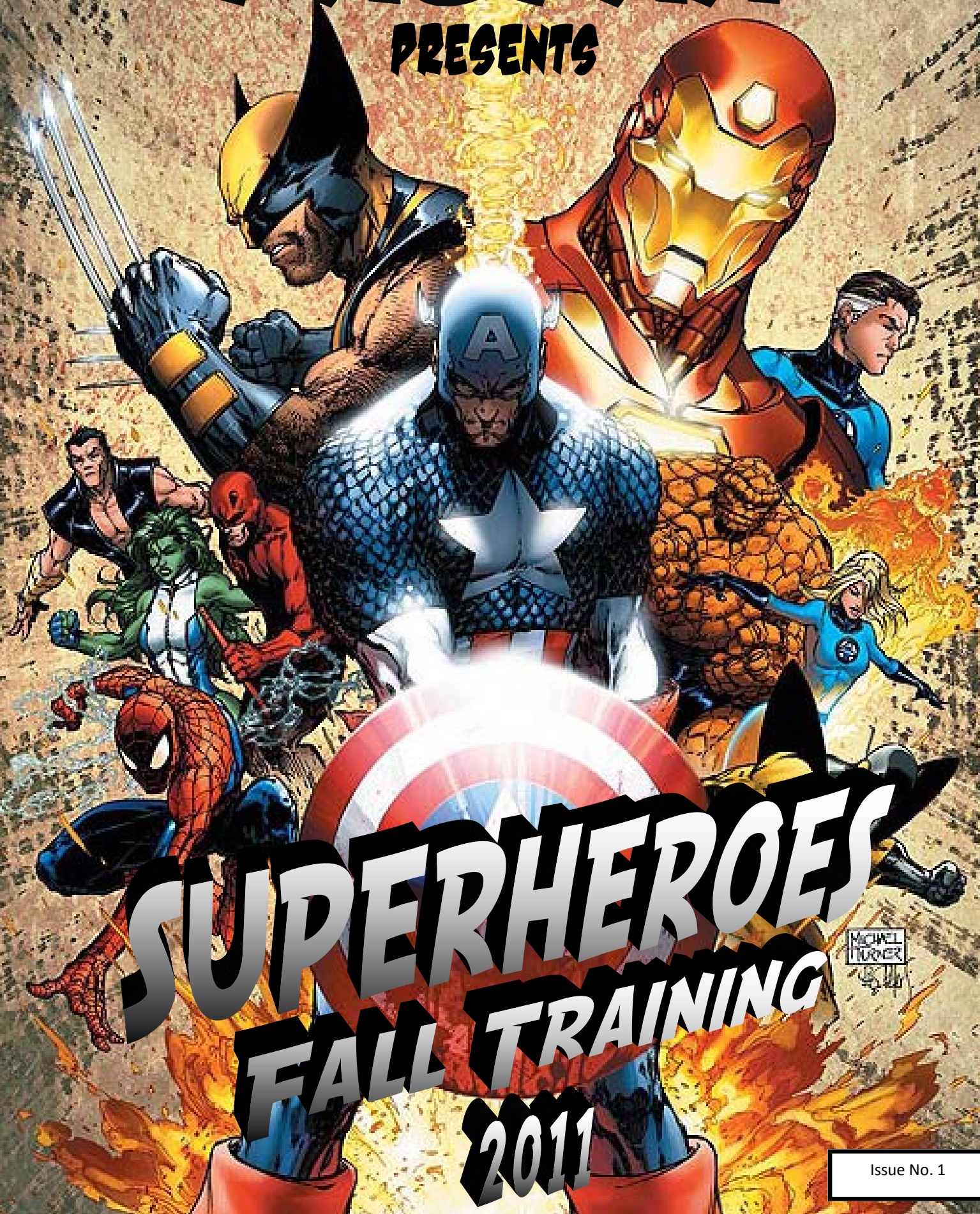


**KASFAA**  
**PRESENTS**



**SUPERHEROES**  
**FALL TRAINING**  
**2011**

MICHAEL  
TURNER

Issue No. 1

# MEANWHILE AT KASFAA 2011 FALL TRAINING...

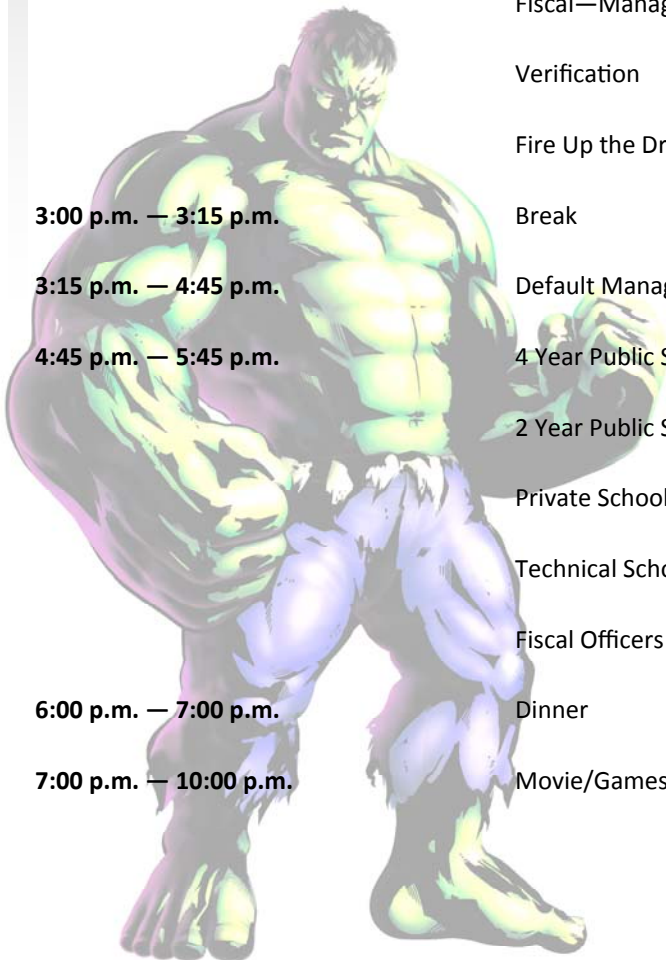
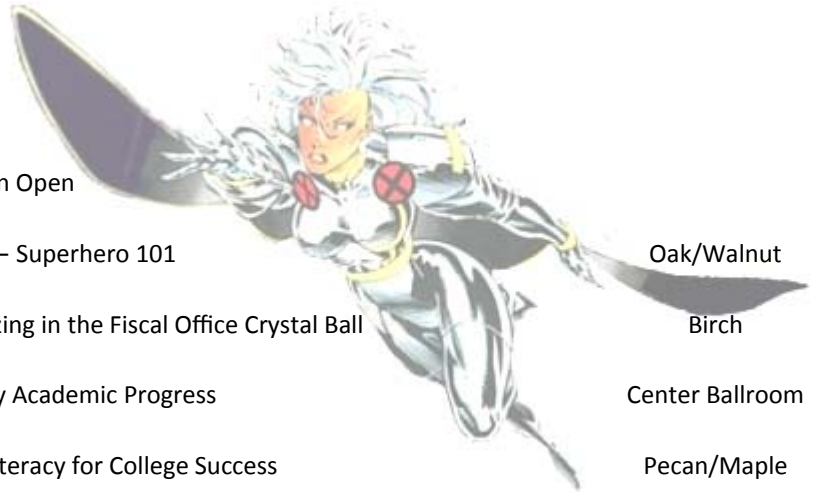
...THE AGENDA IS REVEALED.

## WEDNESDAY, OCTOBER 26

1:00 p.m. — 6:00 p.m. Justice League (Board of Directors) Meeting Pecan

## THURSDAY, OCTOBER 27

9:00 a.m. — 12:00 p.m.	Registration Open	
10:00 a.m. — 11:30 a.m.	Neophyte— Superhero 101	Oak/Walnut
	Fiscal—Gazing in the Fiscal Office Crystal Ball	Birch
	Satisfactory Academic Progress	Center Ballroom
	Financial Literacy for College Success	Pecan/Maple
11:30 a.m. — 1:00 p.m.	Lunch & Business Meeting	South Ballroom
1:00 p.m. — 1:20 p.m.	Kansas Board of Regents Update	South Ballroom
1:30 p.m. — 3:00 p.m.	Neophyte—Battle-Ready Training	Oak/Walnut
	Fiscal—Managing Your Receivables in a Changing Environment	Birch
	Verification	Center Ballroom
	Fire Up the Dream Mobile!	Pecan/Maple
3:00 p.m. — 3:15 p.m.	Break	
3:15 p.m. — 4:45 p.m.	Default Management	South Ballroom
4:45 p.m. — 5:45 p.m.	4 Year Public Schools	Center Ballroom
	2 Year Public Schools	Birch
	Private Schools	Oak/Walnut
	Technical Schools	Pecan
	Fiscal Officers	Maple
6:00 p.m. — 7:00 p.m.	Dinner	South Ballroom
7:00 p.m. — 10:00 p.m.	Movie/Games	Rooms 148 & 149



