



**MAFAA SPRING CONFERENCE 2012**  
**Madden's on Gull Lake**  
**May 2-4<sup>th</sup>, 2012**

CONFERENCE SCHEDULE

# MAFAA SPRING CONFERENCE 2012



## Wednesday, May 2, 2012

10:00 a.m. – 12:30 p.m.	<b>Registration Open</b>	<b>Golf Villa A &amp; B</b>
10:30 a.m. – 11:00 a.m.	<b>Newcomers Welcome</b>	<b>Golf Villa C</b>
11:00 a.m. – 12:30 p.m.	<b>Lunch</b>	<b>Inn Dining Room</b>
10:00 a.m. – 12:30 p.m.	<b>Vendor Displays Open</b>	<b>Golf Villa A &amp; B</b>
12:30 p.m. – 2:15 p.m.	<b>Opening Session</b>	<b>Town Hall Ballroom</b>

**President's Welcome, Jeff Aalbers, 2011-2012 MAFAA President & LS Class of 1996**

**Recognition of 2011-2012 Leadership Graduates –  
Jayne Dinse, 2011-12 Leadership Symposium Chair & LS Chair for 2002 & 2010  
Jim Schmidt, Leadership Symposium Founder**

**The Epilepsy Foundation of Minnesota - Charity  
Vicki Kopplin, Executive Director  
Lori Braegelmann, Outreach Coordinator**  
EFMN leads the fight to stop seizures, find a cure and overcome the challenges created by epilepsy.

**Life's Your Legacy....LIVE IT!!!!**

**Reneé Rongen**

Reneé will inspire you with talking about taking risks, using and sharing your unique gifts, faith, laugh, and becoming a living legend today in your personal and professional lives.

2:15 p.m. – 2:45 p.m.	<b>Registration Open</b>	<b>Golf Villa A &amp; B</b>
2:15 p.m. – 4:30 p.m.	<b>Vendor Displays Open</b>	<b>Golf Villa A &amp; B</b>
2:30 p.m. – 3:30 p.m.	<b>INTEREST SESSIONS</b>	

**What's new in Verification (repeated at 9:00 Friday)**

**Byron Scott, Training Officer, US Department of Education**

Verification is changing...know what documents to collect, what to look for on the documents, how to read a tax transcript and other things we have learned through the new verification requirements. And plan for more changes with the 2013-14 year.....see what's to come.

**Town Hall Ballroom A**

**Motivation Mojo**

**M.E.G. Calabrese, University of MN – Twin Cities, LS Class of 1999**

M.E.G. will address how to power up your own motivation as well as your employee's

**Pillsbury**

**Managing Debt: Repayment Options, Consolidation, and Loan Forgiveness Programs**

**Susan Neppi, Training Consultant, Great Lakes Higher Education Corporation,  
LS Class of 1997 & LS Chair of 1999**

Managing debt and student loan repayment can seem overwhelming, especially now that student loan obligations exceed credit card debt and even more students are graduating owing excessive amounts. Using real-life examples, this session will help you learn how to counsel your borrowers to better understand and manage their debt with repayment plans, loan consolidation and forgiveness entitlements.

**Golf Villa C**

# MAFAA SPRING CONFERENCE 2012



## The Leader in You

**Jim Schmidt, Vice President for University Advancement, Winona State University  
Leadership Symposium Founder**

Tapping into the leader in you, to make a difference in what matters most.

Golf Villa D

3:30 p.m. – 4:00 p.m.

## Break

Golf Villa A & B

4:00 p.m. – 4:55

## INTEREST SESSIONS

### Clock Hour Roundtable

**Byron Scott, Training Officer, US Department of Education**

**Sally Mickelson, Vice President of Student Financing, Regency Beauty Institute, LS Class of 2004**

Calculating aid for clock hour students is tricky. Learn the rules and regulations governing clock hour aid including what students require clock hour calculations, determining awards, when to disburse aid, R2T4 for clock hour students, monitoring ideas for students and other helpful tips and tricks.

