



ABHE Financial Aid Breakout Session 4: Putting Together the Puzzle Pieces

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Putting the Puzzle Pieces Together

Overview: The objective of the institution is to educate future leaders. This requires a cohesive collaboration between departments to effectively accomplish the mission. In this session, participants will discuss:

- Professional resources to gain knowledge
- Departmental integration strategies
- Adequate resource requirements
- Cohesive vision

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Professional Resources to Gain Knowledge

Professional Resources

- Department of Education Representative
- [FSA Customer Service Center](#) – If you have a question about Title IV federal student aid or one of the services the Department of Education provides, contact a Customer Service Center or Federal Student Aid office
- [Federal Student Aid Handbook](#)
- [NASFAA membership](#) – NASFFA offers some helpful free resources even without a membership.
- Colleague support

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Professional Resources (continued)

- Support from your auditor*
- Monthly CapinCrouse higher education email alerts
 - Sign up at capincrouse.com/subscribe
 - Prior alerts available on our website at capincrouse.com/alerts
- Third-party support
- Dear Colleague letters and Electronic Announcements in the [Knowledge Center Library](#)
- Continued curiosity

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Departmental Integration Strategies



Integration Strategies: Established Processes

- Discuss detailed checklists in another session
- No right or wrong ways of distributing aid
- Efficiency
- Service to students
- Open discussion



Adequate Resource Requirements



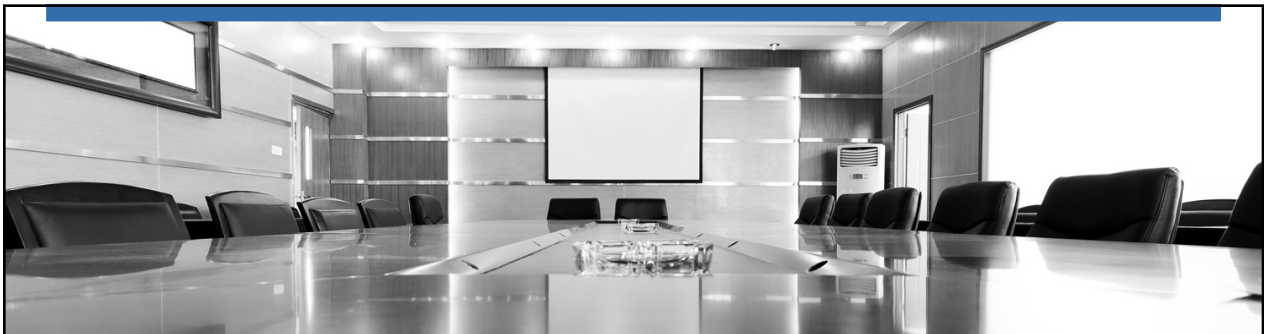
Resource Requirements

- What will it take to do xyz?
 - People (skill sets)
 - Facilities
 - Technology
- Write down the answers.
- Discuss with other institutions (as long as you are not fully giving away your competitive advantage).
- Bring the ROI calculation to leadership.

Example – Add a Certificate Program

- Is it accredited? What will it take to become accredited?
- Update ECAR and have ED approve? Any potential roadblocks from other similar institutions?
- Marketing the new certificate program?
- Reporting gainful employment on the program?
- Potential credit hour to clock hour conversions and federal aid implications?
- Pricing model compared to likely discount rate?

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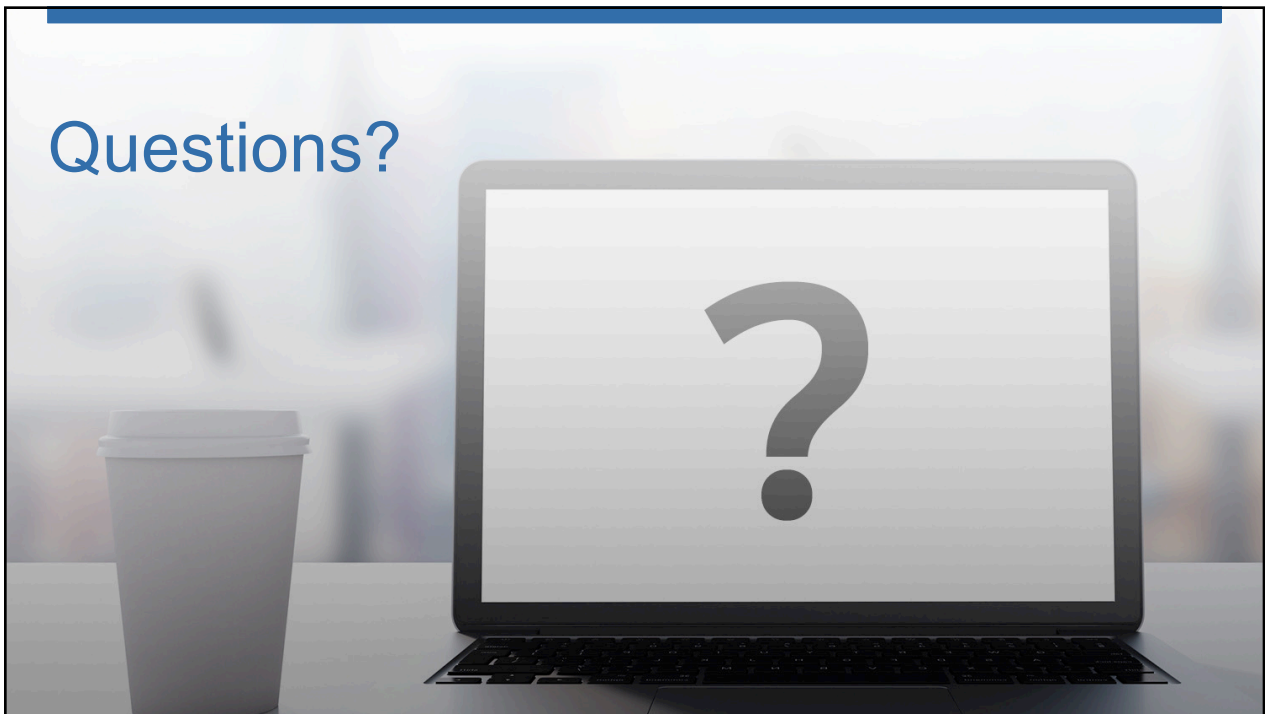
Cohesive Vision

Leadership Support

- Relationship is key here; communication cadence established, working with other departments
- Budget allocations/recommendations to the board, cash flow implications, break even-point
- Open discussion: what has worked well?

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Questions?





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