**MEANWHILE AT KASFAA 2011 FALL TRAINING...**

**...THE AGENDA CONTINUES.**

**FRIDAY, OCTOBER 28**

7:00 a.m. — 8:00 a.m.	Breakfast	South Ballroom
8:00 a.m — 9:30 a.m.	Federal Update	South Ballroom
9:45 a.m — 11:15 a.m.	Return to Title IV	Oak/Walnut
	Gainful Employment	Center Ballroom
	Overawards Best Practices	Pecan/Maple
11:30 a.m. — 12:30 p.m.	Banner User Group	South Ballroom
	PowerFAIDS User Group	Birch
	DataTel User Group	Oak/Walnut
	EdExpress User Group	Pecan/Maple
	All Other Systems	Center Ballroom

**I NEED A DAY WHEN  
THERE AREN'T TWENTY  
CRISES TO DEAL WITH,  
BUT I DON'T SEE THAT  
COMING ANY TIME  
SOON.**



## **MEANWHILE AT KASFAA 2011 FALL TRAINING...**

**...AN EXPLANATION IS GIVEN.**

**THURSDAY, OCTOBER 27, 10:00 A.M. - 11:30 A.M.**

### **NEOPHYTE—SUPERHERO 101**

Angie Zeorlin, Wichita State University

Diana VanDyke, Butler County Community College

You're a newly ordained Superhero with awesome new powers but you have yet to gain control of them. Join some "classic" Superheroes as we guide you through the process of honing your super-comprehension, super-knowledge, super-investigative skills & super-procedural skills to better prepare you to rescue student-kind from the treacherous waters that are Financial Aid.

### **FISCAL—GAZING IN THE FISCAL OFFICE CRYSTAL BALL**

Keith Fitzsimmons, University of Kansas Medical Center

This session looks at what we need to be doing now in anticipation of changes in the future that may or may not take place. Funding reductions, Perkins loan assignments, lending strategies, collections limits and innovations, mergers, bankruptcy climate, and many other areas that have become a near multiple-choice game.

### **SATISFACTORY ACADEMIC PROGRESS**

David Bartlett, Department of Education

New Satisfactory Academic Progress regulations were implemented on July 1, 2011. These regulations included some significant changes to terminology and timing of performing SAP reviews. Please join this session to review the changes and for a Q&A about these changes.

### **FINANCIAL LITERACY FOR COLLEGE SUCCESS**

Dr. William Vanderburgh, Wichita State University

Tim Hagan, Wichita State University

This presentation will begin with a discussion of the financial and other benefits of a college degree to individuals and society. It will go on to outline some of the financial knowledge and behaviors that college and college-bound students need in order to successfully complete college and launch into the rest of their lives. We'll share ideas and resources from the Financial Literacy Project at Wichita State University, including a new web-based course that includes "gameification" features and connects to Facebook. This project is funded by a College Access Challenge Grant.

**THURSDAY, OCTOBER 27, 1:30P.M. - 3:00 P.M.**

### **NEOPHYTE—BATTLE-READY TRAINING**

Angie Zeorlin, Wichita State University

Diana VanDyke, Butler County Community College

Session one showed you the superpowers you possess. Session two will show you the true extent of your powers. Whether it is defusing an angry helicopter parent, practicing the powers of listening vs. hearing or discovering the difference of talking vs. communicating; all crusaders know that you have to train for battle before you can fight the good fight. Join us as we cover basic mind-control techniques (counseling skills) and discussions before you head out into the Superhero world to save the day - One Student at a Time!

