



Thursday, November 4, 3:30 p.m. – 5:00 p.m.

**Maneuvering COD By David Bartlett, Department of Education (repeated)**

Working with Direct Loans and COD may have you feeling like you are lost in the back forty of KASFAA Acres if you haven't used it before. This session will provide a tour of the COD Direct Loan Screens and how you may use them for the various tasks before you like plowing through resolving errors to bringing in the harvest of reconciliation.

**Transitioning 201: You've Converted, Now What? By Brenda Hicks, Southwestern College**

Your school is set up on Direct Loans, all (or most) of your students have completed their new promissory note; you have successfully disbursed your very first loans to their account and drawn the funds down from G5 – now what? This session will discuss the important steps you need to take to keep your direct loan program rolling smoothly to the end of the year – and beyond.

**Consumer Information By Deb Byers, Wichita State University**

We know what the requirements are, how are you making sure they are implemented on your campus? Come to this highly interactive discussion and prepare to share what you are doing to ensure that all the new consumer reporting requirements are being met.

Friday, November 5, 9:45 a.m. – 11:15 a.m.

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**Maneuvering NSLDS, Jennifer Hill, Washburn University**

Come and take a tour of NSLDS. Discover the changes and just how much information is packed into the maze of screens. This tour has implications for Direct Loan processing and default management. Come and check it out.

**Debt Management Techniques for Your Students, Patricia Scherschel, Sallie Mae**

Over the past 40 years, Sallie Mae has counseled millions of students about debt management. Hear a Sallie Mae® representative provide debt management tips that you can pass on to your students. This "train the trainer" style presentation will help you teach your students about various loan types and repayment options as well as the relative cost of those options. This presentation is designed to help you counsel your students about managing their loans through school, the grace period and repayment. You'll also learn how to explain the consequences of deferment and forbearance, highlight key decision points in the financial aid calendar, and demystify the relationship between FICO and loan repayment. This presentation will be followed by a Q&A session.

**Tool Shed (in order of appearance)**

And then there are the rest of us. Some of these sessions will be repeated in case you miss them the first time around. With all these choices, there is something here for everyone.

**Thursday, November 4, 10:00 a.m. – 11:30 a.m.**

**Two Pells in an Award Year By David Bartlett, Department of Education (repeated)**

Pell Grants have been in the KASFAA acres of amber waves of the Title IV grains the last few years to help needy students. You don't want to find your tractor out of fuel with the differences during last summer's rule changes and going forward. This session will provide information and examples of how your institution is required to award more than 100% of a Pell scheduled award to an eligible student in one award year.

**The Case for Compliance By Adrienne Crenshaw, Sallie Mae**

Recent events such as the oil spill and the housing crisis remind us that compliance is an important component of any business operation, regardless of size. In this session discuss the importance of compliance and learn how to get started setting up and documenting important business operations.

**Thursday, November 4, 1:30 p.m. – 3:00 p.m.**

**Maneuvering COD By David Bartlett, Department of Education (repeated)**

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**Two Pells in an Award Year – Best Practices By Robert Gamez, Kansas State University**

You've heard from the Feds, now let's talk to each other. Robert will lead this interaction based session to review the guidelines and hear from our colleagues about how we have approached implementation of this new and significant change to the Federal Pell Grant program.

**Ethics in Student Financial Aid in the 21<sup>st</sup> Century By Anthony Lyons, Dodge City Community College**

Why do we even need to talk about ethics and student financial aid? Should we be concerned? Are there potential ethical problems in the student financial aid profession? What is the NASFAA Statement of Ethical Principles and Code of Conduct for Institutional Financial Aid Professionals? Do we need to subscribe? There are problems and challenges. There are solutions.



**Contentment is not the fulfillment of what you want, but the realization of how much you already have.**



### **Cool Shed**

#### **David Bartlett, Training Officer, U.S. Department of Education**

David Bartlett is a Training Officer with the U.S. Department of Education in Kansas City. He started in this role in September 2004. David has had the privilege to work in the student aid industry for 15 years at the U.S. Department of Education. He has been involved in delivering and developing training at Federal Student Aid (FSA) for 10 years. He is currently the team lead for several training development initiatives. David was recently nominated for FSA's Employee of the Year and the team that David had the privilege to lead won an award for best accomplishing FSA's mission. David's favorite part of financial aid is how so many people work together to help students.

#### **Deb Byers, Director of Financial Aid, Wichita State University**

Deb has over 28 years of experience in financial aid, starting out at Missouri Southern State College in Joplin, MO, and has spent the last 24 years at Wichita State University. She began her career at WSU as a Financial Aid Counselor, then Assistant Director and was named Director of Financial Aid in January 1998. She has a BS degree in Business Administration and an MS degree in Student Personnel Administration, both from Emporia State University. It was at ESU that she first developed her love of financial aid as a work-study student in the Office of Financial Aid! Deb is a former president of KASFAA and has served in various capacities at the state and regional levels. Deb and her husband Brian, have two children, Ashley who is in graduate school at WSU and Matt who is a sophomore at the University of Iowa.

