

PASFAA

Pennsylvania Association of Student Financial Aid Administrators

NEWSLETTER

WINTER 1992

VOLUME XXVI

25th Annual
Conference
Pittsburgh
Hyatt Regency

October 10
October 13
1993

Dear PASFAA Colleague:

"The human brain starts working the moment you are born and never stops until you stand up to speak in public." (Anonymous) There are many interpretations of this saying. If you interpret this to mean that our minds go blank when speaking (or writing) in public, then you will know how I'm feeling now. I know that my mind is constantly working and thinking about a lot of things - from reauthorization to what I'm having for dinner tonight. Dinner is a breeze (take out!). I'm also trying to sort through all the changes that must be implemented as a result of reauthorization. I'm thinking about how difficult it will be to explain these changes to our students; how difficult it will be for parents and students to know which form to complete; how difficult it will be to deliver the right form at the right time to everyone who needs one. These are the things that are most confusing and troublesome to me. How about you?

PASFAA members have had the opportunity to attend meetings and discussions on reauthorization. Each time we do, we come away with another interpretation of the changes. We think we finally understand what we are to do, and guess what - someone (usually with more meetings under his/her belt) brings another slant to the regulations. It is my opinion, however, that we must continue to have these opportunities to share our interpretations, to discuss our thoughts, and to assist one another during this changing year.

The 24th PASFAA conference provided the beginnings of our year of reauthorization. Through the training efforts of all groups, it is my hope that Pennsylvania financial aid officers will have the necessary information to provide our students with the funds they need. Through all of this, we must remember that our first commitment is to our students. Obstacles will occur if we lose focus of our goals. Keep our goals clear; remember our mission; remember our students.

Sincerely,

Betty L. Davis, President
PASFAA

Features

Candidate/Election Results
1992 Conference Review
1993 Financial Aid Hotline
Newsletter Survey Results
Scholarship Search Companies
Guidance Counselor Workshop Review
and much much more

PASFAA
25th
Anniversary

1992-93 PASFAA EXECUTIVE COUNCIL

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Editor Exerpts

1. NEWSLETTER EDITORIAL BOARD FOR 92-93

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BOARD: Bonnie L. Behm
Mary Frances White
Sally Whiteman
Ragan Watson
Randy Rennell
Rich Esposito

2. PUBLICATION SCHEDULE

Articles, position openings, or newsworthy items can be submitted to any of the Board members according to the following publication schedule:

Spring 93 issue:	articles due March 1
Summer 93 issue:	articles due June 15
Fall 93 issue:	articles due August 15

3. IMPORTANT MESSAGE

The opinions expressed by individuals who contribute articles to the newsletter do not necessarily represent the position of PASFAA.

Pasfaa Potpourri

1. MOVING OR CHANGING POSITION? PASFAA membership belongs to the individual and not your institution. All changes in name, address, or title should be submitted to Georgia Prell, Financial Aid Office, East Stroudsburg University, East Stroudsburg, PA 18301. This is where our membership list is maintained.

2. 1992-93 PASFAA COMMITTEES

Government Relations	Linda D. Brittain
Membership and Elections	Ronald T. Laszewski
Professional Standards and Training	Ronald L. Shunk
Public and Professional Information	Bonnie L. Behm
1993 Conference	Sheila M. Nelson
1993 Hotline	Cynthia H. Farrell

3. MEMBERSHIP IN PASFAA

Subscription to the PASFAA Newsletter is included in your yearly membership fee. Contact Ronald T. Laszewski, Bucknell University for information about 1992-93 PASFAA membership.



PASFAA wishes to thank James Bonshock, a student at Pennsylvania School of Art and Design for his design of the 25th year logo.

ELECTION 92 RESULTS

Congratulations to the following PASFAA members recently elected to serve the membership:

PRESIDENT ELECT

Ronald Shunk, Gettysburg College

VICE PRESIDENT

Linda Brittain, Harrisburg Area CC

TREASURER

Robin Szitas, Allegheny College

SECRETARY

Bonnie Lee Behm, Thomas Jefferson



Congratulations!

PASFAA COUNCIL SCHEDULE FOR MEETINGS

During the PASFAA Council Meeting held October 21, 1992, the following dates were selected for future meetings:

DATE	SITE
December 6-7, 1992	Pittsburgh
February 1, 1993	PHEAA
April 5, 1993	PHEAA
June 7, 1993	PHEAA
August 3, 1993	PHEAA



*"Good Luck Betty on
assuming the Presidency"*

NEWSLETTER EDITORIAL BOARD FOR 92-93

The following PASFAA individuals have graciously agreed to serve the association through membership on the PASFAA Newsletter Editorial Board:

Joyce M. Frantz Albright College
Bonnie Behm Thomas Jefferson University
Mary Frances White Ursinus College
Sally Whiteman PNC
Ragan Watson Clarion University
Randy Rennell Juniata College
Rich Esposito Pittsburgh Beauty Academy

Articles, comments, or newsworthy items can be submitted to any of the Board members according to the publication schedule on page 2.

