

Session	Session Description
NYSFAAA Conference 2006 - Monday, November 6th	
Novice Workshop	This one-day workshop is designed for financial aid personnel with less than one year of experience, admissions and enrollment management personnel, as well as others who would like to gain an understanding of financial aid administration. Attendees will learn about student budgets, Title IV and general provisions, need analysis, and pell grants. Participants will also receive the famous NYSFAAA training manual.
Graduate Symposium - Financial Literacy for Graduate Students	As student loans are expected to remain the primary funding vehicle for most Americans pursuing a graduate or professional education, it is increasingly important that we provide our borrowers with better money management tools. Additionally, it is crucial that we help our graduate students avoid unfair lending practices and build assets and credit. This session will help Financial Aid Administrators become better financial management counselors and develop financial literacy programs on their own campuses.
Tech Fair	Learn about new and exciting developments in e-tools for aid offices like electronic administration of programs, imaging, scholarship applications, budgeting and awarding, and more! Vendors will be on hand to show their systems/services and discuss how their products can help your office be the best it can be!
The Best Of – Banner	This session presents a panel of Banner users discussing what's new, what's changing, problems, advancements and the functions of Banner that you aren't using but should be.
The Best Of – Datatel	This session presents a panel of Datatel users discussing what's new, what's changing, problems, advancements and the functions of Datatel that you aren't using but should be.
The Best Of – Powerfaids	This session presents a panel of Powerfaids users discussing what's new, what's changing, problems, advancements and the functions of Powerfaids that you aren't using but should be.
The Best Of - PeopleSoft	This session presents a panel of PeopleSoft users discussing what's new, what's changing, problems, advancements and the functions of PeopleSoft that you aren't using but should be.
Best of Web	Save time and effort by identifying the best sources of information on hot topics in aid, the best training resources, the top sites for breaking news, and other key web tools.
Effective use of Excel in your Office	Excel functions, tips and uses for the Financial Aid Officer. Participants will learn merging dissimilar lists, pivots and graphs, and linking worksheets.
Next Generation Communications - BLOGs, Im, etc.	Ok, sending emails is one thing, but what are BLOGS and Podcasts and why are students asking me for my screen name? If you want to learn how to communicate with your customers in the new millennium, this session is for you.
Understanding and using COD and GAPS	This how-to session will review the COD and GAPS websites and how to use them.
Graduate Symposium - New York State-wide Default Prevention Project	FSA Staff will be meeting with graduate and professional colleges to discuss this multi-year effort to reduce the rate of loan default, as well as the number of accounts and dollars entering loan default, among New York schools. We will discuss the project's genesis and goals; the structure and timeline of the project; suggested default prevention strategies; and discuss how each school and school sector wishes to organize itself around this project.
Banner FAUG	Join the SICAS Center and Banner users from across SUNY to discuss current issues and requests for product enhancements.
Electronic processing and student communications from start to finish	In this office, paper notifications have been virtually eliminated. Learn how you can save time by using electronic communications with students and the best of e-processing through the entire aid cycle.
Using EdExpress	Join us for this best practices session on using EdExpress. It's functionality and uses, ways to extract data and merge information with your office systems.
Using NSLDS on the Web	If you haven't had time to figure out all the uses of NSLDS on the Web, here's your chance. We will walk through the website and explore its uses from transfer monitoring to loan history detail.
Dr. Ibrahim Gambari – Keynote Speaker	Dr. Gambari will share his global view of the top issues facing the world today. Dr. Gambari's background is in Higher Education, as a former professor at SUNY Albany and at many other Universities around the world. Before becoming the second in command at the UN, Dr. Gambari was the Ambassador for Africa. NYSFAAA is honored to have Dr. Gambari join us in Lake Placid!
NYSFAAA Conference 2006 - Tuesday, November 7th	
President's Panel	Presidents from the public, private and proprietary sector will share the top issues they are facing in their institutions today and the role the financial aid office plays in helping institutions meet goals and prepare for the future.
10 Musts For A Solid Admissions and Financial Aid Partnership	Teamwork is a necessary ingredient for success in virtually every facet of our professional lives. Whether it involves business/industry, military or professional sports, solid team building is critical. Likewise, colleges and universities can't effectively compete without the Admissions and Financial Aid offices functioning as a team. This session will focus on breaking down barriers that may become obstacles in the partnership between the two offices, while also providing ideas for creating a healthy and successful working relationship.