### **FISCAL—MANAGING YOUR RECEIVABLES IN A CHANGING ENVIRONMENT**

Buzz Kliethermes, Windham Professionals

Account receivables involves lots of effort to accomplish the goal. We will take another perspective to see what can be done on the front end to reduce student debt and increase student payments. Here is an overview of methods and ideas to make account receivables easier for you and your students. We will also take a look at what other campuses are doing in the ever changing world of higher education.

### **VERIFICATION**

David Bartlett, Department of Education

Big changes for verification are looming on the 2012-13 horizon for our Financial Aid Superheroes in Kansas and around the country. The U.S. Department of Education will be implementing changes to the verification processing system and schools will need to be prepared for those changes. This session will focus on ED's guidance related to the new verification system and school's role in the new system.

### **FIRE UP THE DREAM MOBILE!**

Kathy Blau, Garden City Community College

Nikki Geier, Garden City Community College

Tie on your cape! Get ready to explore the world of undocumented students in Higher Education. Learn about the Dream Act, House Bill 2145 and more!

### **THURSDAY, OCTOBER 27, 3:15 P.M. - 4:45 P.M.**

#### **MANAGING STUDENT DEBT, DELINQUENCY AND DEFAULTS**

Robb Cummings, Sallie Mae

During this session, we'll review default rates, market trends and the new cohort default rate calculations. Learn about the tools and resources available to schools and students and how they can be used to manage defaults. Understand the importance of maintaining good credit, understanding debt loads and tips on helping students. Hear best practices for cohort management, delinquency and default aversion, as well as tips for your students.

### **FRIDAY, OCTOBER 28, 3:15 P.M. - 4:45 P.M.**

#### **RETURN TO TITLE IV**

Janet Dodson, NSLP

Myra Pfannenstiel, NSLP

Keith Fitzsimmons, University of Kansas Medical Center

Return 2 Title 4 – what does that mean? Spend time with Keith, Myra and Janet as the basics are covered and complete an R2T4 worksheet. After spending an exciting, fun filled hour with these three you will discover the super power of R2T4 on-the-web.

#### **GAINFUL EMPLOYMENT**

David Bartlett, Department of Education

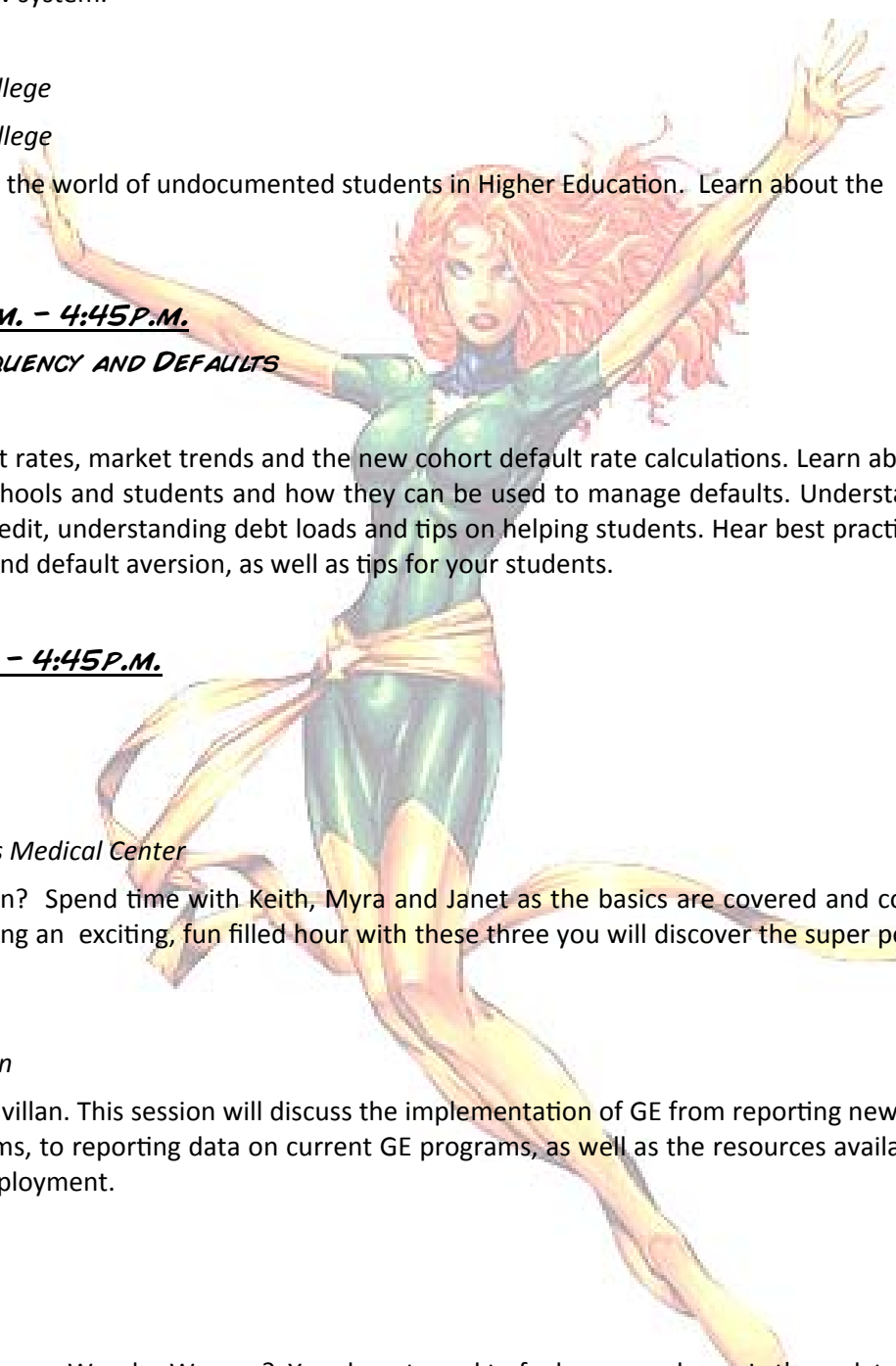
Gainful Employment isn't an evil super villain. This session will discuss the implementation of GE from reporting new GE programs to ED, identifying GE programs, to reporting data on current GE programs, as well as the resources available to you for getting help with Gainful Employment.