LETTERS TO THE EDITOR

Do you have an opinion to share? Do you have a question to ask? Do you want to vent your frustrations? Do you wish to send a message to the readership? Do you wish to share an anecdote?

If you have answered yes to any of the questions above, then you will be happy to know we are beginning a new column in the Newsletter to specifically address those types of issues, thoughts, and feelings.

Please send your letters to:

Joyce M. Frantz, Editor
PASFAA Newsletter
Albright College
P.O. Box 15234
Reading, PA 19612
FAX: (215) 921-7530

All letters must be signed and we reserve the right to condense or edit if necessary.

24TH PASFAA

Philadelphia, PA and the Sheraton Society Hill Hotel played host to the 24th Annual PASFAA Conference from October 18 to October 21, 1992. Despite fears of low attendance due to the budget cuts, the 24th Annual Conference registered 404 members, the highest number for a PASFAA conference ever.



Signing



Sessions

Reauthorization and its effects on financial aid took the center stage and served as a focal point for all the sessions. Department of Education officials, NASFAA and PHEAA representatives were inundated with questions on how to comply and/or carry out the new regulations signed into law just a few short months ago. Due to the large demand for any type of guidance, a few of the PHEAA sessions were repeated to accommodate the number of people unable to attend the regularly scheduled sessions.

On Monday, PASFAA was fortunate to host two very important guest speakers at a general session. Brian Kerrigan from the U.S. Department of Education and Dallas Martin, President of NASFAA presented a recap of the most up-to-date data that was available regarding Reauthorization. Although many questions were still left unanswered, it was reassuring to know that many of the questions were taken back to Washington for further discussion and clarification.



Smiling

CONFERENCE REVIEW

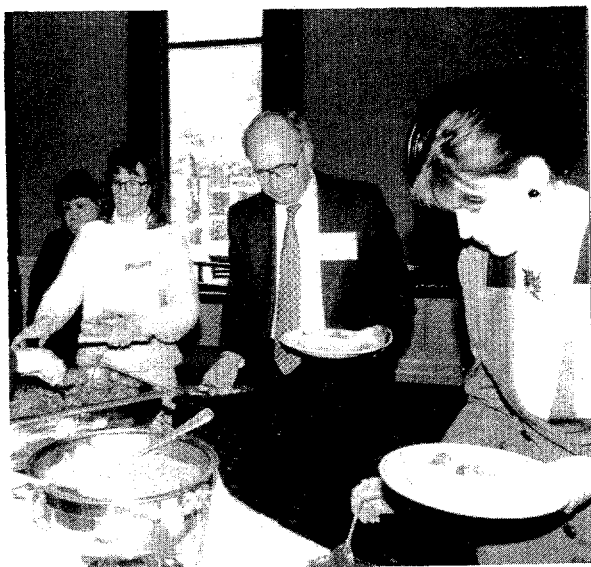
*submitted by Bonnie Lee Behm
1992 Conference Chair*

At the lunch on Monday, U.S. Representative Robert E. Andrews gave the Keynote Address. Congressman Andrews, who has served on the Education and Labor Committee, shared his insight into the educational amendment and offered some behind-the-scenes discussion and history on the final bill that was passed. He also provided time for the membership to share questions and concerns.



Standing

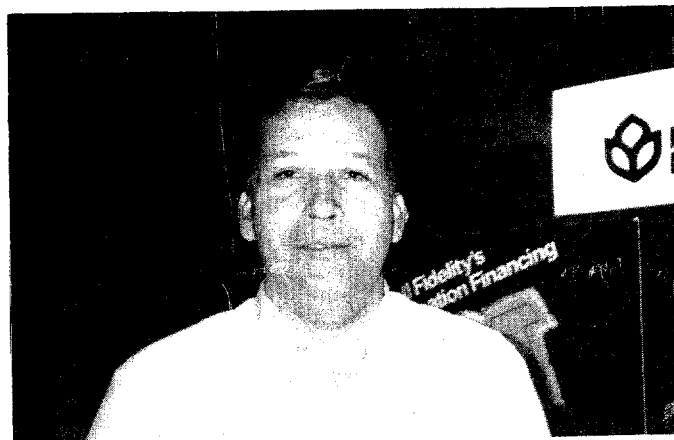
On Tuesday, Barry McCarty was honored with the PASFAA Distinguished Service Award. This award is bestowed on a PASFAA member who has shown outstanding service to PASFAA and the



Stuffing

profession. Anyone who has had any contact with Barry knows very well his commitment to PASFAA, financial aid and the students he serves. Congratulations, Barry, on an award so well deserved.