New York State-wide Default Prevention Project - Community Colleges and Proprietary Schools	FSA Staff will be meeting with community college and proprietary schools to discuss this multi-year effort to reduce the rate of loan default, as well as the number of accounts and dollars entering loan default, among New York schools. We will discuss the project's genesis and goals; the structure and timeline of the project; suggested default prevention strategies; and discuss how each school and school sector wishes to organize itself around this project.
Effective Financial Planning and Financial Literacy Strategies for Students	HESC will host a panel discussion of effective financial planning and financial literacy strategies. From Overture's multi-year financial planning features, to Mapping-Your-Future's "Financial Fitness Tools", this session will provide a sampling of effective strategies that colleges are using to enhance the financial literacy skills of students and families.
Grad Symposium - Budget Building for the Graduate and Professional Student	Building appropriate budgets for graduate students while remaining federally compliant is an ongoing challenge for Financial Aid Administrators. This session will help you evaluate your own policies and practices in developing your cost of attendance as well as your methodology for increasing student budgets.
Scholarship and Endowment Awarding and Management	Do you have a hard time locating left-handed cello players for some of those VERY specific endowed scholarships? Managing multiple scholarships and identifying recipients is a challenge for many schools.

	Presenters will share some strategies they have used to streamline the process at their institutions.
Understanding Generation Y	Do you remember when you were a child and you called every adult Mr. or Mrs.? How about tying up the phone lines for hours because there was no call waiting? These are memories of the past and no longer hold true for this generation. If your students don't seem to understand, if they don't read what you give them, are impatient or just plain rude, then maybe it's time we attempt to understand them.
New York State-wide Default Prevention Project - 4 Year Public and Independent Colleges	FSA Staff will be meeting with 4-year public and private institutions to discuss this multi-year effort to reduce the rate of loan default, as well as the number of accounts and dollars entering loan default, among New York schools. We will discuss the project's genesis and goals; the structure and timeline of the project; suggested default prevention strategies; and discuss how each school and school sector wishes to organize itself around this project.
Grad Symposium - Graduate PLUS Roundtable	With graduate students now eligible for PLUS loans, you—the Financial Aid Administrator—are facing new challenges and concerns in advising your borrowers and processing loans. This panel will address a variety of issues such as: Graduate PLUS versus alternative loans, approval ratings, second look, use of endorsers, and electronic application and processing.
Loan Program Nuts and Bolts	Guarantors will share information about top processing and program facts that aid officers - even experienced ones! - often miss.
Managing Time - 24 hours and counting	Time is finite but, seemingly, the work is not. Do you manage your time or does it manage you? In the business world, working smarter is better than working harder. How you use your time often determines how much you get done and, ultimately, how much time you have for yourself. What can we do within our work environments to smartly prioritize and structure activities, projects and tasks? This session covers all that and more, including dealing with daily distractions and avoiding the dreaded crisis management syndrome.
Mapping Your Future and Meteor-A Winning Collaborative!	Learn how schools can implement new services offered jointly by Mapping-Your-Future and Meteor to enhance the efficiency of your office, save money, help your students with the financial aid process and aid in the prevention of student loan defaults. Chris Cooper from HESC will coordinate the session which will highlight the latest enhancements to online student loan counseling including loan information thru Meteor.
So you are a New Director; Now what?	This session will identify ten things a new financial aid director should know. Issues covered will include but are not limited to: managing staff, budgets and resources, personnel issues, 7 habits of highly effective people, networking, technology and thriving under pressure. As an added bonus, we will hand out tips and best practices from NYSFAAA directors so that participants can avoid some of the most common mistakes made by persons new to leadership roles.
Auditors Panel	Find out what the top audit findings are for state and federal programs and how to avoid them. Also gather tips on preparing for an audit and actions you can take if errors are found.
Credit Scores, Identity Theft and Fraud Protection	What are credit scores? How are they determined and used? Could Identity theft happen to you? How do you protect yourself? Join us for this practical seminar and learn how to manage your credit score and protect yourself and your students from becoming a victim of identity theft.
Professional and effective e-communication - communication strategies that work	Make e-communication work for you to enhance your job performance and foster your school's positive image. This session will allow you to get the most out of your day-to-day e-communication. Learn the misuse of e-communication and practical, research-based explanations, solutions, and quick tips on best practices in e-communication. In addition, we will discuss the best ways to communicate with your customers, what works and what doesn't.
