South Carolina Association of Student Financial Aid Administrators 2017 Annual Conference

April 2-5, 2017

Myrtle Beach, SC

WELCOME FROM YOUR SCASFAA PRESIDENT

It is my pleasure to welcome you to the 51st Annual Conference of the South Carolina Association of Student Financial Aid Administrators. I look forward to spending the next few days with all of you in Myrtle Beach, SC. I promise I have put an order in for plenty of sunshine this week!

Biz Daniel and the conference committee have put together an amazing agenda consisting of the perfect mix of imperative training, fun activities, excellent food, and of course networking. We have some of the best special guests joining us to assist in providing all of the information you will need to bring back to your office! Please join me in welcoming Dr. Todd Voss (President, Southern Wesleyan University), Brett Lief (Windham Professionals), Andrea Simpson (NCASFAA President), Stephen Payne (NASFAA), Wood Mason (Department of Education), Sharon Oliver (SASFAA), David Bartnicki (Department of Education), and Jeff Gibbons (Office of Inspector General). These guests, along with members of the association and our sponsors will be presenting one of the most diverse agendas we've seen in a while.

Three new things at this year's conference are the addition of our "Snack & Learn" Vendor Sessions, the SCASFAA Networking Suite, and the 5k Charity Fun Run/Walk. Please plan to grab a snack and visit one of our Vendor Session on Monday afternoon to learn more about what some of our sponsors can offer you and your school. And on Monday and Tuesday nights make sure to take advantage of the SCASFAA Networking Suite where you can relax with friends and hopefully even make some new ones. Finally, we will be holding a fun run/walk on Tuesday afternoon. The course will be well marked, everything is on property, and you don't have to be a runner to participate. In this 5K we like to focus more on the FUN than the run/walk part. We want it to be a fun way to raise some money for our charity.

Speaking of our charity, I am proud to introduce this year's charity of choice, Champion Autism Network, Inc. (CAN). CAN is a nonprofit autism awareness organization based in Surfside Beach, South Carolina. CAN was founded in 2012 by Becky Large, a business professional and mother of a child on the spectrum. CAN's goal is to raise Autism Awareness, reduce criticism and judgment and help families with children on the autism spectrum develop a network of like-minded people and supports, locally and beyond. CAN's mission is to reduce challenges and barriers to allow families with a child with Autism to have a "normal" family outing or experience, reducing sensory input and creating inviting environments for children with Autism and their parents. #YesYouCAN For more information, please visit the Champion Autism Network at https:\\championautismnetwork.com.

Becky Large will be joining us Sunday afternoon during the opening business meeting so please plan to attend in order to learn more about the charity and to have a chance to meet a true pioneer. This year you can support the charity by donating online (on the SCASFAA webpage), buying 50/50 tickets, bidding on silent auction items, and/or participating in the 5K Fun Run/Walk on Tuesday afternoon. I look forward to showing CAN just how generous SCASFAA is!

I hope everyone has a great few days and if you take pictures throughout the conference, make sure to post them on Social media and tag them with #SCASFAAfiftyFUN. And remember, each one of us is a piece of the puzzle and at SCASFAA we're Putting The Pieces Together To Create Champions!!

Kevin J Perry

SCASFAA President
2016-2017

2016-17 CONFERENCE CHARITY

#YesYouCAN
CHAMPION AUTISM NETWORK

SCASFAA's 2017 Conference Charity is the Champion Autism Network. Champion Autism Network, Inc. (CAN) is a nonprofit autism awareness organization based in Surfside Beach, South Carolina. CAN was founded in 2012 by Becky Large, a business professional and mother of a child on the spectrum. CAN's goal is to raise Autism Awareness, reduce criticism and judgment and help families with children on the autism spectrum develop a network of like-minded people and supports, locally and beyond.

CAN's mission is to reduce challenges and barriers to allow families with a child with Autism to have a "normal" family outing or experience, reducing sensory input and creating inviting environments for children with Autism and their parents. #YesYouCAN

To raise money for Champion Autism Network, SCASFAA is hosting a 50/50 raffle, Silent Auction, a 5K Charity Walk/Run on Tuesday, and a Dance2Fit workout class taught by our very own, Missy Perry, Tuesday at 7:30pm in Eton. I Please stop by our Silent Auction tables to see all of the amazing items, make a few bids, and join us on the course Tuesday!

We hope you consider contributing to our cause!

The 2016-17 Conference Committee

OUR GUEST SPEAKERS

David Bartnicki, Federal Training Officer, U.S. Department of Education Federal Student Aid Office

David has worked for the U.S. Department of Education's Federal Student Aid Office for 22 years. He has served as an Institutional Review Specialist, Institutional Improvement Specialist (IIS), Branch Chief for Contract Compliance and is currently a Federal Training Officer.

David's entire government career has been in the Atlanta Regional Office where he currently works directly with over 1,100 postsecondary schools in the Southeast Region. As a training officer, David provides training and technical assistance on a wide variety of federal student aid topics to schools, state agencies, accreditation bodies and higher education organizations through a variety of state, regional, national and Department venues.

While in FSA, David has helped redesign the FSA Assessment Modules, developed the popular "Ask A FED" booth at the annual FSA Conferences, and developed the Department's compliance review process for ED's private collection agencies. David serves on the Conference Delivery Team, the Training Topics Report Team, and the National Verification Team.

In addition, David has received several financial aid awards including the 2014 Certificate of Recognition from the State of Alabama Governor Bentley's Office; 2013 FSA Award for Most Innovative Team, 2013 FASFAA Distinguished Service Award (FL), 2013 TASFAA Distinguished Service Award (TN), the 2012 SASFAA Distinguished Service Award (Southern Regional), the 2012 AASFAA John H. Buchanan Distinguished Service Award (AL), 2012 MASFAA Special Recognition Award (MS), the 2011 Kentucky "Admiral" Award, 2010 FSA Award for Best Mission Results, the 2005 Florida Public Career Technical Center's Merit Award, the 2003 SCASFAA Distinguished Service Award (SC), the 2003 AASFAA Award of Merit (AL) and the 2001 NCASFAA Award of Merit (NC).

When not working, David enjoys spending time with his wife, Christy, and sons Luke (17), Adam (16), and Ethan (12).