#### **Adrienne Crenshaw, Managing Director – Compliance, SallieMae**

Adrienne Crenshaw is a graduate of Howard University School of Law. Prior to joining Sallie Mae, Ms. Crenshaw worked at a national litigation boutique concentrating on corporate governance and securities litigation. In 2006, Ms. Crenshaw joined Credit One Financial Solutions as Director of Compliance overseeing the development and implementation of their compliance program and risk assessment. In 2009, Ms. Crenshaw joined Sallie Mae as their compliance first line of defense working with Business Development, Marketing, Sales, Legal, Corporate Compliance and Sallie Mae Bank in the development and execution of their system of controls for new and existing products and product features.

#### **Robert Gamez, Senior Associate Director of Financial Aid, Kansas State University**

Robert Gamez is a graduate of Iowa State University. He holds a Bachelor of Science Degree in Animal Science (Minor in Microbiology) and a Master's of Science in Professional Studies in Education (Emphasis in Historical, Philosophical, and Comparative Studies). Robert's years as a college student are a testament to the significantly lower tuition costs of years gone by. (He was a five and a half year undergrad because he enjoyed school....NOT any SAP problems.) Robert began his career in student financial assistance as a graduate student at Iowa State. In 1995, Robert joined the Office of Student Financial Assistance at Kansas State University. As the Senior Associate Director, Robert is primarily responsible for the day-to-day management of the office. Robert also served as the team lead for the office's migration to the PeopleSoft student information system. Robert's hobbies include hanging out with friends, travel, and historical readings.

**Brenda Hicks, Director of Financial Aid, Southwestern College**

Brenda Hicks has spent most of her 8 years in financial aid wondering about the sanity of participating in both the FFEL and Direct Loan programs – until now. Because Southwestern College has dabbled in Direct Loans since the program began, the transition to total Direct Lending has been rather smooth. Brenda is the Director of Financial Aid at Southwestern College in Kansas.

**Jennifer Hill, Associate Director of Financial Aid, Washburn University**

Jennifer Hill has been working in higher education since 1998 in the areas of admissions, financial aid, and leadership development. She has been at Washburn University for the past five years and is currently serving as the Associate Director of Financial Aid. Jennifer received her BA in Business Administration from Kansas Wesleyan University and MBA from Southwestern College. As a member of KASFAA, she has served as Electronic Resources Chair, Secretary, and currently as Treasurer. In her spare time, Jennifer is actively involved in the Junior League of Topeka. She has been married for ten years to Major Chris Hill and is mom to three year-old Jay and one year-old Bailey.

**Anthony Lyons, Dean of Students, Dodge City Community College**

Anthony Lyons is in his twenty-fourth year at Dodge City Community College. More than twenty of those years have been in financial aid. He has been the dean of students for more than ten years. Anthony has had extensive training and practice in leadership. He served for thirty-seven years in the United States Army, Kansas Army National Guard, and United States Army Reserve. During those years he was commander of a field artillery battery of 100 plus personnel on three different occasions. One of those was in combat in Vietnam. He served as commander of a field artillery battalion of more than 500 personnel and as executive officer of a field artillery brigade of more than 6,000 personnel. In addition, he served as assistant chief of staff of a mechanized infantry division of more than 17,000 personnel. Anthony completed a bachelor's degree in education at Oklahoma Christian College and he completed a master's degree in political science at Fort Hays State University. He is a graduate of the US Army Command and General Staff College at Fort Leavenworth, KS and of the US Army War College at Carlisle Barracks, PA. Anthony has taught college level courses at three military colleges, one private four year college, and one community college. He served as the post commander of Veterans of Foreign Wars Post 1714 in Dodge City, KS from 2007 to 2010. Post 1714 is one of the largest VFW posts in the world.

**Patricia Scherschel, Vice President-Student Loan Market, SallieMae**

Pat joined Sallie Mae in August 2000. Her duties at Sallie Mae include developing new student loan products and services, creating repayment counseling resources, and analyzing student loan trends. Prior to joining Sallie Mae, Pat worked in Marketing and Corporate Relations at USA Group. She also has nearly 20 years' experience as a business journalist, including 10 years at US News & World Report and four years as a business magazine editor in Singapore. She holds a bachelor's degree in journalism and political science and an MBA from Indiana University. She resides in Indianapolis.



**People who tell me their age are silly. You're as old as you feel. – Florence Nightingale Graham**