#### **OVERAWARDS BEST PRACTICES**

Jeanne Mott, Baker University

Tony Tanking, Benedictine College

Do you feel like you have to be Superman or Wonder Woman? You do not need to feel you are alone. Let's work together to develop our own team of avengers. This interactive session will let you think and argue. Remember the saying, "There is more than one way to skin a cat"?



## **SUPERHERO BIOS**

### ***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. David has had the privilege to work in the student aid industry for 16 1/2 years at the U.S. Department of Education. He has been involved in delivering and developing training at Federal Student Aid (FSA) for 11 1/2 years. David's favorite part of financial aid is the way financial aid administrators from different schools work together to avoid "reinventing the wheel" at their individual schools. Just for the Kansas Conference: Favorite Super Hero is Spiderman!

### ***KATHY BLAU, DIRECTOR OF FINANCIAL AID, GARDEN CITY COMMUNITY COLLEGE***

Kathy Blau, Director of Financial Aid at GCCC, has been involved with KASFAA since 2001. During her KASFAA "career" she has served in various roles including Secretary, Newsletter Chairperson, and most recently the 2011 College Goal Sunday Chair. This is her first attempt at presenting a formal session at KASFAA so is very grateful that Nikki Geier agreed to tag-team the event!

### ***ROBB CUMMINGS, SENIOR ACCOUNT EXECUTIVE, SALLIE MAE***

Robb Cummings, Senior Account Executive for Sallie Mae, has worked in the student financial aid industry for the past sixteen years. He has been active on both the state and regional level. As a KASFAA member Robb has served on the Associate Member, Awards, Corporate Development, and Conference Planning committees. He has served in RMAFAA as the Chair for the Rocky Mountain Summer Institute, as Associate Member Delegate, as Annual Conference Co-Chair, and on various other committees. A graduate of Washburn University with a BBA degree in Marketing and Management, Robb resides in Topeka.

### ***JANET DODSON, VICE PRESIDENT FOR POLICY, RESEARCH AND EDUCATION, NSLP***

Janet Dodson is the Vice President for Policy, Research and Education at NSLP where she works with students and schools across the country in areas of compliance including contracted reviews, P and P assistance, as well as staff and conference training. Prior to joining NSLP, Janet was the Director of Financial Aid at a small liberal arts college in Nebraska and has over 32 years of industry experience. She is an adjunct professor and her areas of teaching include Intro to Research classes and Business Ethics.