Town Hall Ballroom A

### Citizenship and Financial Aid – Is this a foreign subject?

**Valerie Knopp, Assistant Director, St. Cloud State University, LS Class of 2003**

**Lori Lemm, Assistant Director, St. Cloud State University, LS Class of 2012**

Passport, certificate of naturalization, permanent resident, undocumented, “green card”...which to use and when. Come travel with us as we share requirements and documents when it comes to verifying citizenship when awarding financial aid. Pack your bag of questions and examples that you’ve run into in your course of verification and eligibility.

Town Hall Ballroom B

### Powerfaids User Group

**Facilitator: Sandy Sundstrom - Director of Financial Aid, St. Olaf College**

This round-table discussion is for Powerfaids Users to share concerns or ideas with other users. It is a great way to “rub elbows” with your Powerfaids peers.

Pillsbury

### Banner User Group

**Facilitator: Jon Erickson – Director of Financial Aid, College of St. Scholastica**

This round-table discussion is for Banner Users to share concerns or ideas with other users. Learn more about this software from your Banner peers.

Golf Villa C

### ISRS User Group

**Facilitator: Mike Uran, Director of Financial Aid, St. Cloud State University**

This round-table discussion is for ISRS Users to share concerns or ideas with other users. Learn more about what might work better for your school from your ISRS peers.

Anderson F

### CampusVue

**Facilitator: Cheryl Maplethorpe, Executive Corporate FA Director, Globe Univ./MN School of Business**

**Facilitator: Ana Mitchell, Globe Univ./MN School of Business**

This round-table discussion is for CampusVue Users to share concerns or ideas with other users. It is a great way to “rub” elbows” with your ISRS peers.

Golf Villa D

5:00 -

## SECTOR MEETINGS

- **Associate Members**
- **Private – For Profit Colleges**
- **Private – Non Profit Colleges**
- **State Universities**
- **Two-Year Public Colleges**
- **University of Minnesota**

**Olson Board Room**  
**Golf Villa C**  
**Pillsbury**  
**Golf Villa D**  
**Town Hall Ballroom**  
**Anderson F**

# MAFAA SPRING CONFERENCE 2012



6:00 p.m. – 8:00 p.m.	<b>Dinner</b>	<b>Inn Dining Room</b>
8:15 p.m. –	<b>Blast to the Past Trivia Night....test your age....guaranteed laughs.....</b> Great prizes awarded throughout the night!!!!!!	<b>Town Hall Ballroom</b>

## Thursday, May 3, 2011

7:00 a.m. – 8:30 a.m.	<b>Breakfast</b>	<b>Inn Dining Room</b>
7:30 a.m. – 8:30 a.m.	<b>Final Conference Registration</b>	<b>Golf Villa A &amp; B</b>
8:00 a.m. – 5:00 p.m.	<b>Vendor Displays Open</b>	<b>Golf Villa A &amp; B</b>
8:30 a.m. – 9:30 a.m.	<b>The Kids Are Alright</b> <b>Ed Kashmarek – Economist, Wells Fargo</b> Ed will be speaking about the local and national economy. He will also be touching on how it has been affecting students.	<b>Town Hall Ballroom</b>
9:30 a.m. – 5:00 p.m.	<b>Wellness – FREE Chair Massages</b> Sponsored by students of Globe University / MN School of Business	<b>Golf Villa A &amp; B</b>
9:40 a.m. - 10:30 a.m.	<b>INTEREST SESSIONS</b>	
	<b>Homeless Youth. Foster Care. Emancipated. PJ.</b> <b>Larry Bloom, Manager of Undergraduate Services, University of Minnesota</b> <b>Roberto Reyes, Homeless Education, Minnesota Department of Education</b> What does this mean? What documents do you need? When is a student independent by definition and when is a PJ needed? How does all this fit within your student population? Learn more from a couple of experts.	<b>Pillsbury</b>
	<b>NSLDS Tool Kit for Reports and Data</b> <b>Byron Scott, Training Officer, US Department of Education</b> NSLDS is not just for loans. See all the tools now available to you to better monitor your students, gather important data and use your data effectively.	<b>Anderson F</b>
	<b>Financial Literacy</b> <b>Facilitator: Jennifer Pilon, Asst. Professor, School of Business &amp; Technology, College of St. Scholastica</b> <b>Facilitator: Dory Pohl, Director, Student Support Services, College of St. Scholastica</b> <b>Facilitator: Leigh Branovan, Counselor, Student Support Services, College of St. Scholastica</b> Higher education institutions continue to see negative media reports regarding increased tuition, substantial student loan debt, and even high default rates. For colleges that receive TRiO grants, the Department of Education has mandated that financial literacy be increased for students. Come hear how a grassroots-like collaboration across one college has resulted in an online financial literacy course, a financial literacy internship program, and a resource website for students. The presentation will provide a summary of the course content, discuss some of the early results, and identify opportunities for the future.	<b>Golf Villa C</b>
	<b>MN GI Bill</b> <b>Megan FitzGibbon, Manager of State Scholarship Programs, MN Office of Higher Education</b> This session will provide a review of the processes and procedures for the Minnesota GI Bill including any changes to the program due to new or pending legislation. It will also cover online applications and school functions.	<b>Golf Villa D</b>
10:30 a.m. – 11:00 a.m.	<b>Break</b>	<b>Golf Villa A &amp; B</b>