E-managing Student Employment Programs - A Homegrown and off-the-shelf comparison	Placement and reporting student employment programs can be extremely time-consuming without electronic products! In this session, two schools will share their different approaches to developing or purchasing programs, what they learned in the process, and tips they can share with you.
Indebtedness Research	How in debt are our students? How are they managing it? What can we do about it? The statistics are real, and may surprise you.
NYSFAAA Can Have an Impact on New York's Legislature	As members of the financial aid community, we must make a concerted effort to establish relationships with our local representatives that will open the doors for conversation and promote credibility. This session will discuss the history and philosophy of the Legislative Forum, and what you can do to make a difference.
Verification and PJ	This session is helpful for novice and seasoned professionals. Discuss the processes involved with verification and PJ. Bring your special cases too for an open discussion.
Charting your Career Path	Defining leadership and negotiating advancement for financial aid professionals. The presenter will share insights into factors contributing to career and job search success, based on our experience as executive search consultants. Topics include goal setting, skills critical to success, and a discussion of what kind of professional is being sought by search committees and governing boards for key leadership positions in financial aid and enrollment management arenas.
Behind the scenes of Consolidation - Understanding the complexities of the Loan Consolidation Process	Financial Aid Administrators need to be aware of what's going on behind the scenes of the consolidation process. How has the loan consolidation landscape changed? What's happening that might affect future aid processing? What's happening that might not be consistent with choices you've made within your office processes? How can the Financial Aid Office help promote loan consolidation? Come to this session and make yourself aware of potential issues as a result of consolidation.
Sector Meeting - Graduate	
Sector Meeting - Private	
Sector Meeting - Proprietary	
Sector Meeting - SUNY/CUNY	
NYSFAAA Conference 2006 - Wednesday, November 8th	
HESC Update	HESC President James Ross and senior staff will provide an update on TAP and NYS Scholarship programs and give information about other new HESC initiatives.
ACG and SMART Grants	A review of regulations and procedures to-date, problems encountered along the way, and the upcoming reporting requirements.
Financial Literacy Programs and Money Management Fairs	Does the thought of organizing a financial literacy program at your school overwhelm you? Get ideas for some very simple programs as well as more advanced ones that have proven successful at other schools. Walk away from the session with confidence that you too can implement some basic financial literacy

	programs at your school. What about a money management fair? Want to create a fun, engaging event where students learn valuable money management skills? You can! Find out how to create an award-winning money management fair on your campus with cooperation from partners and volunteers. You'll learn effective step-by-step methods for ensuring your students get the wise money management message.
Financial Aid at a Glance	This session provides tips and insights that will be useful to financial aid administrators in counseling students. An overview of federal methodology, school as lender, borrowing, consolidation and more, all from the perspective of giving the best guidance you can give to your students.
Selecting Lender Partners and Setting Performance Standards	Are RFPs the best method to use to choose lender partners? What other methods are effective? Once chosen, what standards can be set to monitor performance of lenders? This session will provide answers to those questions and offer additional insights.
Solving the Retention Puzzle	There are so many factors that contribute to a student's withdrawal that solving the retention puzzle can be difficult. How many of your students withdraw for "financial reasons"? Is there a link between retention, financial literacy and financial aid packaging? What can the administrative offices on campus do to increase the chances that your students will complete their program? While there is no single practice or solution to solving the puzzle, there are ways to identify who stays, who leaves, and what makes the difference. This session gives you the opportunity to hear what college students across the country shared in a benchmark study focusing on financial literacy and college success. This interactive session will send participants home with ideas for boosting campus retention and increasing student's awareness of financial obligations while attending your institution.
NYS TAP and Scholarship Update	Senior HESC staff will provide an update on TAP and NYS Scholarship programs, including an update on changes associated with the 2006 NYS Budget. HESC will also discuss the 2006-07 HESC PIN process, new TAP reporting requirements, and the upcoming tutorial, "TAP Coach online", a replacement for the existing TAP Manual.
Comparing Private Loans: How to determine the real bottom line	In this session, attendees will learn the basics and unravel the mysteries of alternative loans. We will help you understand the differences between LIBOR, Prime and other rates; fee reductions and participation rates, and credit scoring methods. You will also learn how to evaluate top performance criteria for private loan holders and how to select the loan that is right for your institution and your students.
Directors Forum	What are the top issues you face as a Director of Financial Aid? Chances are, your colleagues face them too. Use this opportunity to share challenges and solutions with other directors in an open forum.