Jeff Gibbons, Special Agent, U.S. Department of Education Office of Inspector General

Jeff Gibbons has served as an ED/OIG Special Agent (S/A) in the Southeastern Region in Atlanta, Georgia since 2002. During this time, S/A Gibbons has worked a variety of criminal cases involving Title IV – Federal Student Aid including embezzlement, distance-education fraud, identity theft, and document fraud. Prior to working for ED/OIG, S/A Gibbons worked ten (10) years in tax compliance for the Internal Revenue Service.

S/A Gibbons has made presentations to members of the higher education community including the Southern Association of Student Financial Aid Administrators (SASFAA) and the Department of Education's Federal Student Aid (FSA) POC. Additionally, S/A Gibbons served as a facilitator/guest instructor for the Inspector General Basic Non-Criminal Investigator Training Program at the Inspector General Academy.

S/A Gibbons attended the University of Alabama receiving a B.A. in Political Science in 1990. In addition, he also attended Troy University receiving a M.S. in Management in 1999.

OUR GUEST SPEAKERS

Brett Lief, Chief Strategy Officer for Higher Education and Government Sectors
Windham Professionals

Brett Lief is currently Chief Strategy Officer for Higher Education and Government sectors for Windham Professionals. Windham Professionals, founded in 1982 is a customer-centric and compliance driven revenue management company with headquarters in Andover, MA. Prior to joining Windham, Brett was a board member and strategic advisor for the National Student Loan Program in Lincoln, Nebraska. For the prior 16 years Brett served as the president of the National Council of Higher Education Loan Programs and before that served as a Vice-president of the National Association of Independent Colleges and Universities. Before leaving for Washington, DC he was the Deputy Chief of Staff to the Chancellor of New Jersey's Department of Higher Education.

Brett began his professional career as Assistant Director of Financial Aid at Monmouth College and then Director at Brookdale Community College. He also served as a board member of the National College Access Network.

Wood Mason, Federal Loan School Support Team, U.S. Department of Education
Federal Student Aid Office

Wood Mason has been a FED for nearly 37 years, starting as a Federal Investigator with the Office of Federal Investigations. He has spent the last 21 years with the U.S. Department of Education, beginning as a charter member of the Client Account Management Group in the Direct Loan Program. He has been involved in the development of training for EdExpress and the Direct Loan Program, and most extensively with COD.

Wood was one of a three-person team that created, developed, and delivered the initial COD training over the Winter of 2001 and served as the FSA Liaison to the COD School Relations Center between June 2003 and December 2009. He was also the Lead of the Direct Loan OnBoarding Team between early 2008 and December 2010, migrating over 4,000 FFELP schools to the Direct Loan Program. Since, he has been assigned to the Federal Loan School Support Team, where he works with the COD Customer Service center and assists over 1,300 assigned schools who participate in the Direct Loan Program.

Stephen Payne, Assistant Director of Federal Relations
NASFAA

Stephen recently graduated from the Pennsylvania State University with a bachelor's degree in both educational policy and communication arts. In addition to studying education policy, Stephen served as an intern in the Office of Government Affairs at Penn State and also spent a summer in D.C. working on student aid issues with the federal relations team at the Association of Public and Land-grant Universities (APLU).

OUR GUEST SPEAKERS

Sharon Oliver, SASFAA President and Assistant Vice Chancellor for Scholarships and Student Aid
North Carolina Central University

I had a rewarding career in financial aid for more than twenty years. I find the work I do in my current position extremely gratifying because I am often afforded an opportunity to empathize with families from diverse economic backgrounds and to encourage them to make their dreams a reality. I currently serve as the Assistant Vice Chancellor for Scholarships and Student Aid at North Carolina Central University. I have served in various capacities at the postsecondary level including Chief Accountant, Bursar, Enrolment Manager and Director of Financial Aid in the public and private sectors. Therefore, I fully understand the role financial aid plays in meeting fiscal responsibilities of private as well as public institutions.

I am actively involved in the financial aid professional associations for the state and Region. I have enjoyed serving on the regional association executive board for many years. One of my most rewarding experiences was serving as the SASFAA Leadership Symposium Chairperson, which provided an opportunity to develop future leaders to serve and support the associations at the state and regional levels. My personal interest includes volunteering within the community to ensure that families are aware of funding for college. It is indeed a privilege and an honor for her to have an opportunity to work with young people to provide assistance for making their dreams become a reality. My career has been punctuated with a series of rewarding and growth experiences. One of my most rewarding work experiences has been working in the financial aid office and helping families through tough financial situations. I am often asked, “How can I provide the high level of support and services to difficult families and students? My response is simple: “because I care.” I care to listen, I care to understand, I care to help and I care to provide solutions. I care because I have walked in their shoes so I fully understand the challenges and frustration. I strongly believe in Mahatma Gandi’ quote about serving and caring for others: “The best way to find yourself is to lose yourself in the service of others.”

Andrea Simpson, Director of Financial Aid
Surry Community College

Andrea Simpson graduated from Salem College in 1997 with a B.A. in Foreign Language Management and Spanish and received her International M.B. A. from Gardner-Webb University in 2004. She began her career in Financial Aid in January of 2007 when she was hired as the Assistant Director and VA Certifying Official at Surry Community College. In the same month she found out that she was pregnant with her first child! In October of that year, she welcomed her little girl and agreed to step into the position of Director. She fully blames sleep deprivation for her irrational decision making! However, with the help of a truly excellent staff she has made it work! She and her husband, Josh, live in Pilot Mountain and are parents to seven year old, Leah, and four year old, Tye. Andrea has been a member of NCASFAA, SASFAA and NASFAA since 2007. She has served NCASFAA as Professional Advancement- Intermediate Aid Officer Chair, Vice President, President-Elect and is the 16/17 President.

OUR GUEST SPEAKERS

Dr. Todd Voss, President
Southern Wesleyan University

Todd Voss assumed the role of 18th President of Southern Wesleyan University in July of 2011. His previous experience aligned well with the expectations of Southern Wesleyan as he served 22 years at a sister university in Indiana; first as Vice President for Student Life and later as Executive Vice-President. He has a strong leaning toward growth and change, both qualitative and quantitative. Previously he served as the Dean of Students at Potomac State College of West Virginia University and in a variety of operational and student life positions at Western Michigan University.

