



THE ADVISOR

WASHINGTON FINANCIAL AID ASSOCIATION

WFAA President's Report

Carla Idohl-Corwin, South Puget Sound Community College

Happy Spring to my WFAA Colleagues~

It has been a very busy year for me as your WFAA President. The political pressures on the hill in both Washingtons have made for an interesting winter/spring. As your President, I have been called upon to meet with a senator, to provide written testimony for proposed legislation impacting student aid programs and as a sounding board for policy makers. In the other Washington, the changes being made to regulations pertaining to lender lists have created a lot of speculation as to what the final result will be. I firmly believe that the institutions in Washington State have conducted themselves in an ethical manner with students' best interest at the forefront. I am confident that the work that we all do represents professionalism in its truest form.

As I am completing my eighteen-month term, I want you all to know how much I have enjoyed serving as your President. I genuinely appreciate all of you that have responded to the call to volunteer. I'm glad that you continue to answer my calls – even when you know I'm pestering you for something else and that you continue to say "Yes – how can I help?" Our organization relies heavily on the volunteerism and spirit of the financial aid community.

For those of you reluctant to get involved because you are unsure of the options or time commitments, please give me a call. There are many avenues, a variety of tasks and time commitments and great mentors to help you along the way. If you have been thinking about joining the army of great volunteers but want to talk with someone first, feel free to call me at 360-596-5235. If I don't have all of the information you are looking for, I am happy to connect you with an experienced veteran in your area of interest.

Thank you again for the opportunity to serve as your President. I wish all of you a productive and stress-free awarding season.

Happy Spring~

Carla Idohl-Corwin
WFAA President

WFAA Election Results

Rick Sinclair, Interface Computer School

WFAA's annual elections have finally been completed. Your President-Elect for 2007-2008 is Kathleen Koch from Seattle University School of Law. Vice President for Training for 2007-2009 is Darlene Hendrickson from Gonzaga University. Vice President for Ethnic Awareness is Kim Wasierski from Highline Community College. Secretary for 2007-2009 is Tracy Smothers from Centralia Community College and the Treasurer-Elect for 2007-2008 is Kate Bligh from Highline Community College.

Thanks go to those who agreed to be nominated for this year's ballot! Agreeing to run for a WFAA office is a big commitment and all of the people willing to put their hat in the ring represent the "Heart and Soul" of the Washington Financial Aid Association!

Table of Contents

Loan Consolidation	02
"I'm Going to College"	03
2007 WFAA Conference	04
Building a Financial Literacy Program	05
Nominate an Exceptional Colleague	09
Predatory Lending Practices	12
WFAA Early Awareness	14
Thoughts from the President Elect	15
Higher Education Coordinating Board Updates	16
Thoughts from the Fund Development Chair	17

Loan Consolidation While Enrolled in School – It Can Still Happen

Lei Oie, Sallie Mae

The early-repayment option for Stafford loans made through the Federal Family Education Loan Program (FFELP), and the in-school consolidation option offered through the Direct Loan Program were both officially eliminated as of July 1, 2006. However, there are still some circumstances in which consolidation can occur while a borrower is enrolled in school.

Eligibility for loan consolidation is determined by the status of the loans being consolidated—not the enrollment status of the borrower. That means that in some cases, students may still consolidate while they are enrolled in school, provided their loans are in repayment status (this includes deferment and forbearance status). For example:

- A borrower with a Graduate PLUS Loan that has been fully disbursed is eligible for consolidation.
- A borrower with a Stafford Loan, who has used the entire grace period and whose loan is now in a school-deferred status, is eligible for consolidation.



WE GUARANTEE THE
NEXT GENERATION OF
LEADERS, THINKERS
AND DOERS.

Be Next.

Visit aesSuccess.org.
Or give us a call at 800.443.0646.

aes
American Education Services

Students may not consolidate Stafford Loans that are in an “in-school status,” that is, those Stafford loans which have not yet used their full grace period.

Keep in mind that many Graduate PLUS loans were fully disbursed in January or February 2007, which may create situations in which borrowers with or without existing Consolidation Loans are being heavily solicited regarding consolidation. Many of these borrowers may be considering whether to consolidate their eligible loans now.

Before making the decision to consolidate, borrowers should carefully consider the benefits offered by a lender. In most cases, the most cost-effective benefits are those that reduce the interest rate on the loan. Some lenders require that borrowers notify the lender when they are eligible to receive the benefit; other lenders track a borrower’s eligibility and automatically apply the benefit.

In addition, student loan borrowers should ask the consolidation lender to run a repayment estimate for his or her individual financial circumstance, rather than simply rely on the scenario presented in the marketing brochure. Marketing materials may use assumptions that overstate the savings.

Students should pick a lender carefully, and realize that when they consolidate their student loans, they are committing to a long-term financial relationship. Because consolidation loans have longer repayment terms than standard Stafford loans—up to 30 years in some cases—it is critically important that students carefully evaluate the depth and breadth of the services a lender or servicer is offering.

Coming to America, Going Abroad — Who are They?

Ian Crawford, EDFUND Web Communications Editor


The annual Open Doors study by the Institute of International Education suggests that enrollment by foreign students in U.S. higher education institutions is rebounding after two years of decline and that American students are studying abroad in ever-increasing numbers.

Some facts are worth highlighting: As a destination for international students, the United States hosted 564,766 guests in 2005/06, a very slight one-tenth of one percent dip from the year before, almost halting a three year decline. The number of foreign students in the U.S. represents 3.9 percent of the total enrollment at higher education institutions.

Peggy Blumenthal, executive vice president of the Institute of International Education, commented, “I think everyone is relieved to see that the declines of the past few years have leveled out, and we’re seeing a bump up in new students. It’s going to take a while for the new cohort to work its way through the system, but we’re going to see increases.”

The top 10 countries of origin for U.S. international students (2005/06) are as follows:

Committed to trimming education debt.