# MAFAA SPRING CONFERENCE 2012



11:00 a.m. – 11:50 a.m.

## INTEREST SESSIONS

### Image Now for Beginners

Golf Villa C

**Facilitator: Judy McMillan, Financial Aid Support Specialist, Normandale Comm. College, LS Class of 2010**  
**Facilitator: Toufong Vang, System Analyst/Programmer, Univ. of Minnesota – Twin Cities**

This session is intended for the beginners, the new up and coming users of the Image Now software. You will become familiar with document imaging (scanning and linking, workflow management, etc.) as well as some helpful hints to make you work smarter, not harder. There will be Q & A time at the end of the session, so bring your questions!

### R2T4 and module courses.....what you always wanted to know

Anderson F

**Byron Scott, Training Officer, US Department of Education**

Stay compliant and make the R2T4 process work for your office and students. Understand the impact of module Courses on R2T4 and better utilize R2T4 tools to properly calculate aid eligibility for students.

### Federal Student Loan Servicing –

Golf Villa D

**U.S. Dept. of Education Representative**

The loan servicing world has changed but the ultimate mission of guiding borrowers successfully in their student loan repayment journey remains the same. This session will address what is required of a federal loan servicer, what tools the servicers have available to assist schools and borrowers, and how can a school maximize their relationship with multiple servicers.

### MN Indian Scholarship

Pillsbury

**Megan FitzGibbon, Manager of State Scholarship Programs, MN Office of Higher Education**

**Lara Gerhardson, MN Indian Scholarship Outreach Liaison, MN Office of Higher Education**

This session will cover the MN Indian Scholarship Program and its outlook for the next year. Lara Gerhardson will discuss her role as the Outreach Liaison for the program. The online application system, including the student application and school functions, will also be covered.

11:50 p.m. – 1:10 p.m.

**Lunch Mixer (sit at one of the tables of your favorite 80's musician)**

Inn Dining Room

1:10 p.m. – 2:00 p.m.

## INTEREST SESSIONS

### Image Now for Intermediate Users

Golf Villa C

**Facilitator: Judy McMillan, Financial Aid Support Specialist, Normandale Comm. College, LS Class of 2010**

**Facilitator – Brandon McHugh, System Analyst/Programmer, Univ of Minnesota – Twin Cities**

**Facilitator: Toufong Vang, System Analyst/Programmer, Univ. of Minnesota – Twin Cities**

This session is for the more experienced user who wants to learn more of what Image Now can provide to their office. Document Management and Advanced usage of workflow and automated workflow (leveraging more advanced usage of workflow), as well as the more complex usage of Image Now and Projects to give you a great return on your investment into the Image Now software. There will be a Q & A time at the end of the session, so bring your questions!

### Gainful Employment and the effects on your programs

Anderson F

**Byron Scott, Training Officer, US Department of Education**

Colleges are required to report gainful employment data. Once more data is collected, how will your school measure up? What may poor performance mean for your programs in the long run? Learn the outcomes of gainful reporting for colleges.