On a lighter note, the conference attendees did enjoy a Sunday dinner cruise on the Spirit of Philadelphia. The dinner cruise gave all a chance to see Philadelphia in a different light while enjoying time with colleagues and friends. After a dinner at the Sheraton on



Serving

Monday night, many of the membership again grabbed a microphone and joined in on the fun of Karaoke. Some repeat performances from last year and some new talent emerged this season. Sally Whiteman once again showed us that the lenders are multifaceted individuals. Tuesday night was left free for the membership to enjoy the many different culinary experiences the city had to offer.

Once again it would be remiss not to mention the vendors and sponsors who were so instrumental in supporting the many activities of the conference. Sponsors for this year included PNC Education Loan Center, Integra/Pittsburgh, Mellon Bank, Philadelphia Savings Fund Society, Financial Collection Agencies and Fidelity. Thanks again!!



Singing

THANK YOU, BARRY!

THE FOLLOWING WAS RECEIVED BY RON LASZEWSKI AND PASSED ONTO THE MEMBERSHIP

Dear Ron,

I want to express with great sincerity my appreciation when I learned of my selection to receive the PASFAA Distinguished Service Award for 1992.

As you went through your description of the recipient, there certainly were similarities to my background, however I never imagined I would be so honored. As I did not express terribly well on that day, I fervently believe that recognition of this type is only possible due to the significant contributions made by a great many people. This applies to my tenure as PASFAA President, as Chair of the PAATP Planning Committee, as a presenter at conferences where the audience is an integral part of the success of the program, and yes even while serving on the NASFAA Board where the dedicated service of a great many association employees and volunteers makes our decision making all the more informed.

While I do not believe I deserve this honor, I am indebted to the Selection Committee for the nomination and to PASFAA for 17 years of support to me as a financial aid professional and as a forum in which to encourage professional development and comradery. Thanks again to all who had a part in this selection.

Sincerely,

*Barry W. McCarty, Director
Student Financial Aid*



"Way to go, Barry!"

1993 PASFAA FINANCIAL AID HOTLINE

*submitted by Cynthia Farrell
1993 Hotline Coordinator*

As 1992 comes to an end, most of us are beginning to get out our new appointment books and make preliminary plans for the new year. One of the first things you want to mark in your calendar will be the 1993 PASFAA Financial Aid Hotline which will be held January 25th thru the 29th from 5:00 pm to 9:00 pm each evening. The dates, the times, and the places have all been arranged and now we need the final element to make this eighth annual event a success - YOU - the Hotline Volunteers. Many of you have volunteered faithfully every year and we certainly hope you will continue to participate. Some of you who have never had the chance to become involved in this event should make 1993 your "kickoff" year. The time commitment is minimal - one evening, four hours - and the benefits are endless. This is a great time to meet other Financial Aid professionals in your area, help these terribly confused students and parents trying to understand the system, and begin, if you haven't already, to become involved as an active PASFAA member.

As in years past, there will be three Hotline sites across the commonwealth. Pittsburgh area volunteers will be taking calls at the PNC Education Loan Center, One Oliver Plaza, Pittsburgh, coordinated by Wendy Dunlap from Point Park College. The Harrisburg volunteers will once again be using the PHEAA offices and that site will be coordinated by Carolyn Wharton from Elizabethtown College. Ron Dawson from Philadelphia College of Textile and Sciences who is also serving as assistant coordinator this year, will be coordinating the Philadelphia site which will be held at Harcom Junior College, Morris & Montgomery Avenue in Bryn Mawr.

Many of you already signed up to work the Hotline at the PASFAA Conference Hotline display - THANKS! - you will be contacted by your local Hotline site coordinator soon with additional information. For those of you who were not able to sign up at the Conference, you will be receiving a Volunteer Request Form in the mail very soon. I hope you will be able to spare an evening the last week of January to help. If for any reason you do not receive a volunteer form and would like to be involved, please give me a call at (412) 589-2178, or drop me a note, Cindy Farrell, Hotline Coordinator, Thiel College, Greenville, PA 16125.

January is Financial Aid Awareness Month for Pennsylvania and the Hotline is a major event to mark this. We greatly appreciate the generous support that we receive from PNC, PHEAA, and you, the PASFAA membership. Without all of you, this service would not be available to the families of the commonwealth, and only with you can it be a success.

With Reauthorization causing confusion to those of us who deal with these forms and regulations daily, imagine what our students and parents must be feeling. This year especially the volunteer support is vital if we want to provide as much information as possible to the greatest number of families. Please plan to be a part of the Hotline in 1993.

PASFAA NEWSLETTER SURVEY RESULTS

submitted by Mary Frances Waite
Ursinus College

At the PASFAA Conference in October, the Newsletter Committee conducted a survey of the membership regarding the Newsletter. The committee would like to share the results of the survey with the membership.

Of the 100 members who completed the questionnaire, 52 share the Newsletter with other individuals or departments and 31 do not. Fifty-two members share the Newsletter with others in the Financial Aid Office, 22 with the Admissions Office, 29 with the Business Office, 11 with the Registrar's Office, and 9 with Student Services.