Sometimes repaying a student loan can feel like a mammoth undertaking.

That's why we're here—to lighten the loan.

As a nonprofit Federal Family Education Loan guarantor, we offer a wide variety of services to help your students with successful repayment.

We have the second lowest cohort default rate in the nation – just 1.5 percent!

American Student Assistance
Your Best Investment

Visit www.amsa.com to learn more or call 800.999.9080.

Rank	Percent of Total
1. India	13.5
2. China	11.1
3. South Korea	10.4
4. Japan	6.9
5. Canada	5.0
6. Taiwan	4.9
7. Mexico	2.5
8. Turkey	2.1
9. Germany	1.6
10. Thailand	1.6

More than half of U.S. international students come from Asian countries. However, the number of students from India declined by 4.9 percent. The biggest increases in students came from #3 South Korea (10.3 percent), #12 Hong Kong (9.3 percent) and #19 Nepal (24.7 percent).

Almost two-thirds of foreign students funded their education in the U.S. with money supplied by themselves or their family (63.4 percent), though a quarter received most of their funds from a U.S. college or university.

As a place of origin for international students, the United States sent 205,983 scholars abroad in 2004/05, a 7.7 percent increase from the year before and double the number a decade ago.

The top countries of destination for U.S. students abroad (2004/05) are as follows:

Rank	Percent of Total
1. United Kingdom	15.6
2. Italy	12.1
3. Spain	10.1
4. France	7.5
5. Australia	5.2
6. Mexico	4.5
7. Germany	3.2
8. China	3.1
9. Ireland	2.5
10. Costa Rica	2.5

More than 60 percent of U.S. students abroad traveled to Europe, with a little more than one-seventh going to Latin America. However, the destinations with the biggest increases of U.S. students abroad were #18 Argentina (53.1 percent), #20 India (52.7 percent), #8 China (34.9 percent) and #19 Brazil (28.3 percent).

Peggy Blumenthal said that she was encouraged by the large percentage increases to countries such as India, China and Argentina. "The large numbers are still going to the traditional sites, but the growth [in other places] says to me that people are seeing a professional advantage to having spent time in India or China," she said.

©EDFUND 2007. All rights reserved. Reprint by permission only. www.edfund.org.

"I'm Going to College"

Traci Stensland, Whitworth College

How can you have 100 6th graders in your community attend your college for a day?

Northwest Education Loan Association (NELA) hosted an "I'm Going to College" event on March 15th at Whitworth College in Spokane. The event brought 100 6th graders from Meadow Ridge Elementary School to campus for a day of college experience.

The students were greeted by President Bill Robinson, attended three awesome college classes in Spanish, Physics and Media Literacy, ate college food, and toured the campus. The students had a fun, thought-provoking day. The event gave these young students a chance to make a connection between their current academic efforts and how they may impact future choices and opportunities.

Principal Marilyn Brennan of Meadow Ridge Elementary wrote, "I'm Going to College" had a tremendous impact on our students as

[I'm Going to College...continued on page 4]

ZERO-Fee Stafford Loans
with No-Wait, Lower-Rate™ discounts*

- We pay the loan origination and default fees
- Immediate interest rate discounts up to 1.75%!

PARENTS and Graduate/Professional Students save big on PLUS Loans*

- Fee rebate of the government's 3.00% origination fee
- No-Wait, Lower-Rate™ discounts of up to 1.00%

Private Loans (brought to you by Nelnet)

- Competitive rates and terms
- Full deferral of interest and principal available
- No pre-payment penalties

For more information, contact

Brian Hall at **253-383-1862**

or visit chelastudentloans.org

* Restrictions apply. Nelnet reserves the right to modify or terminate borrower benefit programs at its discretion and without prior notice. All benefit programs are subject to loans remaining in good standing.



We're in it for the students.™

© 2006 Nelnet, Inc. Chela Education Financing is a registered trademark of Nelnet, Inc.

[I'm Going to College...continued from page 3]

they think about their future.' This program is truly the type of early awareness outreach program that begins establishing a foundation for individuals in higher education. We would like to express our appreciation to NELA for investing in our future.

Nurturing Dreams . . . Cultivating Success 2007 WFAA Conference

Don't forget to mark your calendars and hold the dates of October 17 – 19 for the 2007 WFAA Conference in beautiful Wenatchee, WA. The theme of the conference this year focuses on both personal and professional development -- "Nurturing Dreams . . . Cultivating Success."

The conference planning is well underway, headed up by co-chairs Sherri Peterson of Gonzaga University and Kim Schreck of EDFUND. The conference will be held at the Coast Wenatchee Hotel and Convention Center and will provide ample space for everyone to have a great time.

Don't worry about being engaged outside of the conference ac-

tivities -- considering that Wenatchee boasts of over 300 days of sunshine annually, the city and local area offer a plethora of activities to enjoy – wine tasting, art walks, walking/jogging along the Apple Loop Capital Trail, a performing arts center, and the beautiful and majestic Columbia River.

Registration and program information will be available during the summer. For more information, check out the WFAA web site at www.wfaa.org.

We look forward to seeing you in Wenatchee!

Non-School-Certified Private Education Loans – A Very Sad Story!

Traci Stensland, Whitworth College

I was excited for my 2:00 student appointment. I was getting the joy of telling a struggling student that she had won a scholarship. I knew that, financially, school was a challenge, so this scholarship was really going to make a difference. As she approached my office, I smiled and said, "I have great news! You were chosen as a recipient for a scholarship." Tears came to her eyes. She said, "Thank you so much. The scholarship is really going to help, especially since I had to take out an \$8000 loan to make it through the fall." I felt my face go flush as I peeked in her file to make sure this \$8000 loan was included in her award. Much to my horror – it was nowhere to be found. A little voice inside me said, "Do you really have to ask?", but the ethical professional in me knew I did. Thinking to myself, "Please tell me it was not a loan related to education," I said to the student, "Exactly what type of loan did you borrow this fall?" In a sweet voice, not aware of the severe ramifications of her answer, she said, "A private education loan." And the story unfolds -

This student is not unique. She needed money to help with school and borrowed a non-school-certified education loan totally unaware of the ramifications that it could have on her financial aid. She was never cautioned that all private loans, school-certified or not, that are intended to assist with educational expenses must be included in a student's financial aid award.