She has been involved in state, regional and national financial aid associations, including serving in the election position as the 2006-07 Chair of the National Association of Student Financial Aid, the Rocky Mountain regional president in 1997, and has served on the board of directors for both state and private organizations.

Janet earned her Bachelor's degree in education from Emporia State University, her master's degree from Kansas State University in educational administration and is an Accredited Financial Counselor through the Association for Financial Counseling and Planning Education (AFCPE).

### ***KEITH FITZSIMMONS, DIRECTOR OF STUDENT ACCOUNTING, UNIVERSITY OF KANSAS MEDICAL CENTER***

Keith Fitzsimmons has been the Director of Student Accounting for the University of Kansas Medical Center since 1986. This Washington, DC native spent eleven years in the Army as "Sergeant Fitz" before his path wound through K-State and the Kansas City office of Arthur Young, (an old Big 8 CPA firm). Starting with stacks of old ledger books, he introduced computers to the Med Center's Fiscal Office.

In 1988, Keith was awarded a State of Kansas Certificate of Merit by Governor Mike Hayden for introducing a procedure involving the Kansas Medical Student Loan Program that netted over \$2.5 million in added collections.

Keith has been involved with KASFAA since he started at KU Med. He was one of the pioneers in getting the fiscal officer to attend the conferences, create an ad hoc committee and finally move to a standing committee. He has been the chair or co-chair numerous times and has used his unique style of humor and questions to move the committee forward. He's presented at numerous KASFAA conferences and is also a volunteer at College Goal Sunday. He makes the perfect greeter for the students and parents. Following an innovative fund raising campaign at the KS hosting of RMAFAA, he was awarded the KASFAA Hall of Fame Award in 2010.

Keith and his wife Laura live in Olathe and are very active with their church, Heartland-SPCA, and several other civic and faith based organizations. They were part of a work group that went to Joplin, Missouri after the tornado to help with the clean-up.

# SUPERHERO BIOS

## ***NIKKI GEIER, DIRECTOR OF ADMISSIONS, GARDEN CITY COMMUNITY COLLEGE***

Nikki Geier began her career at GCCC as a part-time employee in 1987 in the Office of Admissions. She has been the Director since 2000. Nikki has worked with many students over the years including undocumented students. Working with and learning about the many issues faced by these students has been a never-ending learning process for her. She has been active in KACRAO since 1992 as both a presenter and executive council member.

## ***TIM HAGAN, FINANCIAL LITERACY PROJECT COORDINATOR, WICHITA STATE UNIVERSITY***

Tim Hagan graduated from the US Air Force Academy with a B.S in American History. During an almost 26 year Air Force career he earned an MBA from the University of Missouri and served assignments in Kansas, Missouri, Illinois, and Germany. He has held positions in non-profit organizations in Wichita at The Lord's Diner, Community Housing Services, and was the Director of Education at Consumer Credit Counseling Services.

## ***BUZZ KLIETHERMES, VICE PRESIDENT OF BUSINESS DEVELOPMENT, WINDHAM PROFESSIONALS***

Buzz serves as Regional Vice President of Business Development for Windham Professionals. Buzz has been in the educational services arena for 22 years with the past fourteen years being associated with Windham. Buzz has two children who are successfully on their own in life. Buzz lives in Washington, Missouri with Mary Lee, his wonderful wife of 44 years. After four years in the Air Force he entered the field of sales and also began his journey of nine years of attending colleges in the evenings in order to eventually receive his MBA from Webster University in St. Louis.

## ***JEANNE MOTT, DIRECTOR OF FINANCIAL AID, BAKER UNIVERSITY***

Jeanne was born and raised in Colorado. She received her undergraduate degree from The University of Northern Colorado, and her master's degree from The University of Arizona. She joined the Baker faculty in 1981 as chair of the Home Economics Department. A few years later she reduced her teaching load to become the director of the Career Development Center. In 1988 she was invited to join the Office of Financial Aid, and as the saying to goes, the rest is history. Fate has a way of directing us to our career passion, and this has definitely become Jeanne's passion. She has held leadership roles in her state and regional financial aid associations. Her real passion is training and she continues to be a trainer at the RMAFSA Summer Institute. She has served as a presenter numerous times at the state, regional and national levels. Her most satisfying achievement was receiving a regional award for Teaching and Mentoring in 2007.