Eighty-three of the respondents find the Newsletter helpful for professional development, 92 for state news/updates, and 82 for federal news/updates. Eleven respondents do not find the Newsletter helpful for professional development, 1 does not find it helpful for state news/updates, and 13 do not find it helpful for federal news/updates. Other miscellaneous reasons why readers find the Newsletter helpful are: job openings, cartoons pertaining to financial aid, association news and news about colleagues.

Sixty-one of the members who responded also receive the EASFAA Newsletter, 74 receive the NASFAA Newsletter, 18 the NACUBO Newsletter, 3 the PASSCAC Newsletter, 5 the AACRAO Newsletter, and 5 receive News and Views. Some of the other newsletters that our membership receive are CCA, Student Aid News, NASEA, and the NACCAS Review.

Ninety-five percent of the respondents are currently satisfied with the content, editorial style, layout/appearance, and frequency of

the newsletter. Ten percent of the respondents contribute to the Newsletter. Seven per cent contribute to professional journals.

The committee asked what would encourage the respondents to contribute articles to the Newsletter. The most frequent response was "more time." Individuals indicated that they barely have the time to read the Newsletter, let alone contribute to it. Some respondents did indicate though that if they were asked and/or given direction on the type of article to write (an assignment) they would be willing to contribute.

Someone suggested that the Newsletter contain a "Best Practice Section" whereby quality control institutions can share their "Best Practice" with other institutions.

A couple of respondents are concerned that the Newsletter is printed on better quality paper than is necessary. One respondent is concerned about the timeliness of the Newsletter.

The breakdown of respondents by sector is as follows: 9 Public Two-Year; 6 Private Two-Year; 6 SSHE; 49 Private Four-Year; 10 Proprietary; 6 State Related; 9 Nursing, 2 Lending Institution; and 3 other.

On behalf of the committee, I would like to thank everyone who responded to the survey. The committee appreciates all comments and suggestions and also encourages anyone who is interested in participating to contact Bonnie Lee Behm, P & PIC Chair or Joyce M. Frantz, PASFAA Newsletter Editor.

NEW JERSEY ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS
GRADUATE AND PROFESSIONAL CONCERNS COMMITTEE

ANNOUNCES

THE THIRD ANNUAL NORTHEAST SYMPOSIUM
ON
GRADUATE AND PROFESSIONAL SCHOOL ISSUES

COMING SPRING 1993

INFORMATION TO FOLLOW

It is with deep regret that we must inform you of the death of Carl J. Brown, Coordinator of Financial Aid at the Community College of Allegheny County - South Campus. Carl passed away on Thursday, December 10.

Condolences can be sent to Carl's wife and son at:

*6921 Thomas Boulevard
Pittsburgh, PA 15208*

SCHOLARSHIP SEARCH COMPANIES: TIME FOR US TO BECOME MORE INVOLVED!

*submitted by Gordon McK. Bateman
Elizabethtown College*

The concept of assisting students and parents plan for college and search for financial assistance in and of itself is a very positive endeavor.

Recently, however, there has been a flood of businesses appearing on the scene offering financial aid search assistance for a fee due largely to families feeling the affects of the recession and escalating college costs. Often, the result is far less than satisfactory!

These businesses are not tied into a broader state-wide professional organization that governs their behavior through the existence of a professional code of ethical conduct!

Therefore, at the moment, the "good guys" engaged in these types of activities have no method of imposing ethical conduct on the "bad guys."

As a result, in my judgment, it is the financial aid officer's responsibility to assist students and parents by providing them with the necessary preventative and evaluative tools and after-the-fact recourses in the event that a family is victimized by one of these organizations.

Your families can be a victim! Recently, one of my families was blatantly abused by one of these scholarship search companies. From articles appearing in the July 1, 1992 Chronicle of Higher Education and the May 21, 1992 NASFAA Newsletter, examples are given of many other rip-off scholarship search companies:

Money for College Inc., of Northridge, CA - owned by Howard Maroz and under investigation by Wisconsin Attorney General.

American Scholarship - guaranteed \$4,000 for a \$99 charge to a credit card but sent only a "worthless" booklet. Under investigation by Georgia Office of Consumer Affairs.

Educational Services of America - in May, U.S. Postal Service filed cease and desist order re: selling franchises which they said would make buyer thousands of dollars and only cost \$495 to get into (really costs a lot more).

College Financial Planning Service - owned by same people as Educational Services of America - a similar order was filed. NASFAA Newsletter of 5-21-92 reports this organization is the same as Money for College (see 1st reference) and charges \$89 for a detailed application but doesn't really match the person to particular scholarships.

The Better Business Bureau has also been investigating College Financial Aid Service for three years due to a "pattern of failure to eliminate the basic cause of customer complaints" which are the "failure to receive refunds as per the firm's guarantee, failure to receive listing of financial aid sources, that listings arrived after deadlines for aid sources had passed and/or that sources were not appropriate to the student's background."