In this situation the student was unable to immediately repay the loans so she:

- Lost grant funds
- Wasn't eligible for her scholarship
- Was charged a 10.5% origination fee after 30 days (\$1,100)

And on top of it all, the financial aid staff was not permitted to talk to the lending agency on her behalf to help her understand her options. We were told that because this was a private loan, the lender could only speak to the borrower.

Lenders who offer these loans need to disclose to students that borrowing these types of loans could greatly affect their financial aid. Students should be encouraged to meet with a financial aid counselor before borrowing. Perhaps such lenders don't want to do this because they know once students are educated they won't use their product.

Are these loans taking unfair advantage of our students? These products certainly don't benefit them! What can schools do?

- Make sure that any lender-links on school sites don't include private education loans that bypass a school certification.
- Disclose to students both in paper brochures and on web sites that all loans intended for education must be considered as a form of financial aid and included in their financial aid award.
- Caution students before borrowing any private loan to first consult with a financial aid counselor.
- Establish procedures with the bursar's office so that if a student applies one of these loans to his/her student account, the financial aid office is made aware of it. If not, you could discover conflicting information at a later date.

My hope as a financial aid professional for almost 20 years is that lenders who are offering these products review the true intent of these loans. Are these products intended to increase profits at the expense of our students?

Building a Financial Literacy Program on Your Campus

Jeff Southard, Financial Awareness Trainer, ECMC

Helping to provide our students with the tools they need to have financial success is increasingly expected on our college campuses. With the cracks in our education system, many students find themselves without the tools they need to manage their finances in order to borrow wisely and finish their course of study. Teaching students the basics of "financial literacy" is one of many hot-button issues of our financial aid time. In reality, it has become a sizzling-hot issue. Try Googling the words "financial literacy." Depending on how you perform your search - over 2 million entries appear. But what does it really mean? And how much do we need to care?

While it's a big issue, it doesn't exactly have a catchy phrase. Mention "financial literacy" in a conversation and you'll often receive a look of puzzlement (especially if you weren't discussing financial issues anyway!). A major study of the subject describes personal financial literacy as: "the ability to read, analyze, manage and communicate about the personal financial conditions that affect material well being. It includes the ability to discern financial choices, discuss money and financial issues without (or despite)

[Building a Financial...continued on page 7]



AT SALLIE MAE EDUCATION TRUST®, WE'RE DRIVEN.


We're driven to be the most trusted lender by Financial Aid Professionals, students and parents. We're driven to offer a better understanding of what our partners need to succeed and what students deserve to go further in life. Ultimately, what drives us is the same thing that drives Financial Aid Professionals to help their students access a higher education.

WE'RE DRIVEN BY DREAMS.

Contact your Sallie Mae® representative or visit SallieMaeEdTrust.com for more information.

SallieMae
Education Trust®

Sallie Mae and Sallie Mae Education Trust are registered service marks of Sallie Mae, Inc. SLM Corporation and its subsidiaries, including Sallie Mae, Inc., are not sponsored by or agencies of the United States of America. ET-0154-0906



We're making education more
affordable for Washington
students with zero origination
fee Stafford Loans.

STUDENT LOAN FINANCE
ASSOCIATION

A Sallie Mae® Company

Dedicated to serving the Northwest.

To reach the Washington CollegeServ Team,
please call **1-888-2-SCHOOL** (1-888-272-4665).

www.slfa loan.com

Terms and conditions apply. Student Loan Finance Association will pay the origination fee on the borrower's behalf on
Stafford Loans for academic year 2007-2008.

© 2007 Student Loan Finance Association, Inc. All rights reserved.



YOUR STUDENTS ARE PRECIOUS and so is your time.

Students are your first priority. Nelnet can help reduce busy work and make
processes more efficient. Our work-study management software, interactive
online forms, student loan processing tools, and outsourcing options help you
keep desk time at a minimum.

For more information contact **Sam Collie**, your campus director at:

phone - 360.896.6559
cell - 360.903.4377
fax - 360.896.5499
email - sam.collie@nelnet.net

nelnet.
EDUCATION PLANNING
& FINANCING

©2006 Nelnet, Inc. All rights reserved. Nelnet is a registered service mark of Nelnet, Inc.

Looking for a guarantor that is flexible, responsive, and supportive?

Discover ECMC and what we can do for *you*.

- ECMC pays the Federal default fee without lender restriction through the 2007-08 academic year.
- ECMC provides support from our financial literacy training team.
- ECMC works closely with lenders and servicers to meet your needs.
- ECMC customizes products and services to fit your needs.

ECMC, a nonprofit member of ECMC Group, is the designated guarantor for the state of Oregon and the Commonwealth of Virginia, and also provides guaranty services nationwide. ECMC has built a solid reputation with sought-after products and services.

Contact **Kathy McCutchen** at 888.775.3262, Ext. 2462 or **Jeannie Kupper** at 888.775.3262, Ext. 2453 to discover what ECMC can do for you.



ECMC
EDUCATIONAL CREDIT
MANAGEMENT CORPORATION

Discover ECMC.

Explore ECMC on the Web at www.ecmc.org.

[Building a Financial...continued from page 5]

discomfort, plan for the future, and respond competently to life events that affect everyday financial decisions, including events in the general economy.”