### IBR and Its Alternatives

Golf Villa D

**Susan Neppl, Training Consultant, Great Lakes Higher Education, LS Class of 1997 & LS Chair 1999**

Do your borrowers understand the ins and outs of Income-Based Repayment? Are they aware of the alternative

# MAFAA SPRING CONFERENCE 2012



Income-Sensitive and Income-Contingent repayment plans? This session provides an introduction to how IBR Works and reviews its alternatives so they can make informed repayment decisions.

## VA Education Benefits

Pillsbury

**Barbara Stetler, MN Education Liaison Representative, U.S. Dept. of Veterans Affairs**

This session will cover the similarities between all VA education programs with an emphasis on the Post-9/11 GI Bill (Chapter 33) and its unique reporting requirements.

2:00 p.m. – 2:30 p.m.

**Break**

Golf Villa A & B

2:30 p.m. – 3:20 p.m.

**INTEREST SESSIONS**

## Private Loan Panel Discussion

Golf Villa D

**Facilitator: Carin Kruger, Account Executive, Wells Fargo, LS Class of 2006**

**Facilitator: Carol Swenson, Great Lakes**

**Facilitator: Marilyn Kosir, MN Office of Higher Education**

**Facilitator: Jill Gosse, Account Executive, Sallie Mae**

**Facilitator: Judy Deuster, Discover Student Loans**

Discussion and presentation about eligibility, underwriting, FICO scores, and alternative loans vs. PLUS loans.

## State Grant Program Eligibility Requirements and Questionnaire

Golf Villa C

**Ginny Dodds, Manager, State Financial Aid Programs, MN Office of Higher Education**

A review of State Grant program eligibility requirements, including plans for an on-line state eligibility questionnaire for the 2013-14 aid year via state interface with FAFSA on the Web.

## One-on-one with a Fed

Anderson F

**Byron Scott, Training Officer, US Department of Education**

You've got questions, Byron has the answers! Come and have candid, open conversation with a federal training officer to clarify some of the murkiness in the financial student aid regulated world.

## What We Wish We Could Tell You: Directors Uncensored

Pillsbury

**Paula Luff, MASFAA President**

**Jayne Dinse, Financial Aid Director, South Central College, LS Chair 2002, 2010, 2012**

Ever wonder what your director really thinks about your leadership potential, work ethic and ability to get to that corner of the office? Come to this session to hear a practicing financial aid director share her unwritten rules for success.

3:30 p.m. – 5:00 p.m.

Connecting with Your Colleagues

5:00 p.m.

Raffle Ends

6:00 p.m. – 7:00 p.m.

**Social Hour** (Cash Bar Available)

Town Hall Foyer

**RAFFLE** - Winners of the Raffle will be posted. Prizes need to be claimed by the end of the banquet or a new name will be drawn during entertainment. (Prizes will be located inside the Ballroom)

7:00 p.m. – 8:30 p.m.

**Banquet and Awards**

Town Hall Ballroom

Immediately Following  
Banquet

**In It to Win It**

Town Hall Ballroom

**After the Banquet, get ready for some fun.....**

**Facilitated by:** Leadership Reunion Committee – Diane Borchardt, Jess Christensen, Jayne Dinse and past Leadership Symposium Graduates.