National Scholarship Foundation of Hopkinsville, Kentucky and United Scholarship Association of Carson City, Nevada sent out postcards signed by Christopher Parks, Financial Aid Coordinator. In February 1992, NSF was brought to the attention of The Better Business Bureau and Postal authorities are looking in to guarantee of \$1,700 or \$200 fee refunded.

Can we as financial aid officers, do anything to assist these victimized families? You bet we can! In fact, I feel it is our professional responsibility to pro-actively work with our families at two different stages of engagement:

1. Contemplation Stage:

Students and parents should be made aware of the age-old warning caveat emptor - let the buyer beware - and be advised to use caution when any organization makes generous scholarship promises in return for financial consideration.

Call the Better Business Bureau (BBB) in the area where the company is located to find out if any complaints have been

filed against it. This telephone number can be obtained through your local BBB.

Ask the Company for names, addresses, or telephone numbers of students who have used their service in the last two years and have been pleased with their results.

Offer other alternative assistance to families either by: a) use of home-grown college-sponsored data bases, b) use of other reputable college-controlled data bases, c) use of developed scholarship search bibliographies, and d) referral to high school and library sources.

2. Victimized Stage:

Call the Company involved and request a refund! If none is given, move to the next step.

Call the Better Business Bureau in the area where the Company is located and file a complaint! To obtain that telephone number, call your local BBB.

Call the Consumer Protection Bureau of the Attorney General's Office in the state where the Company is located and file a complaint! To obtain that telephone number, call the Consumer Protection Bureau of Pennsylvania at 1-800-441-2555. They always investigate!

Families who are serious about getting their money back should file suit with their local District Justice and take the Company to Small Claims Court. It doesn't cost very much and the Company may give the money back just to settle.

If the concern is marketing and solicitation practices, forward samples of the student solicitations to the U.S. Postal Service Consumer Protection Division which in the past has taken action against such search firms that violate postal regulations.

Note:

Proving fraud or misrepresentation is most difficult. Therefore, providing alternatives to meet these families' perceived needs must be our priority!

1993-94 LOAN PROCESSING ADVISORY MEETING

November 17, 1992

The 1992 Reauthorization mandated the simplification of the student loan application. As a result, the new 3-in-1 loan application will be used for the 1993-94 academic year. Students may apply for Federal subsidized and unsubsidized Stafford Loans and Federal SLS Loans using the same application with one promissory note covering all loans.

Rick Irvin and representatives of School Services met with representatives of colleges and the lending community to discuss the application, instruction sheet, and the PHEAA processing. Many suggestions were made about instruction wording and order, shading of application questions and processing. The actual layout and wording of the loan application, however, has been subject to approval by USDE.

PHEAA will use three separate loan application forms - one to be distributed by lenders and schools and two to be generated electronically as a result of a students' request on the PAIR for an application or through the loan renewal process. The electronic form for PALS schools will omit the school certification section. Non-PALS school applications will include the school certification section. Approximately 60-70% of the loan volume is for PALS schools and half of all loan applications are distributed by lenders. Also, 90% of renewal applicants return to the same institution.

Students attending PALS schools will be instructed to complete and send the form to PHEAA. Students at non-PALS institutions will take the original loan application to the school for certification first before it is forwarded to PHEAA. Financial aid officers will be certifying loan amounts for all three types of loans. FAO's have the option of certifying a lesser amount than the student requested or even zeroing out eligibility for SLS, for example. If the lender is not being serviced by PHEAA or if the loan is originated by the lender, then the lender must complete the lender section. PHEAA is looking at doing loan processing every night rather than just three nights per week.

PALS schools will also be given the option of certifying loan eligibility BEFORE a student files a loan application. If a FAFSA and PAIR are on file, FAO's may pre-certify loans. PHEAA would then send the student an application complete with certified loan amounts for sub, unsub, and SLS. The student would only need to sign the application; complete the reference, deferment, capped interest, and loan amount requested; then specify a lender, if needed. Some colleges that package all students with Federal Stafford Loans might take advantage of this option. The College Service Display would have a field that institutions could indicate their participation.

Lenders will also be able to participate in a new program currently called PHEAA Express whereby PHEAA will automatically approve the loans. Lenders would have to sign agreements that they would forego credit checks and would participate in all three loan programs. Minimum loan amounts could be retained for specific lenders. PHEAA would microfilm the original application and send it to the lender just before the guarantee notice is produced. Lenders may still deny or reduce a loan. The guarantee notice would have to be returned with the changes. PHEAA would send out a revised guarantee notice. PHEAA feels that this will reduce mailing costs, speed up loan processing, and reduce lender paperwork.

Regional directors are contacting lenders about participating in all three loan programs. If a student requests a specific lender and wants all three types of loans, PHEAA will contact that student about finding another lender. Only lenders that are in all three programs will be printed on the lender list.