Second, how high should our “care meters” register, given all that we have on our plates? Consider this: only 38 percent of teens can pass a basic financial literacy test, according to the 2006 national survey from the Jump\$tart Coalition for Personal Financial Literacy and yet, by the time a student becomes a college senior, on average, he/she will carry four or more credit cards with a total balance of \$3,000.

So how do you start a financial literacy program on your campus? Build it, bit by bit. Getting started is, of course, the hard part. Boost your confidence by realizing that if you already offer entrance and exit counseling, you have the beginnings of a program. Of course that might be a stretch because if you don’t offer those two items, you are either out of compliance or have a darn good reason you’ve been practicing repeating to those auditors who keep dropping by. ...

Seriously though, start by offering one basic presentation. Your college campus wasn’t built in a day! Offering a basic budgeting class can be a great start. You can find curriculum online to use at no charge. If you’re doing it yourself, all you really need is a whiteboard (or a chalkboard will work, too). Pose the question: “How many of you actually sat down with a piece of paper and pencil and wrote down your expenses for school in one column and

then listed your sources of funds in the second column?” Veteran financial aid officers will know that a scant few students, if any, will raise their hands. Novice financial aid officers who’ve never done this will probably be more optimistic and may expect half the room to raise their hands. No matter, walk them through the steps of what they should list in each column and you’re well on your way to having provided Budgeting 101. Word to the wise: Be prepared to answer the dreaded “what if the expense column is larger than the income” question. Hint: the answer, in most cases, is not “call your parents”.

Here compiled is a short, and for many, obvious list of suggestions on how to start a financial literacy program for your students:

- Reach out to them - in whatever way you’re able, with printed materials, in-person presentations, and information on the web.
- Start simple. Build your program in sophistication and depth as you gain interest and excitement.
- Make it interactive, engage them. Ask for their stories, it’s amazing what long financial lives our students have already lived.
- Tell stories; use examples they can relate to. Lattes may be your vice, but your students may have damaging cell phone bills and a big online shopping habit.

[Building a Financial...continued on page 9]



Decisions, decisions, decisions. Which colleges should I apply to? How will my family pay for tuition? What is a Financial Aid package? Am I eligible for a student loan?

With so many questions to answer, it's good to know that all the information you need about financing your college education can be found in the *Student Loan Guide* from Bank of America. It's free. And it's a short learning curve.

Let us help you make your college education a reality.

For your free *Student Loan Guide* call 1.800.344.8382.
Or go to bankofamerica.com/studentloans

Bank of America, N.A. Member FDIC. © 2006 Bank of America Corporation.
Equal Housing Lender.
STU-83-AD

Here's the shortest
learning curve
to student loans.

Bank of America  Higher Standards



Getting solutions and making lasting partnerships

Look to a national leader — Chase has more than 40 years of experience financing higher education and is among the nation's largest providers of federally guaranteed and private education loans. As a leader in education finance, Chase offers dedicated service and support with premier customer service and the Education One® Loan — offering alternatives when federal loans, scholarships, and grants don't provide enough money to get students through college.

chasestudentloans.com

1-877-968-7331

e-mail: studentloans@chase.com

CHASE 

Education One loans are subject to credit approval, receipt of a completed, signed Application and Promissory Note, verification of income, and verification of student's enrollment at a participating school. Students may need a cosigner to qualify. © 2006 JPMorgan Chase & Co. (06-638) 10/06

[Building a Financial...continued from page 7]

- Work with your faculty members to offer extra credit for students to attend.
- Do a snack and learn; free food is rarely turned away.
- Enlist the help of your student lending partners; chances are an "outside expert" will appear more fresh and inviting to them. (No sales pitches allowed.)
- Find "teachable moments"; present information when it's the most relevant (for example: budgeting early in the semester)
- Repetition is good. Don't assume that once they've heard something, they know it or will remember it. Remember - it takes 21 times to make something a habit.

Sidebar: Building a Financial Literacy Program

Assess: What are other offices doing? Students may not want to come to workshops sponsored by financial aid but may be interested in one sponsored by student government or campus ministry.

Orientation Week: It may be too late for this year but what about next? You might be able to get students and parents to attend.

Buy in From Upstairs: Students with strong money management skills are less likely to drop out. Talking about retention and financial literacy together may help you to gain support.

Bribes: Pizza, prizes and a fun atmosphere can help to build attendance. Working directly with resident assistants if your school has a dormitory can build attendance.

Extra Credit Awards: Work with the math or economics department or other relevant area to have students earn extra credit to attend a financial literacy workshop.

Campus Wide: Financial literacy is a whole-school issue. An action committee featuring representation from several areas, including faculty, can raise awareness and buy in school-wide.

Nominate an Exceptional Colleague for a WFAA Award Due Date: June 30, 2007

Would you like to see a member of the Washington financial aid community recognized for making outstanding contributions to WFAA and/or the financial aid profession? If so, the WFAA Awards Committee invites you to nominate a colleague for an annual WFAA award that will be presented at the Fall 2007 WFAA Conference in Wenatchee. Nominations are now being accepted for the following awards:

[Nominate an Exceptional Colleague...continued on page 10]

The CAMPUSDOOR Alternative Loan



► \$500 Minimum
Loan Amount

► Credit Decision in
Less than 60 Seconds

► 12-Month
Grace Period

Visit us online at
campusdoor.com ► 1.800.786.0002

All loans are subject to credit approval. Programs, rates, terms and conditions are subject to change without notice. Other restrictions apply. Trade/Service marks are the property of Campus Door Inc. and/or its affiliates. Lender is Lehman Brothers Bank, FSB. ©2006 Campus Door Inc. All Rights Reserved. Equal Opportunity Lender.

[Nominate an Exceptional Colleague...continued from page 9]

TIM HENNING ROOKIE OF THE YEAR: This award honors an “up and coming” member of the financial aid community with less than three years of experience. The recipient receives a plaque of appreciation and free registration at the fall WFAA conference.