# MAFAA SPRING CONFERENCE 2012



## Friday, May 4, 2011

7:30 a.m. – 9:00 a.m.	Breakfast	Inn Dining Room
9:00 a.m. – 9:50 a.m.	<b>INTEREST SESSIONS</b>	
	<b>What's new in Verification (repeated from Wednesday at 2:30)</b> <b>Byron Scott, Training Officer, US Department of Education</b> Verification is changing...know what documents to collect, what to look for on the documents, how to read a tax transcript and other things we have learned through the new verification requirements. And plan for more changes with the 2013-14 year.....see what's to come.	<b>Town Hall Ballroom</b>
	<b>Reframing Default Aversion Strategies: Help Prepare Borrowers for Success While They're Still On Your Campus</b> <b>Susan Nepl, Training Consultant, Great Lakes Higher Education Corporation, LS Class of 1997 &amp; Chair 1999</b> While traditional default aversion methods can be a very successful way to prevent defaults, it doesn't prevent students from over borrowing or making late payments. Both can hurt a borrower's credit history. We suggest you reframe your default aversion strategies to including financial literacy and supplemental loan counseling programs that help future borrowers become good stewards of their finances. This session will give you tools you can use to reach your borrowers so you can help them keep debts low and avoid delinquency!	<b>Golf Villa C</b>
	<b>Top 10 State Audit Findings</b> <b>Robert Helgeson, MN Office of Higher Education, LS Class of 2004</b> Review of OHE Program review findings beginning with the 2005-06 fiscal year.	<b>Pillsbury</b>
	<b>Studentloans.gov</b> <b>Bob Berry, Federal Loan School Support Team Specialist, U.S. Department of Education</b> What do Studentloans.gov users see and go through and how does it work with COD.	<b>Golf Villa D</b>
10:00 a.m. – 12:00 p.m.	<b>Business Meeting</b> <b>Jeff Aalbers Presiding, 2011-2012 MAF AA President, LS Class of 1996</b>	<b>Town Hall Ballroom</b>
	<b>Federal Update</b> <b>Byron Scott, Training Officer, US Department of Education</b>	<b>Town Hall Ballroom</b>
	<b>State Update</b> <b>Office of Higher Education</b>	<b>Town Hall Ballroom</b>
	<b>Closing, Doug Minter, 2012-2013 MAF AA President</b>	<b>Town Hall Ballroom</b>

The Conference Evaluation Form will be online after the conclusion of spring conference.



---

## **2011 – 2012 Conference Planning Committee Members**

<b>Michelle Ahrendt, Co-Chair</b>	<b>LS Class of 1998</b>
<b>Lisa Apitz</b>	<b>South Central College, LS Class of 2000</b>
<b>Dick Battig, Site Chair</b>	<b>St. Mary's University, LS Site Chair</b>
<b>Annette Collins</b>	<b>St. Mary's University</b>
<b>Anne Dahlen</b>	<b>MN State College – SE Tech, LS Class of 1998</b>
<b>Pam Engebretson, Co-Chair</b>	<b>Century College, LS Class of 1996, LS Chair 2004</b>
<b>Mary Feller</b>	<b>University of MN – Crookston, LS Class of 2004</b>
<b>Scott Glime, Web Manager</b>	<b>Dakota County Technical College</b>
<b>Abbey Hartung</b>	<b>Rasmussen College – Eagan</b>
<b>Valerie Knopp</b>	<b>St. Cloud State University, LS Class of 2003</b>
<b>Carin Kruger</b>	<b>Wells Fargo, LS Class of 2006</b>
<b>Tina Kukowski</b>	<b>Globe University / MN School of Business LS Class of 2001</b>
<b>Cheryl Maplethorpe</b>	<b>Globe University / MN School of Business</b>
<b>Carol Swenson</b>	<b>Great Lakes Higher Education Corporation LS Class of 2007</b>
<b>Diane Borchardt, Ex-Officio Leadership Reunion Coordinator</b>	<b>Great Lakes Higher Education Corporation</b>





## **MAFAA Corporate Donors** ***2012 Spring Conference Donations***

The following associate member organizations have donated to MAFAA for 2011-2012.

You will find the vendor displays in **Golf Villas A & B**.

**Please stop by and visit them!**

**Baker Tilly Virchow Krause, LLP**

**Bank of North Dakota**

**Discover Student Loans**

**First Marblehead**

**Great Lakes Higher Education Corporation**

**iHelp Private Student Loans**

**Nelnet**

**SELF Loan – MN Office of Higher Education**

**Wells Fargo**

The MAFAA Corporate Support Committee gratefully acknowledges the financial donations received from our Associate Members. The financial donations these lenders, guarantee agencies, and servicers provide are valued by MAFAA. To all of MAFAA's corporate donors we extend a heartfelt THANK YOU!

MAFAA Corporate Support Committee  
JR Hunte, Chair