Dr. Voss's career in Higher Education has allowed him to direct hundreds of millions of dollars of campus construction, and has given him opportunities to develop new enterprises and services for campus development. Having a passion for studying generational trends, his research has prepared campuses to be ahead of the curve regarding the changes and challenges of the last three generational transferences.

Born in Grand Rapids, Michigan he earned his doctorate in higher education administration and his masters in counseling psychology from Western Michigan University. His Bachelor of Science degree is in psychology/pre-medicine from Michigan State University. Dr. Voss is committed to the student experience, and has worked tirelessly to enhance and improve both in-classroom and out-of-classroom learning. He and his wife, Julie, have a married daughter who also lives in South Carolina, and a married son who lives in New Jersey. They also have four very special grandchildren.

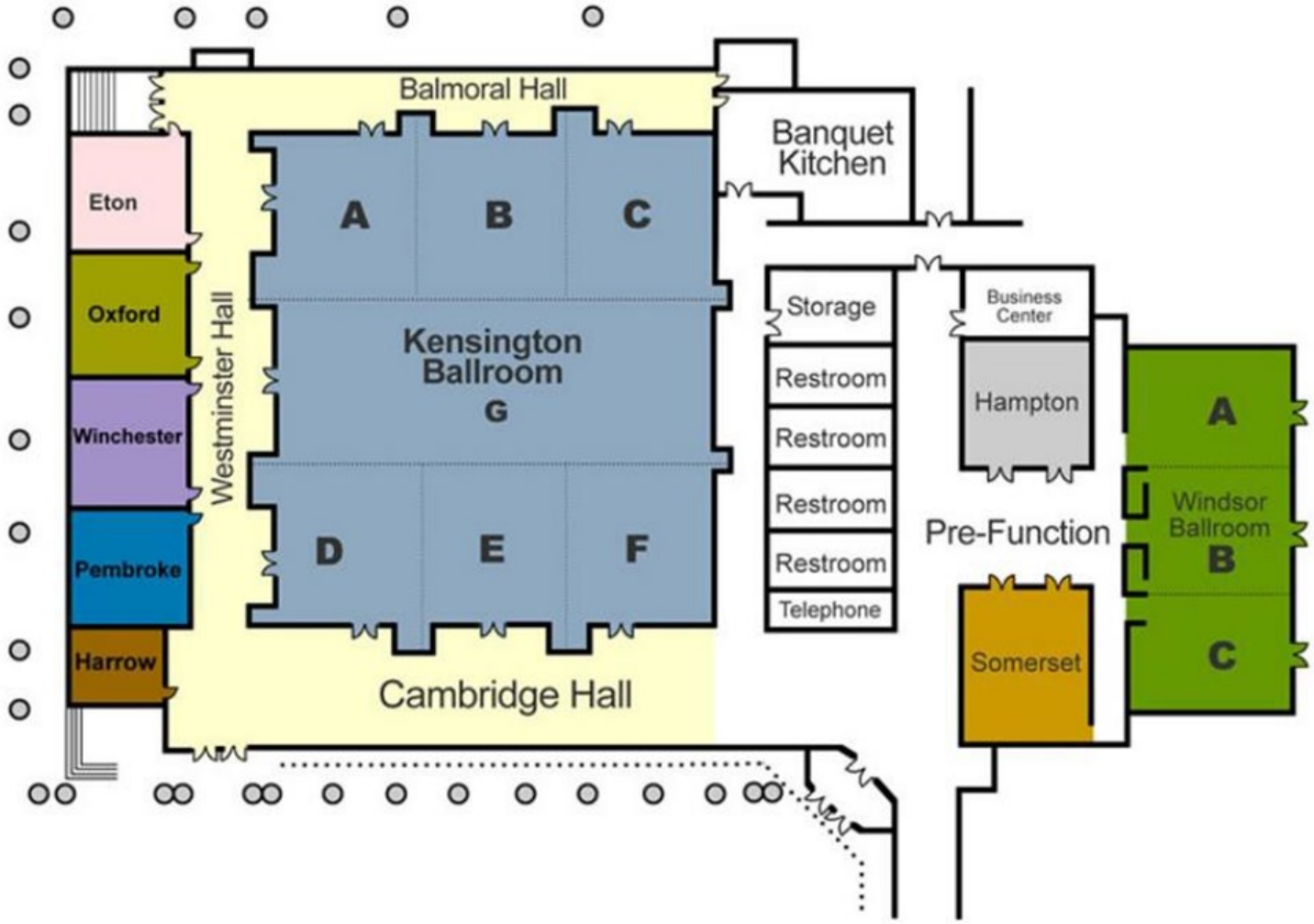
Andrea Williams, Director of Gamecock Gateway and Assistant Director of Special Populations
University of South Carolina

Andrea Williams is the new Director of Gamecock Gateway for the University of South Carolina and the Assistant Director of Special Populations. Prior to her new roles, Andrea re-ignited her Higher Education Career in 2012 when she accepted a position as a Program Manager and Career Development Coach with the University of South Carolina Career Center. Her other Higher Education experience includes advising undecided students at Austin Peay State University in Clarksville, Tennessee and University Housing at the University of South Carolina, Columbia.

Andrea has a Master of Education in Student Personnel Services from the University of South Carolina, Columbia, and a Master of Operational Art and Science from the Air Command and Staff College, Maxwell Air Force Base, Montgomery, Alabama. She is certified in MBTI and is graduate of the National Association of Colleges and Employers Career Coaching Intensive Workshop. She is also Green Zone and Safe Zoned trained.

Prior to joining the University of South Carolina, Andrea was member of the United States Army, retiring in October 2010 at the rank of Lieutenant Colonel. As a member of the Army Acquisition Corps, Andrea received her Level 3 Certification in Program Management and a Level 2 certification in Systems Engineering from the Defense Acquisition University; She is also a graduate of the Systems Automation Course in Fort Gordon, GA. As a Gamecock Alumnus, Andrea was excited to re-establish her career in Higher Education and is proof that Second Act Careers are indeed possible.

CONFERENCE MAP



Conference Registration/Check-in

The Registration/Check-in table will be located outside of Harrow, in the corner of Cambridge and Westminster Halls.