UNSUNG HERO AWARD: This award honors a WFAA member who has demonstrated extraordinary commitment to Washington students or WFAA by working quietly and without reward or recognition on committees, at their institution, and/or in the community, above and beyond the requirements of the candidate’s job. The recipient receives a plaque of appreciation at the fall conference.

DISTINGUISHED SERVICE AWARD: This award honors a WFAA member who has demonstrated extraordinary commitment to Washington students and WFAA through outstanding contributions to WFAA’s activities and the financial aid profession over a sustained period of time. The recipient receives a plaque of appreciation at the fall conference.

A nomination consists of a letter to the WFAA Awards Committee that recommends your candidate for one of the above awards. All nominations will be considered. The Awards Committee reserves the right to confirm data with other sources as the need arises. **Multiple nominations for individual colleagues are encouraged!** By all means, collaborate with your colleagues to arrange for multiple letters in support of your candidate.

An effective nomination letter will contain the following:

- who you are recommending (name, title, institution)
- the award for which you are recommending the candidate
- why you are recommending the candidate for this particular award
- information about the candidate’s employment history in financial aid
- whether the candidate has participated in WFAA and if so, describe his/her participation
- anything else you may wish to add

You may staple your candidate’s resume or a listing of your candidate’s employment history and WFAA participation to your letter if you wish. The nominations process can be, but does not need to be, kept a secret from your candidate.

Nominations are due by June 30, 2007, and should be sent (regular mail or e-mail) to:

Rick Sinclair, Director of Financial Aid
(or e-mail: rsinclair@Interface.edu)
Interface Computer School
N 1118 Washington
Spokane, WA 99201

Questions? If you have questions, please contact the Nominations Committee Chair – Rick Sinclair, at Interface Computer School, 509-467-1727 or rsinclair@Interface.edu.

EdFUND *Defines* Service



Timely

Consistent

INNOVATIVE

RESPONSIVE

Personal

Accurate

HONEST

School Relations Unit

Tech Support

Default Prevention

TRAINING

To learn more about EdFUND products and services, contact your Client Relations Manager today.

1.888.22FFELP [1.888.223.3357] WWW.EDFUND.ORG

A PROUD SPONSOR of WFAA



TODAY | Wells Fargo can help your students with college funding and banking services.

Your students have big dreams for the future. Wells Fargo will help them through college and beyond with a full range of banking services including student loans, checking and savings accounts, consumer loans, investment services, and more. Your students can learn more about college funding online at www.wellsfargo.com/student or by phone at 1-800-658-3567.

© 2006 Wells Fargo Bank, N.A. All rights reserved.

at National Education: Our Only Business is Student Loans

- You and Your students come first
- Save Over 12% with Borrower Benefits
- Life of the Loan servicing
- 24/7 Online Account Access
- Assistance from a live person
- Customization to your preferred process

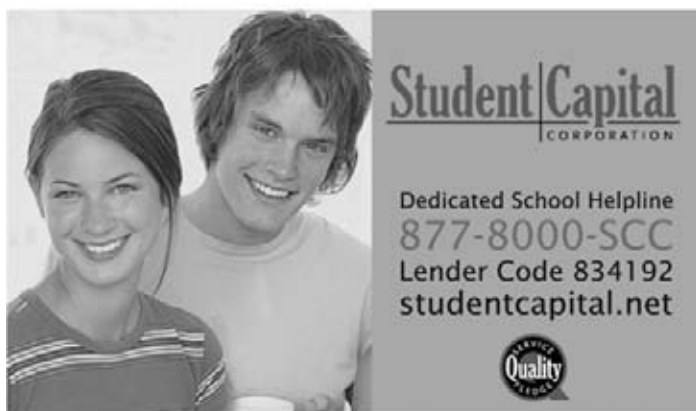
Visit www.nationaleled.net
or call 1.800.345.4325



Stafford Loans • PLUS Loans • GradPLUS Loans
Consolidation Loans • Preferred Alternative Loans

Innovative loan solutions for today's students

For every problem, there's a solution. Student Capital Corporation has created innovative loan solutions to help accommodate the needs of today's students. Our combination of customized Alternative Loans, traditional federal loans and superior customer service sets a new standard for college lending.



Alternative Loan | Stafford Loan | PLUS Loan | Consolidation Loan



Financial Aid partnerships. Students have enough on their minds, without having to worry about financial aid. That's where we come in. U.S. Bank is your perfect lending partner. You can count on a hassle-free loan experience for you... and your students. So they can spend their time learning about other important things. Like Chemistry.

Student Banking. One of our Five Star services.
How many stars does *your* bank have?



usbank.com/studentloans
Student Loan Center 800-242-1200





Zero fees on
Stafford Loans.

FEDERAL STAFFORD LOANS

Key pays the origination fee on Federal Stafford Loans, so students don't have to. And the savings don't end there. Our Key Borrower Benefits[®] Program^{**} provides a 3.75% principal reduction when students make 36 consecutive on-time monthly payments, and a 0.25% interest rate reduction when they sign up for our direct-deposit option.

Introduce students to Key and help get their education started off right.



Achieve anything

Find out more at www.Key.com/zerofees
or call 1-800-540-1855.

* Subject to change at lender's discretion.

** For Key loans serviced at GLHEC or AES.

Subject to change at lender's discretion.

Principal reduction is retained after the borrower makes
36 consecutive on-time monthly payments.

SAF Advises Graduates to be on the Alert for Predatory Lending Practices

Carolyn Bright, Student Assistance Foundation

With graduation swiftly approaching, student loan consolidation offers will soon be arriving in the mail — if they haven't already. Loan education counselors at nonprofit lender Student Assistance Foundation (SAF) encourage financial aid directors to warn students looking to simplify their finances by consolidating to “do their homework” before choosing a lender.