Rick Irvin finally went over every question on the application and reviewed the built in edits. He indicated that he was interested in continuing the group in the future since the PALS advisory committee is concerned mostly with technical issues rather than program and process issues.

1993 CONFERENCE UPDATE PASFAA's 25TH ANNIVERSARY

*submitted by Sheila Nelson
1993 Conference Chair*

From October 10-13, 1993, the Pittsburgh Hyatt Regency will serve as the host site to celebrate PASFAA's 25th anniversary. This beautiful facility is across the street from the Civic Arena and is conveniently located near a variety of restaurants and public transportation.

The conference committee welcomes your comments and suggestions which will help us plan an educational, fun, and extra special 25th Anniversary Conference. Feel free to send me your ideas via the PHEAA terminal (CG01492) or call me at (412) 223-6019.

For your planning purposes, I can report to you at this time that the room rate is set at \$92.00 (plus tax) per night for single or double. Please consult this Newsletter for all conference updates.

Looking forward to seeing you in Pittsburgh.



"Wild Things"



Lehigh Valley Group



"Now we know all about Reauthorization"

NASFAA CONFERENCE PROGRAM TAKING SHAPE

*submitted by Ruth Beer Bletzinger
1993 NASFAA Conference Committee*

Do conference themes with words like "framework", "blueprint", or "change" sound familiar to you? They shouldn't for 1993, because under NASFAA National Chairman Paul Aasen's leadership the phrase to remember for the San Diego conference July 7 to 10 is "EC³".

No, this is not a new statutory equation to measure the wealth of the student's great grandparents on the distaff side, just in case the auditors asks for it. EC³ stands for enhancing communication, examining our connections, and enriching our calling. It's all about who we are as financial aid professionals, from our day-to-day technical and managerial responsibilities to the longer-term and broader social impact of our work.

The Conference Committee is supporting the principle of EC³ by developing - yes - a framework for the 1993 meeting that gives participants an opportunity to explore both the administrative and social aspects of financial aid. Six blocks of concurrent interest sessions are scheduled and will provide maximum flexibility and choice without compromising the ability to get the most up-to-date information.

One of the blocks will be devoted solely to federal updates, another solely to social issues, and the remainder will have a mix. In this way, no one will have to miss a federal update session to learn about the effects of Reauthorization because of a scheduling conflict. In addition, attendees will have a chance to address other important but less technical concerns.

The general sessions are still in the planning stages. Nonetheless, we do know that these sessions, just like the interest sessions, will focus on EC³.

Why is the Conference Committee telling you all this seven months before the meeting? Because we want you to take advantage of this fabulous opportunity to participate in a very substantive meeting that is taking place in a very comfortable location: the San Diego Marriot on San Diego Bay. You'll get a lot out of the sessions, and a lot out of getting together informally with your colleagues at one of the two swimming pools, four tennis courts, two whirlpool saunas, fitness center, or marina.

The conference registration fee is \$260 until June 15, and \$360 thereafter. To qualify for the \$260 rate, only the registration form must be received by June 15. Actual payment can be made up until you pick up your packet at the conference registration desk in San Diego. Forms received after June 15 are subject to the on-site fee of \$360. NASFAA will distribute forms in the spring.

Room rates are \$115 single or double for a city view, and \$135 single or double for a bay view. All rooms are subject to a 9% sales tax. For reservations, call the San Diego Marriott directly at (619) 234-1500.

Don't be square, be cubed: EC³! Make your plans now. See you in San Diego.

FINANCIAL AID TRANSCRIPT FOR CLOSED SCHOOLS

Financial aid transcripts are not required from schools that are closed or bankrupt, according to federal regulations. Often financial aid officers are not aware of which schools are no longer required to provide financial aid transcripts. It has come to our attention that the Computer Systems Institute in Pittsburgh, Pennsylvania is considered closed. Therefore, schools needing financial aid transcript records from CSI should send the financial aid transcript to the following address:

Federal Student Aid Information Center
Financial Aid Transcript Request
Crossroads Venture Center
3 Commerce Drive
Cumberland, Maryland 21502

COUNCIL NOTES

DECEMBER 6 AND 7, 1992

*submitted by Bonnie Lee Behm
PASFAA Secretary*

- The December 6 and 7, 1992 Council meeting was held at the Hyatt Regency in Pittsburgh, PA. Council and the Conference Committee toured the facilities on December 7, 1992. The 25th Annual Conference will be held October 10-13, 1993.

- Sheila Nelson, 1993 Conference Chair and the Conference Committee is investigating the possibility of a day rate or commuter rate for this conference since it will be held in the city. A vendor/sponsor refund policy is also being investigated with a request for review of such a proposal by the February Council meeting. Additionally, a conference committee budget was submitted and approved.

- Council reviewed and voted on the 1992-93 operating budget for the organization.

- A final report on Conference 1992 was distributed. The 24th Annual Conference had the highest attendance ever for a PASFAA Conference. Look for more information on Conference 1992 in the Newsletter.