AGENDA AT-A-GLANCE

Sunday, April 2, 2017		
9:00 AM – 1:00 PM	**SCASFAA Board Meeting** *Includes Lunch*	Pembroke
10:00 AM – 1:00 PM	**Exhibit Area Setup**	Westminster Hall
1:00 PM – 5:00 PM	**Registration Area Open**	Outside Harrow
3:30 PM – 5:30 PM	**Opening Session**	Kensington A/B
5:30 PM — 6:30 PM	**Embassy Suites Manager's Reception**	Coastal Grill
6:30 PM – 8:30 PM	**President's Reception** *Heavy Hors D'oeuvres will be served*	Vista 1 & 2
9:00 PM – 11:00 PM	**SCASFAA Networking Suite Open**	Night Watch
Monday, April 3, 2017		
7:00 AM – 8:15 AM	**Embassy Suites Breakfast Bar**	Vista 1 & 2
8:30 AM – 5:00 PM	**Registration Area Open**	Outside Harrow
8:30 AM – 12:00 PM	**Exhibit Area Open**	Westminster Hall
9:00 AM – 10:30 AM	**General Session—Life by Generation Z**	Kensington A/B
10:30 AM – 10:45 AM	**Transition Break**	Westminster Hall
10:45 AM – 11:45 AM	**Concurrent Sessions**	
Session 1	*Ally Training: Understanding & Supporting the LGBTQ Community*	Eton
Session 2	*Rethinking Our Marketing, Publicity, and Communications Efforts in the Aid Office*	Winchester
Session 3	*FAFSA Completion: Best Practices to Help Students Navigate the FA Puzzle*	Oxford
11:45 AM – 12:00 PM	**Transition Break**	Westminster Hall
12:00 PM – 1:15 PM	**Luncheon/NASFAA Update/SASFAA Update**	Kensington G
1:15 PM – 1:30 PM	**Transition Break**	Westminster Hall
1:30 PM – 2:30 PM	**Concurrent Sessions**	
Session 1	*NASFAA/Advocacy & You*	Eton
Session 2	*PJ and SAP Appeals Process Panel*	Winchester
Session 3	*Green Zone Training—Military & Veterans*	Oxford

AGENDA AT-A-GLANCE

Monday, April 3, 2017		
2:30 PM – 2:45 PM	**Transition Break**	Westminster Hall
2:45 PM – 3:45 PM	**Concurrent Sessions**	
Session 1	*Vendor Session: SCSLC*	Eton
Session 2	*Vendor Session: Great Lakes*	Winchester
Session 3	*Vendor Session: Next Gen Web Solutions*	Oxford
Session 4	*Vendor Session: CampusLogic*	Pembroke
3:45 PM – 4:00 PM	**Transition Break**	Westminster Hall
4:00 PM – 5:00 PM	**Concurrent Sessions**	
Session 1	*Managing and Reconciling Title IV Funds*	Eton
Session 2	*Fostering Collaboration Between Financial Aid and Admissions Professionals*	Winchester
Session 3	*Comment Code 399—Resolving Conflicting Information*	Oxford
5:30 PM – 6:30 PM	**Embassy Suites Manager's Reception and First-Time Attendees Meet and Greet**	Coastal Grill
6:30 PM – 9:00 PM	**Dinner on Your Own/Dinner Groups (sign-up)**	
9:00 PM – 11:00 PM	**SCASFAA Networking Suite Open**	Night Watch
Tuesday, April 4, 2017		
7:00 AM – 8:00 AM	**Embassy Suites Breakfast Bar**	Vista 1 & 2
8:00 AM – 12:00 PM	**Registration Area Open**	Outside Harrow
8:00 AM – 12:00 PM	**Exhibit Area Open**	Westminster Hall
8:00 AM – 9:00 AM	**Concurrent Sessions**	
Session 1	*CHE—State Scholarship & Grant Changes*	Eton
Session 2	*2017-18 Verification*	Winchester
Session 3	*Direct Loans 101*	Oxford
9:00 AM – 9:15 AM	**Transition Break**	Westminster Hall
9:15 AM – 10:15 AM	**Concurrent Sessions**	
Session 1	*Tackling Millennial Financial Literacy Opportunities*	Eton
Session 2	*South Carolina Tuition Grants Commission Update*	Winchester
Session 3	*Counselor Minds: Profiling Financial Aid Counselors and Their Supervisors*	Oxford
10:15 AM – 10:30 AM	**Break with Refreshments**	Westminster Hall

AGENDA AT-A-GLANCE

Tuesday, April 4, 2017		
10:30 AM – 11:30 AM	**Concurrent Sessions**	
Session 1	*FED Q&A Session*	Eton
Session 2	*Mitigating Title IV Funds Fraud Risk*	Winchester
Session 3	*Reporting and Adjusting Direct Loan Data & SULA*	Oxford
11:30 AM – 11:45 AM	**Transition Break**	Westminster Hall
11:45 AM – 1:15 PM	**Awards Luncheon/Vendor Recognition**	Pool Side
1:15 PM – 1:30 PM	**Transition Break**	Westminster Hall
1:30 PM – 2:30 PM	**Concurrent Sessions**	
Session 1	*CHE—SC Residency Program*	Eton
Session 2	*Getting Involved: The Importance for You and Your Career*	Winchester
Session 3	*Working with Millennials and Beyond*	Oxford
2:30 PM – 2:45 PM	**Transition Break**	Westminster Hall
2:45 PM – 3:45 PM	**Concurrent Sessions**	
Session 1	*Citizenship & Immigration Status Affecting Fed/State Aid*	Eton
Session 2	*Resolving C Codes*	Winchester
Session 3	*Viva la Diffe'rence! Cultural Diversity in Higher Education*	Oxford
3:45 PM – 4:15 PM	**Get Ready for Charity Event**	
4:15 PM – 5:30 PM	**SCASFAA Charity 5K Run/Walk**	Kingston Plantation
5:30 PM – 6:30 PM	**Embassy Suites Manager's Reception**	Coastal Grill
6:30 PM – 9:00 PM	**Dinner and Evening on Your Own**	
7:30 PM – 8:30 PM	**Dance2Fit Charity Workout Class**	Eton
9:00 PM – 11:00 PM	**SCASFAA Networking Suite Open**	Night Watch
Wednesday, April 5, 2017		
7:00 AM – 8:15 AM	**Embassy Suites Breakfast Bar**	Vista 1 & 2
8:30 AM – 10:00 AM	**General Session—Federal Update**	Kensington A/B
10:00 AM – 11:00 AM	**Closing Business Meeting** **Election & Charity Results** **Passing of the Gavel**	Kensington A/B