Tracey Olsen, loan sales manager at SAF, explains that some lenders use advertising gimmicks to grab borrowers' attention, but ultimately, their customer service doesn't meet expectations. She advises that it's particularly important for graduates to read the fine print to ensure the company they choose has the customer's best interests in mind.

According to Olsen, students looking to consolidate should be aware of these deceptive advertising tactics used by some lenders:

- Unbelievably low rates. What the lender forgets to tell customers is that it's extremely difficult to qualify for the advertised rates.
- Mind-boggling benefits. The companies don't explain how easy it is to lose those benefits.
- Gifts of cash or other goods. These kinds of gifts provided in return for consolidating with a company don't ensure good service in the long run and may be too good to be true.

Olsen explains that students shouldn't hesitate to ask questions of their prospective lenders. A reputable lender will take the time to talk with students about their unique situations to determine whether consolidation is the best option for them.

For most graduating students, consolidation provides the convenience of one lender, one loan and one monthly payment. In addition, students may qualify for lower monthly payments, extended repayment terms and rebates.

On the other hand, loans can be consolidated only once. Students who have already consolidated and have no other outstanding

[Predatory Lending Practices...continued on page 14]

What can we do for you?

College Loan Corporation has the flexibility to customize the way we do business with you and your students. That's just another reason why we've become one of the fastest growing student loan lenders in the nation.

From application through repayment, you set the rules and we'll follow through.



School Hotline **888.972.6314**

Lender Code 833733 ■ www.collegeloan.com



[Predatory Lending Practices...continued from page 12]

student loan debt don't qualify for new consolidation loans. Also, students should consider the fact that extended repayment terms take longer to pay off, and as a result, may cost more in interest.

For more information about predatory lending practices and how students can protect themselves against them, visit www.stop-the-deception.org.

2007-2008 WFAA Ethnic Awareness Scholarship

Kim Wasierski, Highline Community College

The 2007-2008 WFAA Ethnic Awareness Scholarship is now available! The scholarship is designed to make higher education more accessible to promising students of color. This is a one-year scholarship for a student of color attending a WFAA-member college or university. The scholarship amount is variable up to \$1,500.

Please encourage your students to apply. The WFAA Ethnic Awareness Committee's goal is to increase the number of applicants by at least double the amount we had last year, but we can't do it without your help. Spread the word to your multicultural services, outreach services, advising, student clubs, etc.

This is a great opportunity for students who have a "story" to tell and have a passion for pursuing their education to make a difference

in the lives of others. The application can be accessed at the WFAA website at www.wfaa.org. The deadline is June 29, 2007. For questions or additional information, please contact Kim Wasierski at (206) 878-3710 ext. 3302.

WFAA Early Awareness Committee Update

Laura Pendleton, Whatcom Community College and Jeff Lackey, Sallie Mae

The WFAA Early Awareness Committee got off to a great start in fall 2006 with participation in the National Association for College Admission Counseling (NACAC) College Fairs held in Seattle and Spokane. The Committee also updated all documents that pertain to planning for college financing: *Frequently Asked Questions*, *High School Checklist*, *FAFSA Tip Sheet*, and *College and University Priority Funding Deadline* spreadsheet. These updated documents have been posted on the WFAA website.

The NACAC College Fair in Seattle was held November 3rd from 9:00 am-12:00 pm, and November 4th from 12:00 pm-4:00 pm, at the Washington State Convention and Trade Center. It was covered by Marie Rynning and Carol Moye of the University of Washington, Lyssa Thaden of EDFUND, Katie Auker of NELA, Laura Pendleton from Whatcom Community College and Jeff Lackey from Sallie Mae. Additional help from Priscilla Abbott of EDFUND was appreciated on such a busy day. The Friday finan-

cial aid presentation (*Financing Your Education*) was made by Lyssa and Marie; the Saturday presentation was made by Laura and Katie. Over 10,000 High School students attended the conference in Seattle with over 5,000 packets of outreach information handed out over the two days. In addition, a special *Financing Your Education* presentation and workshop for both Spanish-speaking and English-speaking communities was held on Saturday.

The NACAC College Fair in Spokane was held November 7th from 9:00 am to 1:00 pm and 6:00 pm to 8:00 pm at the Spokane Convention Center. It was covered by Dan Cosgrove of Student Loan Xpress, Danielle Hodgen of Gonzaga University and Lyssa. Rick Holzer from Sallie Mae and Chrissy Middendorp from Bank of America provided additional help. Over 2000 high school students attended the conference in Spokane, with over 1,000 packets of outreach information handed out over the one-day, two-session event.

Although the above-recognized duties are the main function assigned to the Early Awareness Committee, some colleges have expressed interest in using the Committee throughout the school year for outreach at college-sponsored events targeting the community. As more information is provided regarding these events, the Early Awareness Committee will analyze and plan participation. To date, however, no requests have been made. If you have events that you feel would pertain to the Committee getting involved, please contact us with the information. Jeff can be reached at jeff.lackey@salliemae.com and Laura can be reached at lpndleton@whatcom.ctc.edu.

Spring 2007 WFAA Updates

In January, 2007 the Gonzaga University Financial Aid Office welcomed **Susan Fuller**, who is filling a vacant Program Assistant II position. Susan brings her smile as well as a wealth of financial aid experience from Colorado State University in Pueblo where she was a financial aid counselor for five years.

Natalie Carr has accepted a position as a Financial Aid Administrator at Digipen Institute of Technology. Natalie was recently an employee of ACS as a Campus Field Representative and prior to that she was an Account Manager for Student Loan Finance Association. She joined Digipen on December 11, 2006.

Diane Cooley, Assistant Director of Student Fiscal Services and **Kyra Worrell**, Student Fiscal Services Outreach Adviser, have received the 2007 Best Practices Award for Public Institutions given by the Florida Association of Bursars and Student Accounting Administrators (FABSAA), a national organization that meets in Florida annually. The Best Practices Award honored the UW Student Fiscal Services' Financial Literacy program. The award resulted in a \$1,000 contribution to the UW general scholarship fund. Diane and Kyra presented their winning entry at the FABSAA annual conference in March.