- The 1993 Hotline will be held January 25-29, 1993. Cynthia Farrell will be the Chair of the Hotline. The three sites will be as follows: PNC offices in Pittsburgh, PHEAA in Harrisburg, and Harcum Junior College for the Philadelphia site.

- Thirty-nine sites across the state are hosting the Guidance Counselor Workshops. Betty Davis reported that 1,200 people have attended the workshops to date and there are still programs offered. This represents the largest attendance at these workshops since these programs began.

- Ron Laszewski distributed a report on the Membership Statistics. As of December 6 there are 529 PASFAA members. Letters will be sent to past year members who have not rejoined PASFAA as of the Conference. A membership form is also included in the Newsletter.

- Government Relations Committee met on December 3, 1992. The committee met to discuss issues related to pro rata refund, proration of loan amounts, ability to benefit provisions and ADA, community service jobs, secondary INS confirmation, definition of academic year, exit interviews, SSN match and the National Student Data Base. Anyone with suggestions or comments about the proposed regulations or technical amendments should mail or fax information to Linda Brittain.

- The Government Relations Committee membership was approved. The members are: Wendy Barron, Linda Brittain, Chair, Mildred Jackson, Michael Lewis, Michael McFadden, Fran McKeown, Christy Tiano, George Walter, and Christine Zuzack.

- Ronald Shunk and the Professional Standards and Training Committee are reviewing the Principles of Administration for the PAATP program. They have met two times prior to the Council meeting and have produced a draft of the Principles of Administration for Council's review.

- This being the 25th anniversary of PASFAA, a 25th anniversary logo has been designed for use on various publications. Council was presented with four designs at the meeting and voted on one design for use during this year.

- The Newsletter Editorial board was approved by Council. To date the following members have been approved: Joyce Frantz, Sally Whiteman, Bonnie Lee Behm, Ragan Watson, and Mary Frances Waite. Look for deadline dates for submission of articles in the Newsletter.

- Linda Brittain reported on a new Loan Processing Advisory Committee meeting. A report on the meeting is included in the Newsletter.

SALLIE MAE VISITED

Members of PASFAA Executive Council had the opportunity recently to visit with the Sallie Mae Servicing Center in Wilkes-Barre. Staff at the Center, as well as the Academic Services Representatives, Amy Brashear and Jeff Simpson were on hand to provide a day-long program on the operation and day-to-day functions of the Center. A roundtable discussion on Reauthorization issues was available in addition to a tour of the relatively new facility. Sallie Mae staff has indicated that other tours are available at the site for those of us interested in visiting with them. For more information on a visit or for information on the services offered through Sallie Mae, contact Amy or Jeff at (914) 694-5612.

REAUTHORIZATION WORKSHOPS BY NASFAA

Do you still have questions about reauthorization? If so, please be sure to register NOW for one of the two-day workshops currently scheduled so you can better understand the Higher Education Act of 1992.

February 2-3

PHILADELPHIA AREA

Community College
of Philadelphia
Winnet Student Life Building
Room 52-19
Philadelphia, PA

Registration forms should be mailed to:

Training Project
NASFAA
1920 L Street, N.W.
Suite 200
Washington, D.C. 20036-5020

February 16-17

PITTSBURGH AREA

Chatham College
James Laughlin Music Center
Welker Room
Pittsburgh, PA

PAATP PRESENTATIONS

The Reauthorization Workshops are being presented this year in a two-part series. Part 1 scheduled for seven sites between March 3 and 11, 1993, focuses on need analysis, delivery system, pell and campus based programs.

Part 2 scheduled for seven sites between April 14 and 22 concerns the delivery system as it pertains to Stafford loans and the Stafford loan program. If you need any additional information, please contact PHEAA.

PASFAA

PENNSYLVANIA ASSOCIATION OF STUDENT FINANCIAL AID ADMINISTRATORS, INC.

1992-93 MEMBERSHIP FORM

Please type or print. This information will be included in the 1992-93 Membership Directory.

CHECK ONE

- ☐ (a) Two Year Public
☐ (b) Two Year Private
☐ (c) SSHE
☐ (d) Four Year Private
☐ (e) Proprietary
☐ (f) State Related
☐ (g) Nursing
☐ (h) Government Agency
☐ (i) Private Social Agency
☐ (j) Vendor/Sponsor
☐ (k) Vendor/Sponsor
☐ (l) Lending Institution
☐ (m) Other (specify)

NAME: _____
Last First M.I.

TITLE: _____

INSTITUTION: _____

ADDRESS: _____

TELEPHONE: () _____ PHEAA USER ID# _____

FAX NUMBER: () _____

Has any of the information above changed since last year?