2016-17 BOARD & CONFERENCE COMMITTEE

Executive Board

Kevin Perry, President
Coastal Carolina University

Elizabeth Milam, Past President/Elections & Nominations Chair
Clemson University

DJ Wetzel, Secretary/By-Laws Chair
Greenville Technical College

Traci Singleton, Treasurer-Elect
The Citadel

Jennifer Williams, President-Elect
Clemson University

Kisha Dawkins, Vice President/Long Range Planning Chair
York Technical College

Cindy Peachey, Treasurer
University of South Carolina

Zachary Christian, Member-at-Large/Membership Chair
SC Tuition Grants Commission

Committee Chairs

Carla Brewer, Advisory to CHE
Tri-County Technical College

Kyle Phillips, Communications
Clemson University

Katie Harrison, Electronic Services
SC Tuition Grants Commission

Jan Belton, Global Issues
Edward Via College of Osteopathic Medicine—Carolinas

Earl Mayo, Site Selection
SC Tuition Grants Commission

Chuck Sanders, Lending Agency Liaison
SC Student Loan Corporation

Biz Daniel, Annual Conference
Great Lakes

Kelly Savoie, Counselor and Consumer Relations
Sallie Mae

Nancy Tate, Financial Planning
Anderson University

Joey Derrick, Legislative Issues
University of South Carolina

Melanie Gillespie, Sponsorship
Southern Wesleyan University

Conference Committee

Biz Daniel, Conference Committee Chair
Great Lakes
Melanie Gillespie
Southern Wesleyan University
Katie Harrison
SC Tuition Grants Commission
Alex Jordan
University of South Carolina
Timothy Mention
York Technical College
Nikki Miller
Coastal Carolina University
Cindy Peachey
University of South Carolina
Kyle Phillips
Clemson University
Kelly Savoie
Sallie Mae
Traci Singleton
The Citadel
Jennifer Williams
Clemson University

Zachary Christian
SC Tuition Grants Commission
Holly Gilliam
University of South Carolina
LaKesha Jenkins
University of South Carolina
Stephanie McCarter
University of South Carolina
Gena Miles
SC Tuition Grants Commission
Diana O'Bryan
Bob Jones University
Missy Perry
Piedmont Technical College
Jan Belton
Edward Via College of Osteopathic Medicine—Carolinas
Lillian Sims
University of South Carolina Palmetto College
Michelle Upchurch
Limestone College
Deborah Williams
Piedmont Technical College

SOUTH CAROLINA Student Loan®

The Help You Need

With over forty years of experience in the student loan industry, SC Student Loan continues to provide the Palmetto Assistance Loan (PAL), PAL ReFi Loan, and Teachers Loans as well as work with our schools and local communities to aid in understanding the loan servicing process and repayment obligations. We have maintained one of the lowest default rates in the nation, and our default prevention division, EdManage, continues that effort in building relationships with schools and borrowers. Please visit our website for details on our student loan programs or call and ask for Ray Jones for more information on EdManage.

800-347-2752 www.scstudentloan.org

AGENDA

Sunday, April 2, 2017

9:00 AM – 1:00 PM	**SCASFAA Board Meeting** *Includes Lunch*	Eton
10:00 AM – 1:00 PM	**Exhibit Area Setup**	Westminster Hall
1:00 PM – 5:00 PM	**Registration Area Open**	Outside Harrow
3:30 PM – 5:30 PM	**Opening Business Meeting** Presiding: Kevin Perry, SCASFAA President **General Session—Expectations for a New Administration** **Presenter:** Brett Lief, Windham Professionals	Kensington A/B
5:30 PM — 6:30 PM	**Embassy Suites Manager's Reception**	Coastal Grill
6:30 PM – 8:30 PM	**President's Reception** *Heavy Hors D'oeuvres will be served*	Vista 1 & 2
9:00 PM – 11:00 PM	**SCASFAA Networking Suite Open**	Night Watch

Monday, April 3, 2017

7:00 AM – 8:15 AM	**Embassy Suites Breakfast Bar**	Vista 1 & 2
8:30 AM – 5:00 PM	**Registration Area Open**	Outside Harrow
8:30 AM – 12:00 PM	**Exhibit Area and Charity Tables Open**	Westminster Hall
9:00 AM – 10:30 AM	**General Session—Life by Generation Z** This presentation will be packed with answers (and a few questions) specifically for college and university professionals wanting to prepare for what may be the largest generational impact in history. Find out who they are, and what they expect out of life, society, technology, education, career, safety, entertainment and more. Time for your questions and observations will be provided. **Presenter:** Dr. Todd Voss, President, Southern Wesleyan University **Moderator:** Melanie Gillespie, Southern Wesleyan University	Kensington A/B
10:30 AM – 10:45 AM	**Transition Break**	Westminster Hall

AGENDA

Monday, April 3, 2017

10:45 AM – 11:45 AM	**Concurrent Sessions**	
Session 1	*Ally Training: Understanding & Supporting the LGBTQ Community* According to the National Gay and Lesbian Task Force, 20% of college students fear for their physical safety due to their gender identity or their perceived sexual orientation. They say you never truly understand where a person is coming from until you've walked a mile in their shoes; so join us as we walk through the coming out process and engage in constructive discussion to identify ways we can all create a more inclusive environment for all of our students. **Presenter:** Zachary Christian, SC Tuition Grants Commission **Moderator:** Katie Harrison, SC Tuition Grants Commission	Eton
Session 2	*Rethinking Our Marketing, Publicity, and Communications Efforts in the Aid Office* Marketing, publicity, and communication are quickly becoming an integral part of the successful aid process. Come learn how one institution has completely changed its approach to this with dramatic results. We'll share our strategic outreach plan, the publications and outreach tools that we use, and the lessons we have learned. Topics covered will include the creation of a new position charged with these efforts, the creation and implementation of a complete outreach plan, the various types of outreach performed, platforms used and the results of these efforts. **Presenter:** Joey Derrick, University of South Carolina **Moderator:** Samantha Hicks, Coastal Carolina University	Winchester
Session 3	*FAFSA Completion: Best Practices to Help Students Navigate the FA Puzzle* Navigating the Financial Aid process can be a task for those of us that do it every day. Imagine how students and parents feel that have never seen it before! In the session we will discuss ways to help students tackle the process and make sense of this daunting task. We will also discuss ways to pool resources to encourage FAFSA completion and foster relationships. **Presenter:** Andrea Simpson, NCASFAA President **Moderator:** Lorraine Shepherd, Trident Technical College	Oxford
11:45 AM – 12:00 PM	**Transition Break**	Westminster Hall
12:00 PM – 1:15 PM	**Luncheon/NASFAA Update/SASFAA Update**	Kensington G
1:15 PM – 5:00 PM	**Exhibit Area and Charity Tables Open**	Westminster Hall
1:15 PM – 1:30 PM	**Transition Break**	Westminster Hall