Embracing Diversity	Whether we realize it or not, we often judge others based on preconceived notions about how they look, act or dress. This session will help debunk myths and open our perceptions. Don't miss this experience-based learning session!
Great Leaders Aren't Born. They're Made! Developing Leadership Skills	Ever heard the term "born leader"? How many of you have actually met one? Do any of you feel you are a "born leader?" Leaders are not born, they are made, through a lifetime of development and learning. You might say that leaders are perpetual learners. How can you be an effective leader in your community, your job, and your profession? This session is designed to help you gain self-confidence and learn how to more effectively lead people.
Managing Satisfactory Academic Progress and Communicating the Results with Students	Federal and state satisfactory academic progress can be a very labor intensive for a campus. For students and families, the results can be surprising, confusing, and devastating. The purpose of this session is to summarize ways to manage and automate satisfactory academic progress, and to communicate the results more effectively with students. The presenter will review strategies to communicate your policy to students and academic advisors and discuss key elements in the design of a computer program to automate the process. The presenter will also discuss merging the results into a MS Word document.
R2T4 - It's not something from Star Wars	Who is required to repay and/or return funds to the federal government? What is the correct way to calculate the repayment/return? This session includes an interactive discussion with colleagues on best practices.
Doing the Right Thing: The Ethical Financial Aid Counselor	Let's talk right or wrong! As FAP's we are faced with ethical decisions on a daily basis. Do we always do the right thing? This session will take a look at the key behavior characteristics of high integrity and end with an ethical case study.
Financial Aid: What I wish I knew then - A parent and student perspective	What can we do better in communicating with and providing service to our families? A Gear-up student and parent share their perspective of the aid process.
Financial Aid at a Glance	This session provides tips and insights that will be useful to financial aid administrators in counseling students. An overview of federal methodology, school as lender, borrowing, consolidation and more, all from the perspective of giving the best guidance you can give to your students.
Loan Program Nuts and Bolts	Guarantors will share information about top processing and program facts that aid officers - even experienced ones - often miss.
Tracking Key Performance Indicators	The goal of this session is to demonstrate how to collect and display key performance indicators for a financial aid office. The presenter will review an actual database employed at SUNY Plattsburgh and display graphs produced by this database. The presenter will discuss the factors to consider when designing a database and key performance indicators in general. Attendees will leave the session with a conceptual understanding of how to gather data and collect daily office activity to measure customer service and productivity in a financial aid office.
Report from the Federal Higher Education Commission on the Future of Higher Education	In September, this commission is due to issue a final report about issues facing higher education today and in the future. A draft of that report has already proven to be quite controversial. Hear two NYSFAAA members who have held leadership positions at the state, regional and national level as they share the Commission's assessment of financial aid, costs and other areas, and provide their insights into the report's impact on the future.
Business and Ethical Standards for Lenders (and the schools who work with them...)	This session will examine the current trends, issues and practices in the student lending industry in a dynamic, high-level, discussion format. This session will openly discuss values and ethical issues as they relate to our business interactions. This will not be a "training" session, but rather a professional discussion of our values and our actions.
C flags - A case study approach	This session is designed to allow for an interactive discussion related to C flag problems and resolutions. Bring your cases and join in this lively discussion.
FERPA and GLBA - A Tale of Two Laws	Today we are increasingly faced with issues relating to privacy and the protection of personally identifiable information. Now in addition to the Family Educational Rights & Privacy Act (FERPA) regulations we all know and love, we are faced with the Gramm-Leach-Bliley (G-L-B) Act. In this session we'll cut through confusion

	and break FERPA and G-L-B down to their basic elements. In addition, we'll learn how to balance compliance with the laws and customer service in the Financial Aid Office.
Are we meeting the needs of our diverse populations?	There are many ways agencies and colleges in New York State are striving to make college accessible and affordable for our diverse populations. Learn about some of the statewide initiatives taking place and how you and your college can help.
Remaining Professional in the Face of Aggression	This session is designed to help the FAA better identify, understand and respond to aggression. From a Clinical Psychologist's perspective, we will examine why the Financial Aid Office is the target of aggression; the difference between assertiveness and aggression; the source of the individual's aggression; how you can arm yourself against it (as an individual and as an office team); and how to deal with aggression if you can't prevent it.
Study Abroad, NSE and Consortiums	Everything you need to know about study abroad programs, national student exchange, consortium agreements and working with other colleges on these joint efforts.
NYSFAAA Conference 2006 - Thursday, November 9th	
Business Meeting	
Federal Update	