## ***MYRA PFANNENSTIEL, STRATEGIC BUSINESS DIRECTOR, NSLP***

Myra Pfannenstiel is an accredited financial counselor with 17 years' experience in financial aid. Myra began her career in financial aid at Johnson County Community College and continued her work as Director of Financial Aid at Friends University until 2005 when she joined NSLP. Myra has served on both state and regional financial aid association boards as state secretary, president – elect, president, and RMAFSA Summer Institute chair. Through her experiences Myra has presented at state, regional and national levels. Myra counseled many students during her career in higher education, and has presented financial education seminars to students and staff in her role as Strategic Business Director for NSLP.

## ***TONY TANKING, DIRECTOR OF FINANCIAL AID, BENEDICTINE COLLEGE***

While disguised as a mild-mannered Financial Aid Director, this superhero (wannabe) has spent the past 4 years helping those in distress, seeking to find the way to obtain their desired degree at Benedictine College, all while battling the dark forces unemployment, a poor economy and the never ending mass of confusion, known as the FAFSA. Truth, justice and the American Way are his credo, as long as it stays within the guidelines of the Department of Education.

## ***DR. WILLIAM VANDERBURGH, EXECUTIVE DIRECTOR OF THE OFFICE FOR FACULTY DEVELOPMENT AND STUDENT SUCCESS, WICHITA STATE UNIVERSITY***

As Executive Director of the Office for Faculty Development and Student Success at Wichita State University, Bill Vanderburgh helps create and coordinate campus-wide initiatives designed to promote student success, with a focus on increasing retention and graduation rates. He is tenured in the Department of Philosophy, and his research is mostly in the philosophy of science and environmental philosophy.

## **SUPERHERO BIOS**

### ***DIANA VANDYKE, FINANCIAL AID COUNSELOR, BUTLER COUNTY COMMUNITY COLLEGE***

Diana first worked for Butler Community College in the Finance Office as a student worker while she completed her Associate of Art Degree in 1991. She then stepped into the corporate world for the next 10 years working in a tax office then working in a national laboratory as the corporate trainer for the billing office. Diana graduated Cum Laude from Tabor College with a Bachelor of Science in Business Management and Organization in 2001. After completing her degree she then applied and was appointed as a Financial Aid Counselor/Superhero with Butler Community College in Oct of 2001. In April of 2006 Diana finished her Executive Master of Business Administration with Friends University.

Still working part time for the tax office Diana can now boast of 20 years experience and training in personal tax preparation including business, farm and rental returns. While at Butler Diana has been in charge of the Federal Work-Study Program, the Academic Scholarship program, Kansas Board of Regents Scholarships, and coordination of outside scholarships. At this time she is "the" Counselor/Superhero of the Financial Aid Office at the Butler of Andover location.

Diana has served on KASFAA committees including the KASFAA High School Counselor Training Committee. When not saving the world one FAFSA at a time, Diana does volunteer work with the USS Jeanette Maddox, is a board member of the Kansas Saddle Horse Association, and runs a small Miniature Horse breeding farm with some help from her family. Diana's favorite superhero power is Wolverine's adamantium claws. She believes the ability to cut through red tape would be most beneficial in the Financial Aid World!

### ***ANGIE ZEORLIN, SCHOLARSHIP SPECIALIST, WICHITA STATE UNIVERSITY***

Angie received her AA degree from Butler County Community College in 2003, and also received her Bachelor of General Studies w/concentrations in Modern European History & Business and a Minor in Psychology in 2007. She began her true working career with KG&E, the local electric utility, in 1988 & left after 13 ½ years and a post-merger nightmare. She was then given the opportunity work at a job she loved when she was hired on as an Administrative Specialist in the Scholarship division of Wichita State University's Office of Financial Aid in 2002. Once on campus, she couldn't resist the temptation to complete her college education & fell in love with learning all over again. After graduation in 2007, she was offered the position of Scholarship Counselor where she got the opportunity to learn more about all of the Financial Aid processes and assist students/parents and co-workers in gaining a better understanding of the opportunities available to them & their students to reach the dream of a college education. She recently accepted a new position as the Scholarship Specialist within the office where she works more directly with the management end of the scholarship processes at WSU. She has two sons: Alex-16 & Sean-10.



***VACATION'S OVER, PETEY.  
TIME TO GO TO WORK.***