AGENDA

Monday, April 3, 2017

1:30 PM – 2:30 PM	**Concurrent Sessions**	
Session 1	***NASFAA/Advocacy & You*** This session will touch on the main principles of successful advocacy strategies. An overview will be given of how NASFAA enacts those strategies at the Federal level through relationships with Congressional staffers, the Department of Education, and the Administration. In addition to highlighting useful NASFAA tools and resources, the session will also cover tips and strategies on how to successfully advocate at the grassroots level and outline recent policy and funding issues. **Presenter:** Stephen Payne, NASFAA **Moderator**: Ashley Stuckey, Trident Technical College	Eton
Session 2	***PJ and SAP Appeals Process Panel*** This interactive session will share from a broad cross-section of schools how they are handling today's appeals to Professional Judgement and Satisfactory Academic Progress. Please join and bring your questions, concerns and best practices. **Presenters:** Carla Brewer, Tri-County Technical College Melanie Gillespie, Southern Wesleyan University Elizabeth Milam, Clemson University DJ Simpson, College of Charleston **Moderator:** Kelly Savoie, Sallie Mae	Winchester
Session 3	***Green Zone Training—Military & Veterans*** Green Zone Ally Training is program for higher education professionals that wish to learn more about the military affiliated student experience at colleges and universities in South Carolina. The goal is to train members of the higher education community to know more about the issues and concerns faced by military affiliated students and to identify individuals who are available to assist this particular population. Green Zone Allies are not expected to be experts who can "solve problems" but are individuals who can lend a sympathetic ear and help student veterans identify and connect with appropriate campus resources. **Presenter:** Andrea Williams, University of South Carolina **Moderator:** Holly Gilliam, University of South Carolina	Oxford
2:30 PM – 2:45 PM	**Transition Break**	Westminster Hall

AGENDA

Monday, April 3, 2017

2:45 PM – 3:45 PM	Vendor Sessions	
Session 1	*South Carolina Student Loan Corporation* **He Who Laughs … Lasts** This hilarious look at why laughter is integral to success in business and in life will be wrapped around an update of SC Student Loan's services and plans for the future. **Presenters:** Ray Jones, South Carolina Student Loan Corp Mike Fox, South Carolina Student Loan Corp **Moderator:** Nikki Miller, Coastal Carolina University	Eton
Session 2	*Great Lakes* **Private Loan Processing Made Easy** Come hear from Biz Daniel and fellow school users how streamlining your private loan processing using Great Lakes tools can make your private loan processing stress free. **Presenter:** Biz Daniel, Great Lakes **Moderator:** Deborah Williams, Piedmont Technical College	Winchester
Session 3	*Next Gen Web Solutions* Come hear representatives from Next Gen Web Solutions discuss their many services and products! **Presenter:** Monica Stam, Next Gen Web Solutions **Moderator:** Missy Perry, Piedmont Technical College	Oxford
Session 4	*CampusLogic* Come hear representatives from CampusLogic discuss their many services and products! **Presenter:** Anthony Spano, CampusLogic **Moderator:** Wendy Watts, Coastal Carolina University	Pembroke

AGENDA

Monday, April 3, 2017

3:45 PM – 4:00 PM	**Transition Break**	Westminster Hall
4:00 PM – 5:00 PM	**Concurrent Sessions**	
Session 1	*Managing and Reconciling Title IV Funds* It's the money that matters. Let's make sure you are reconciling your Direct Loan Program and Pell Grant Program accurately and in a timely fashion. We'll also talk about some enhancements coming to COD in the 2017-2018 award year that will help you in that regard. **Presenter:** Wood Mason, Department of Education **Moderator**: Ray Jones, South Carolina Student Loan Corp	Eton
Session 2	*Fostering Collaboration Between Financial Aid and Admissions Professionals* The expression "relationships are everything" is quite true! Come to this session if you want to learn how the Financial Aid and the Admissions Offices can build a strategic relationship and work as a team to support and assist prospective students in a way that will seal the deal and lead to increased yield rates. These offices are front runners in the recruitment cycle so they must collaborate to develop an enrollment pathway that rapidly advances students through the enrollment funnel. Therefore, it is imperative that the enrollment relationship extend beyond participating in signature University programs such as Open House, Recruitment Receptions and Campus Visits. Recruitment must be embedded in the daily tasks of both units which includes customer service, applications, financial planning, federal requirements, etc. Equally important are the key financial aid documents that are strong enrollment triggers similar to paid deposits that must be tracked. At this session, you will learn what to do and how to do it through the specific techniques, strategies and timelines that will be shared for advancing students from prospects to enrollees. **Presenters:** Sharon Oliver, SASFAA President **Moderator:** Adedayo Lawal, The First Marblehead Corporation	Winchester