Thoughts from the President-Elect

Kathleen Koch, Seattle University School of Law

These are challenging times, but times like these also provide opportunities – opportunities for our financial aid community to come together, to examine and clarify our role and intention, and to help each other adapt to a changing landscape. Together we will carry on our work with dedication and with the best interests of our students at heart. As the WFAA President-Elect, I am excited to be working with an exceptional Executive Committee and representing a great professional state organization for the next three years as President-Elect, President and Past President. I am committed to the WFAA mission, which is to serve the interests and needs of its membership and constituents through the coordination of financial aid information, programs and activities.


It is an honor to serve in an organization comprised of caring, bright, fun and dedicated professionals. I invite you to volunteer your time and talents on a WFAA committee or write an article for the newsletter or however you may see yourself contributing. Participate in WFAA trainings, conferences and events – they are for your benefit. We need your support, now more than ever, and thank you and appreciate you for your service in the financial aid profession.

THE ULTIMATE COLLEGE CARE PACKAGE.

Financial Aid 101 MADE POSSIBLE WITH WACHOVIA

- 9.49% Total Stafford Savings with No Origination Fee and Extra Borrower Benefits*
- 7.25% Total Parent PLUS Savings with Special Borrower Benefits*
- Instant 7.9% Fixed Rate for Graduate PLUS and a 3% Rebate*
- Flexible Private Loans for Nearly Every Student
- Free Student Checking**
- Free Online Banking with BillPay

TO LEARN MORE ABOUT THE ADVANTAGES ONLY WACHOVIA CAN OFFER,
CALL 800-338-2243 OR VISIT WACHOVIA.COM/EDUCATION.




WACHOVIA

* These benefit programs may be modified or discontinued at any time without notice. Other terms and conditions apply. Visit our Web site for complete details and eligibility requirements.
**A \$50 minimum deposit is required to open account.
©2006 Wachovia Corporation. Wachovia Bank, N.A., and Wachovia Bank of Delaware, N.A. are Members FDIC: 064016

Higher Education Coordinating Board Updates

Rachelle Sharpe, HECB

The recent Legislative session delivered several new financial aid programs and was generous to higher education in the 2007-09 budget process. **Opportunity Grants**, administered by the State Board for Community and Technical Colleges, provide funding for low-income students enrolled in eligible programs at public and private two-year colleges. Funding covers tuition, fees and books. The **Passport to College Promise Pilot Program** for former foster youth will increase outreach and provide need-based financial aid up to the amount of tuition and fees at the highest-priced public institution. The **College Bound Scholarship** will offer scholarships to students from low-income families. Students will sign up in the 7th grade and awards will cover tuition and \$500 for books (less any state funding for tuition). **GET Ready for Math & Science** creates conditional scholarships for students who pursue science or math majors and agree to work in related fields. Students will be selected by the College Success Foundation and the funding will be provided through a




What's brilliant about Thomas Peters?

- ❖ Thomas helped a student pay her prior-year's tuition balance.
- ❖ He recommended a Student EXCEL Loan from Nellie Mae.
- ❖ The student applied, was approved, and e-signed her application at www.nelliemae.com.
- ❖ Thomas certified the loan by logging on to LoanLink at www.nelliemae.com.
- ❖ The student's account was paid, Thomas' desk was clear.

Thomas Peters: king of counseling, brilliant financial aid officer.

Make Nellie Mae a chapter in your success story.



NellieMae
A Sallie Mae Student Loan Company

www.nelliemae.com • 800-EDU-LOAN
Federal lender code: 829076

SLM Corporation and its subsidiaries, including Nellie Mae Corp. and Sallie Mae, Inc., are not sponsored by or agencies of the United States. ©2006 Nellie Mae Corp. All rights reserved.

Be brilliant with student loans.

The Student Loan Corporation



Citibank Federal Stafford Loans have ZERO ORIENTATION FEES. We'll pay the fee for our borrowers. That means every dollar borrowed goes toward a student's education, not to fees.

Our zero origination fee offer has your students' best interests in mind. And yours, too.

Citibank offers you great services and tools that will make your life easier and will give you more time to connect with your students. From faaonline.com to Priority Services and more, we provide you with the support you need to get your job done.

As our partners in education financing, trust Citibank to help you help your students afford the education of their choice, and the best things in life.

Visit faaonline.com or call our Priority Services team today at 1-800-846-1290.

Lender Code: 826878



The best things in life are fee free.

For Federal Stafford Loans, the 3.00% origination fee that is typically charged is paid by Citibank, N.A., and is not paid by the borrower. However, a 5.00% guarantee fee may or may not be charged by a guarantor and would be payable by the borrower, if charged. This offer is valid on Federal Stafford Loans requests that are received by Citibank, N.A., while this zero fee loan program is in effect. Visit studentloan.com for other terms and conditions that may apply.

The Student Loan Corporation is a subsidiary of Citibank, N.A. ©2005 Citibank, N.A. Citibank and Citibank with Arc Design are registered service marks of Citigroup Inc.

A member of citigroup

public-private partnership.

The **State Need Grant** program was expanded to **70% Median Family Income** (students with MFIs in the range 66 to 70 will receive half of the annual award amount) and eligibility is extended to **less-than-halftime students**. Significant expansions were also approved in the **GEAR UP** program, to serve 25 additional school districts, and in the **Future Teachers Conditional Scholarships** program. Other funded initiatives include the **Scholarship Clearinghouse**, and establishment of **State Work Study High Demand Internships** in teaching shortage areas. These initiatives and other results of the legislative session will be reviewed at the HECB May workshops.

