants say. They have identified the following desk stress symptoms and cures.

1. Multiple calendars—keep all activities recorded in one calendar system.
2. Open files distract from the task at hand—keep them closed and organized.
3. Phone messages and reminders strewn on desk, written on scraps of paper are easily lost—use a To Do list.
4. Business cards—should be alphabetized and filed in one place for easy reference.
5. Someday files (someday I'll get around to it) should not be in sight—file in desk drawer.
6. Reading matter—should be filed in one place and read at a specific time.
7. High rise in-box—material needs to be reviewed daily. The contents then thrown out, delegated, filed or acted upon. Keep box behind you or, better yet, in a drawer.
8. Reference books—should be organized and kept out of line of vision in an appropriate place.
9. Multiple desk top card files—should be consolidated into one and filed for easy retrieval. Often called phone numbers should be input into memory phones or listed in your main reference book.
10. Pens, staplers and tape dispensers—should be stored in drawer for easy access and out of distracting view.

It is possible to work from a clean desk, Priority Management states. The firm advises, to be effective, clear the clutter. And, if possible, work on one project at a time.

WHO AM I?

*submitted by Gordon McK. Bateman,
Elizabethtown College*

"I'm expected to be—
a friend of the students
a colleague of the faculty
a good fellow with the alumni
a sound administrator with the trustees
a good speaker with the public
an astute bargainer with the foundations and the federal agencies
a politician with the State Legislature
a friend of industry, labor, and agriculture
a persuasive diplomat with donors
a champion of education generally
a supporter of the professions
a spokesman to the press
a scholar in his own right
a public servant at the state and national levels
a devotee of opera and football equally
a decent human being
a good husband and father
an active member of a church.

Above all, I must enjoy traveling in airplanes, eating my meals in public, and attending public ceremonies. No one can be all of these things. Some succeed at being none. Who am I?"

If you guessed, I'm a professional financial aid officer! You could possibly be right. However, this description was written by Dr. Clark Kerr, former Chancellor at Berkeley, to describe **The University President**. Over the past decade, the professional financial aid officer has indeed grown in stature and importance on college and university campuses across this great country of ours. Many of us are acutely aware of the diversity of expectations placed upon us. Can we handle it? You bet we can! It's a noble cause! The fate of future educational opportunities for the youth of this nation depends on it.



*READING RECOGNITION—Reading, PA
Mayor Warren Haggerty presents Sheila Angst
with a proclamation declaring January
Financial Aid Awareness Month in the city.*



INVITATION FOR PROGRAM SESSION PROPOSALS

XXI ANNUAL PASFAA CONFERENCE

OCTOBER 22-25, 1989

The 1989 Conference Committee is currently developing ideas for program sessions for the 1989 PASFAA Conference to be held at the Sheraton Hotel at Station Square in Pittsburgh. We rely upon the input and suggestions from our membership in order to satisfy your professional and educational needs.

If you have ideas or recommendations to share with the committee, please complete the following form and mail it to Christine Zuzack, 308 Pratt Hall, IUP, Indiana, PA 15705. You can also send proposals via the PHEAA terminal to TMJ8. Thank you for your participation.

PROGRAM SESSION—RECOMMENDATION FORM

Title of Program: _____

Content of Session: _____

Recommended Presenter(s):

Name: _____

Institution: _____

Address: _____

Phone: _____

Name: _____

Institution: _____

Address: _____

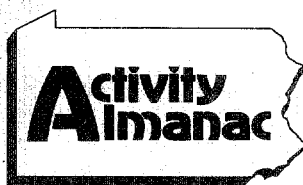
Phone: _____

Your Name: _____

Please use an attached sheet to share additional ideas that you might have toward the making of a productive PASFAA Conference.

Applying For Financial Aid is Actually A Very Simple Process



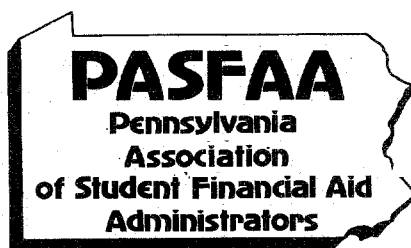


- April 3
- May 3-6
- July 12-15

PASFAA Executive Council Meeting, Harrisburg, PA.

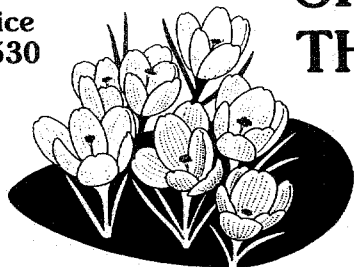
EASFAA Annual Conference, Portland, Maine.

NASFAA Annual Conference, Washington, D.C.



Kutztown University

Financial Aid Office
Kutztown, PA 19530



**SPRING IS JUST AROUND
THE CORNER FOR:**