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Session 3	*Comment Code 399/Resolving Conflicting Information* Have you ever struggled with resolving conflicting information? Do you know when conflicting information occurs? If you have, then this session is for you. Come learn from a Department of Education employee as we explore conflicting information and the important role it plays in TIV eligibility. In addition, to covering definitions, scenarios, and common issues, we will also review the new C-Flag 399 that deals with potential conflicting information between 2016-17 and 2017-18 ISIRs. **Presenter:** David Bartnicki, Department of Education **Moderator:** Melanie Gillespie, Southern Wesleyan University	Oxford
5:30 PM – 6:30 PM	**First-Time Attendees Meet and Greet** **Embassy Suites Manager's Reception** *All First-Time Attendees are encouraged to join SCASFAA's Member-at-Large and others during this great networking opportunity at the Embassy Suite's Manager's Reception!*	Coastal Grill
6:15 PM – 9:00 PM	**Dinner on Your Own/Dinner Groups (Sign-up Required)**	
9:00 PM – 11:00 PM	**SCASFAA Networking Suite Open**	Night Watch
Tuesday, April 4, 2017		
7:00 AM – 8:00 AM	**Embassy Suites Breakfast Bar**	Vista 1 & 2
8:00 AM – 12:00 PM	**Registration Area Open**	Outside Harrow
8:00 AM – 11:45 AM	**Exhibit Area and Charity Tables Open**	Westminster Hall
8:00 AM – 9:00 AM	**Concurrent Sessions**	
Session 1	*CHE—State Scholarships & Grant Changes* This session will discuss the effects of the SC DOE's transition from a 7pt grading scale to a new 10pt grading scale and the SAT Redesign in relation to the state scholarship and grant programs. CHE staff will request feedback from the Financial Aid Community throughout the regulatory process, but this session will provide an opportunity to introduce potential changes to the programs. **Presenters:** Karen Woodfaulk, SC Commission on Higher Education **Moderator:** Carla Brewer, Tri-County Technical College	Winchester
Session 2	*2017-18 Verification* The 2017-2018 award year is just around the corner and with that comes an increased emphasis on verifying 17/18 applicants. Are you properly verifying your 17/18 student files? This session will explore the verification changes for 2017-2018, review key processing requirements and provide important reminders within the verification process. **Presenter:** David Bartnicki, Department of Education **Moderator:** Kisha Dawkins, York Technical College	Oxford

AGENDA

Tuesday, April 4, 2017

Session 3	*Direct Loans 101* From the types of Direct Loans available to how to calculate a Direct Loan to reporting a Direct Loan to COD to how it gets to a Servicer will all be covered in this session. New to processing Direct Loans? Been around a while but have some questions? Come on in... **Presenter:** Wood Mason, Department of Education **Moderator**: Monica Stam, Next Gen Web Solutions	Eton
9:00 AM – 9:15 AM	**Transition Break**	Westminster Hall
9:15 AM – 10:15 AM	**Concurrent Sessions**	
Session 1	*Tackling Millennial Financial Literacy Opportunities* Millennials are better educated and more economically active than their generational predecessors, but an identified shortcoming of this college-age generation is the target of a new course Clemson University introduced this past fall. Providing financial literacy education is becoming more and more a part of the college experience, but what's the best method for doing this? What really works in getting the attention of students and leading them towards making productive financial choices? In this interactive session we'll explore what one public 4 year college is doing to educate their students on being fiscally responsible. **Presenters:** Kyle Phillips, Clemson University Kelly Savoie, Sallie Mae	Eton
Session 2	*South Carolina Tuition Grants Commission Update* Join us for an update on the Tuition Grants program, the state's need-based grant for residents who attend an eligible independent college or university. We will discuss recent policy and procedures updates, provide an update on potential federal application processing changes, and discuss updates and reminders concerning grant administration. Time permitting, this session will also serve as an independent college sector meeting. **Presenters:** Earl Mayo, SC Tuition Grants Commission Katie Harrison, SC Tuition Grants Commission **Moderator:** Angela Fowler, Anderson University	Winchester

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Tuesday, April 4, 2017

Session 3	*Counselor Minds: Profiling Financial Aid Counselors and Their Supervisors* All supervisory roles present challenges. Keeping morale, encouraging customer service, organizing daily tasks, and preventing burn out are all goals of any skilled supervisor. Managing financial aid counselors is no different. This session starts a conversation on best practices when it comes to hiring, supervising, & growing financial aid counselors. Supervisors and emerging leaders are encouraged to join the team to explore Counselor Minds. **Presenter:** Samantha Hicks, Coastal Carolina University **Moderator:** Nikki Miller, Coastal Carolina University	Oxford
10:15 AM – 10:30 AM	**Break with Refreshments**	Westminster Hall
10:30 AM – 11:30 AM	**Concurrent Sessions**	
Session 1	*FED Q&A Session* Have you ever wanted to ask a FED a question about TIV aid but never had the opportunity? Well now is your chance. Bring your questions, and our very own Federal Trainer will provide the answers. So come learn from your colleagues as we get answers to common questions being faced by our schools today. **Presenter:** David Bartnicki, Department of Education **Moderator**: Terria Williams, Claflin University	Eton
Session 2	*Mitigating Title IV Funds Fraud Risk* The purpose of this session is to raise awareness of the issues unique to post-secondary schools and the distance education environment and to discuss actions to mitigate risks associated with education fraud. Title IV programs are large, complex and inherently risky because of their design, reliance on numerous entities for administration and oversight, the nature of the student population, and the changes in educational delivery methods, such as distance education. After this presentation, a participant will gain a better understanding of the OIG Mission and the recommendations made by the OIG in Management Information Reports to help mitigate fraud risks in Title IV programs. **Presenters:** Jeff Gibbons, Office of Inspector General **Moderator:** Anthony Spano, CampusLogic	Winchester

AGENDA

Tuesday, April 4, 2017

Session 3	*Reporting and Adjusting Direct Loan Data & SULA* It's been around for going on 4 years and to many of us it's still somewhat of a mystery. Let's try to clear up some of that mystery and see what needs to be reported to COD so SULA calculations for your students are accurate. **Presenter:** Wood Mason, Department of Education **Moderator:** Angela Fowler, Anderson University	Oxford
11:30 AM – 11:45 AM	**Transition Break**	Westminster Hall
11:45 AM – 1:15 PM	**Lunch/Awards/Vendor Recognition**	Pool Side
1:15 PM – 3:45 PM	**Exhibit Area Open**	Westminster Hall
1:15 PM – 1:30 PM	**Transition Break**	Westminster Hall
1:30 PM – 2:30 PM	**Concurrent Sessions**	
Session 1	*CHE—SC Residency Program* A Session on the SC Residency program, which has regulations going through SC General Assembly. The session will focus on the proposed changes to the program, as well as provide relevant legislative updates. **Presenter:** Gerrick Hampton, SC Commission on Higher Education **Moderator**: Missy Perry, Piedmont Technical College	Eton
Session 2	*Getting Involved: The Importance for You and Your Career* In the session we will discuss the importance of volunteerism and the opportunities that exist at the State, Regional and National level. We will take a look at the key factors to helping you grow personally and professionally in your career. We will then examine how getting involved can benefit you, your institution and your state! **Presenter:** Andrea Simpson, NCASFAA President **Moderator:** Shannon Cross, Inceptia	Winchester