_____ Yes _____ No _____ Was not a member last year

How many years have you been in the Financial Aid Profession? _____

Congressional District # _____

SIGNATURE: _____ DATE: _____

MEMBERSHIP DUES ONLY (Check one)

- ☐ Active Member \$30
☐ Associate \$28
☐ Student Member \$18

Amount Due \$ _____

MEMBERSHIP CLASSIFICATION

ACTIVE membership shall be the voting membership and shall be limited to persons responsible for the administration of student and financial aid and/or having the authority to award aid representing institutions of post-secondary education located in the Commonwealth of Pennsylvania. Persons in this category of membership would normally have professional (faculty, management, administrative, etc.) appointments to the staffs of their institutions.

ASSOCIATE membership shall include the representatives of secondary schools, government agencies, foundations, private and community organizations interested in financial aid matters, lending institutions and representatives of post-secondary educational institutions who do not qualify for Active membership. Financial Aid Office personnel, lenders, and others who do not hold professional appointments in post-secondary institutions would be included in this membership category.

STUDENT membership shall be for and limited to graduate and undergraduate students in post-secondary education.

Send checks payable to PASFAA and completed forms to: Ron Laszewski
Director of Financial Aid
Bucknell University
Lewisburg, PA 17837

TREASURER'S USE

Amount Received \$ _____ Date _____ Treasurer's Initials _____

GUIDANCE COUNSELOR WORKSHOP: A MEMORABLE EXPERIENCE

*submitted by Ragan Watson
Clarion University*

This past month I had the opportunity to participate in the 1992-93 guidance counselor workshop series which is co-sponsored by PASFAA and PHEAA. This was the third year that I was asked to conduct such a workshop and I must confess that I eagerly look forward to the occasion each fall.

Through my involvement with the workshops, I have gained some valuable experience. Although I have worked in financial aid for over four years, there are always areas that I know I should spend additional time studying so that I can really grasp the finer details of the aid process (how about those pro rata refund policies?!). At the same time, I experience the "shortage of time" and the "spreading yourself too thin" scenarios that I'm sure most of my colleagues confront on a daily basis. It can be difficult to make time for "extra curricular" activities in our daily lives but the benefits you gain from participating in PASFAA/PHEAA activities, such as the guidance counselor workshops, far outweigh the additional time constrictions it may place on your already hectic work week.

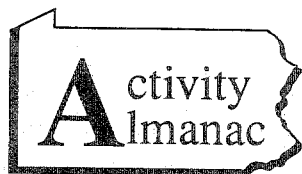
Through my commitment to conduct the PASFAA portion of the program, I receive the impetus to study all aspects of the aid process. This provides me with the opportunity to reacquaint myself with those programs that I don't work with on a daily basis.

Undoubtedly, another benefit derived from my involvement with the workshop is the contact I have developed with other professionals in related fields. It is an excellent opportunity to become better acquainted with the PHEAA Regional Director who provides valuable services to the colleges and universities in my geographic area. Once two people have spent over three hours working together to help answer numerous and sometimes "sticky" technical questions, they really get to know each other. I know that I feel much more comfortable in contacting my PHEAA regional director and asking questions regarding PHEAA's policies, forms, etc, now that I know him a little better. You also get the time to meet guidance counselors with whom you may be working with during the next year. I frequently receive telephone calls from students' guidance counselors requesting information regarding my school's aid award system and it helps to be able to place a face with a name.

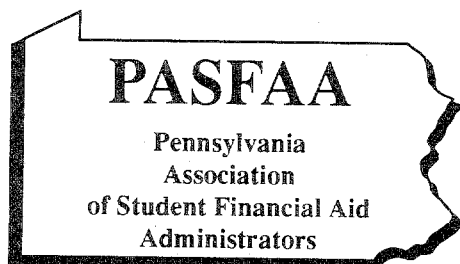
In times of budget "crunches", it is beneficial to attract some public attention for the services that your office provides. PASFAA and PHEAA have always taken the time to formally thank the chief executive officers of the presenters' institution. This enables other offices on campus to better comprehend the functions we perform in our aid office and to understand that there is more to financial aid than filling out financial aid applications.

In closing, I would like to encourage anybody who can possibly spare the time to participate in next year's guidance counselor workshops or in any other PASFAA/PHEAA program. It is a terrific opportunity to become more active in our professional organization and it will enhance your own professional career in a very positive manner.

[EDITOR'S NOTE: The Spring 93 issue of the Newsletter will provide a complete WRAP-UP of the 92 Guidance Counselor Workshop Series]



January 25-29	PASFAA Hotline, Harrisburg, Philadelphia, Pittsburgh
February 1	PASFAA Council, Harrisburg
February 2-3	NASFAA Reauthorization Workshops, Philadelphia
February 16-17	NASFAA Reauthorization Workshops, Pittsburgh
March 3-11	PAATP Reauthorization Workshops (Part I)
April 14-22	PAATP Reauthorization Workshops (Part II)
May 12-15	EASFAA Conference, Baltimore, MD
July 7-10	NASFAA Conference, San Diego, CA
October 10-13	PASFAA Conference, Pittsburgh



Albright College

Financial Aid Office
Reading, PA 19612