AGENDA

Tuesday, April 4, 2017

Session 3	*Working with Millennials and Beyond* Millennials are the largest generation on our planet today. As a result, they will have a tremendous influence over norms, expectations and behavior. This session will highlight the financial and buying habits and expectations of millennials and will review some recommendations in engaging them. This session will also touch on the emerging Generation Z influences and behaviors. **Presenters:** Kelly Savoie, Sallie Mae **Moderator:** Vanessa Childs, University of SC Salkehatchie	Oxford
2:30 PM – 2:45 PM	**Transition Break**	Westminster Hall
10:30 AM PM – 11:30 AM	**Concurrent Sessions**	
Session 1	*Citizenship & Immigration Status Affecting Fed/State Aid* A student walks into your office, hands you her Certificate of Naturalization and says, "Please clear me." Why is she here? C-Code? Applying for in-state fees? Compliance with the SC Illegal Immigration Act? Citizenship and immigration status can impact several areas that intersect in the financial aid office. This session will cover the requirements, the documents, and the categories, including Deferred Action for Childhood Arrivals (DACA) students. **Presenter:** Elizabeth Milam, Clemson University **Moderator**: Diana O'Bryan, Bob Jones University	Eton
Session 2	*Resolving C Codes* Have you ever struggled with a C Code on an ISIR and were unsure how to resolve the situation? IF so, then this session is for you. We will review the importance of C-Flags, talk about the most common C-Flags and provide insight in to how to resolve certain key C-Flag situations. **Presenter:** David Bartnicki, Department of Education **Moderator:** Jennifer Williams, Clemson University	Winchester
Session 3	*Viva la Diffe'rence! Cultural Diversity in Higher Education* Participants will learn about cultural diversity in higher education, and how to recognize conscious and unconscious stereotypes in their own thinking. We'll also share ideas about becoming more informed about the effect of cultural differences, and how to acknowledge and celebrate diversity in the workplace. **Presenter:** Jan Belton, Edward Via College of Osteopathic Medicine Chansone Durden, Citizens Bank **Moderator:** Zachary Christian, SC Tuition Grants Commission	Oxford

AGENDA

Tuesday, April 4, 2017		
3:45 PM – 4:15 PM	**Get Ready for Charity Event**	
4:15 PM– 5:30 PM	**SCASFAA Charity 5K Run/Walk**	Kingston Plantation
5:30 PM – 7:00 PM	**Embassy Suites Manager's Reception**	Coastal Grill
7:00 PM – 9:00 PM	**Dinner and Evening on Your Own**	
7:30 PM – 8:30 PM	**Dance2Fit Charity Workout Class**	Eton
9:00 PM – 11:00 PM	**SCASFAA Networking Suite Open**	Night Watch
Wednesday, April 5, 2017		
7:00 AM – 8:30 AM	**Embassy Suites Breakfast Bar**	Vista 1 & 2
8:30 AM – 10:00 AM	**General Session—Federal Update** Session Description: In this session we will explore current regulatory and policy guidance facing our financial aid offices. We will review hot topics including prior-prior year issues, GE updates, new federal registers, new dear colleague letters, the latest policy guidance and any late breaking TIV departmental news **Presenter:** David Bartnicki, Department of Education	Kensington A/B
10:00 AM – 11:00 AM	**Closing Business Meeting** **Election & Charity Results** **Passing of the Gavel**	Kensington A/B

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PAST PRESIDENTS

2015-16: Elizabeth Milam, Clemson University

2014-15: Kenneth Cole, University of South Carolina Lancaster

2013-14: Katie Harrison, SC Tuition Grants Commission

2012-13: Sarah Dowd, Tri County Technical College

2011-12: Allison Sullivan, University of South Carolina Upstate

2010-11: Jeff Holliday, Presbyterian College

2009-10: Hank Fuller, The Citadel

2008-09: Jeff Dennis, Southern Wesleyan University

2007-08: Tabatha V McAllister, University of South Carolina Regional Campuses

2006-07: Kim Jenerette, University of South Carolina Upstate

2005-06: Nancy Garmroth, Spartanburg Technical College

2004-05: Betty Whalen, Winthrop University

2003-04: Keith Reeves, Clemson University

2002-03: Anita Elliott, Columbia College

2001-02: Margaret Hunt, Midlands Technical College

2000-01: Mike Fox, SC Student Loan Corp

1999-00: Earl Mayo, SC Tuition Grants Commission

1998-99: Cheryl Hughes, SC Student Loan Corp

1997-98: Glenn Schumpert, University of South Carolina Aiken

1996-97: Jacqueline Bell, University of South Carolina

1995-96: Fred Hardin, Aiken Tech

1994-95: Billy Vandiver, Medical University of SC

1993-94: Judi Gillespie, Presbyterian College

1992-93: Robert Godfrey, University of South Carolina

1991-92:Ken Player, SC Student Loan Corp

1990-91: Ellen Green, Charleston Southern University

1989-90: Furman Edmonds*, University of South Carolina

1988-89: Donna Hawkins, Wofford College

1987-88: Terri Ward,*, SC Student Loan Corp

1986-87: Dot Carter, Erskine College

1985-86: Mac Hubbard, Lander College

1984-85: Ray Edwards, University of South Carolina

1983-84: Jennifer Jones-Gaddy, SC Student Loan Corp

1982-83: John Burns, College of Charleston

1981-82: Marvin Carmichael, Clemson University

1980-81: Joann Bolchoz, Medical University of SC

1979-80: Martin McGirt, Midlands Technical College

1978-79: Benny Walker, Furman University

1977-78: Red Burnette*, Newberry College

1976-77: Dan Franz, Baptist College

1975-76: Sylvia Hudson, University of South Carolina

1974-75: Sylvia Hudson, University of South Carolina

1973-74: Vance Hightower*, The Citadel

1972-73: Vance Hightower*, The Citadel

1971-72: John Daniluk*, Presbyterian College

1970-71: Arnold Bloss*, Clemson University

1969-70: Lynn Christain, Furman University

1967-68: Charles Witten*, University of South Carolina

1966-67: Charles Witten*, University of South Carolina

* Deceased