The HECB has proposed financial-aid-related **rule changes for private career participation in SNG**. The comment period runs through May 31st with a public hearing at the HECB on May 25th. The Board has been meeting with a work group of private career representatives and the Northwest Career Colleges Federation to draft the proposed language. We would appreciate your reviewing the rules and providing feedback. The proposed rules are posted on our web site www.hecb.wa.gov/financialaid.

A system has been developed to help schools serve co-enrolled students by exchanging information electronically. “WAFAX” is intended to streamline financial aid and other processing for concurrently enrolled students under a consortium or other inter-institutional agreement. If you are interested in accessing the system, please contact Rachelle at 360.753.7872 or rachelles@hecb.wa.gov.

During this busy time, we welcome **Dr. Christy England-Siegenerdt** as the new Research and Program Development Analyst for Student Financial Assistance. Christy comes to the HECB from the Illinois Board of Higher Education.

IMPORTANT DATES

- **SWS Survey Round:** The next SWS survey is due **May 11th**.
- **American Indian Endowed Scholarship:** The application is available on-line at <http://www.hecb.wa.gov/paying/waaidprgm/aies.asp>. The due date is **May 15th**.
- **HECB Workshops** are scheduled **May 14th** at Yakima Valley CC, **May 15th** at Spokane CC, **May 17th** at NSCC and **May 18th** at Centralia College. Please join us for information regarding programs, results of the legislative session, and a policy roundtable discussion.
- **SWS employer contract renewals.** The on-line process has begun with a deadline of May 15th for employer renewals.
- **Institutional Participation Agreements.** Required policies and budgets to renew participation agreements are due **May 18th**.
- **Washington Scholars.** The public directory of new 2006-07 scholars is on-line at <http://www.hecb.wa.gov/financialaid/wsp/wspindex.asp>. The official list of scholars who have accepted the award will be posted on the Board's secure website at the end of May, with alternates posted in June.
- **WAVE.** The list of 2007 WAVE recipients is available on the Workforce Education Training and Coordinating Board's web site www.wtb.wa.gov. The recipients will be posted to the HECB secure web site by May 15.
- **SWS independent college timesheet deadline.** To meet state accounting deadlines, State Work Study student timesheets for the 2006-07 academic year ending June 30, 2007 are due in our offices by **July 15th**.

For more information, call the HECB at 360.753.7850.

Thoughts from the Fund Development Committee Chair

Ron Noborikawa, Pacific Lutheran University

For at least the past seven years (while I've been Fund Development chair), our industry partners have helped WFAA underwrite

the cost of on-going professional training at our annual conference as well as the drive-in summer workshops. They have generously shared their expertise in critical areas of our day-to-day work, as well as provided top notch publications and products that assist our students in pursuit of their educational goals. The professional relationships we've developed with our vendor colleagues have enriched our professional lives and continue to make our profession dynamic and fun, not to mention they contribute toward meeting an important societal goal. We have much for which to thank our industry partners, but unlike what is portrayed in the media, neither schools nor WFAA are or have been beholden to them.

As the 2006-07 year comes to a close, on behalf of WFAA, let me say “Thank you” to our industry partners for all the support you have collectively provided to WFAA and its members. Someone at the WASFAA conference referred to our current student loan controversy as the “dark days of financial aid”. It remains to be seen whether this will be true when we look back on this time period, but for the time being, the media and some outside agendas have made the relationship with our student loan industry partners an awkward place. Nevertheless, as we look forward to the 2007-08 year, I fully anticipate our collective professionalism, personal integrity, and the shared goal of helping students attain their post-secondary educational goals will overcome any obstacle thrown at us by others who hold different (and possibly, self-serving) agendas. Hang in there, everyone.

Mission Statement of the Washington Financial Aid Association

The mission of the Washington Financial Aid Association is to effectively serve the interests and needs of its membership and constituents through the coordination of financial aid information, programs and activities.

Objectives:

- Promote the professional preparation, effectiveness and recognition of student financial aid personnel in post-secondary institutions and other public and private organizations concerned with the support, development and administration of student financial aid programs.
- Provide conferences, workshops, research and other related activities relevant to financial aid.
- Coordinate broad representative responses to legislative issues and proposed legislation affecting financial aid and related concerns.
- Facilitate communication among those interested in student financial aid.
- Promote educational opportunities for all, but focus upon underrepresented and economically disadvantaged groups through various means including early awareness and scholarships.
- Utilize resources in a manner relevant to the mission and objectives of the association while remaining fiscally responsible.

Thanks to Our Sponsors

Academic Financial Services
American Education Services
American Student Assistance
Bank of America
Chase
Chela Financial
Citibank
College Loan Corp
ECMC
EdAmerica
EdFund
ELM Resources
Enterprise Recovery Systems, Inc
Goal Financial
Great Lakes Higher Education Corp
Key Bank
National Education
Nellie Mae
Nelnet
NextStudent
Northwest Education Loan Association
Sallie Mae Education Trust
Simple Tuition
Student Assistance Foundation
Student Capital Corp
Student Loan Finance Association
Student Loan Xpress
The College Board
Todd, Bremer, Lawson
US Bank
Wachovia
Wells Fargo

WFAA Executive Committee & Chairs

President
Carla Idohl-Corwin
Past President
Rick Sinclair
VP, Ethnic Awareness
Kim Wasierski
VP, Legislation
Karen Driscoll
VP, Training
Kathleen Koch
Secretary
Tracy Smothers
Treasurer
Rebecca Wonderly
Fiscal Members Representative
Tami Johnson
2007 Conference
Sherri Peterson / Kim Schreck
Early Awareness
Laura Pendleton / Jeff Lackey
Electronic Services
Wendy Joseph
Fund Development
Ron Noborikawa
Historical Archives
Nancy Heidrick
Membership
Darcy Modarres
Publications/Newsletter
Dave Barnes
Student Budgets
Cheryl Reid

Liaisons:

Higher Education Coordinating Board
Rachelle Sharpe
US Department of Education
Marianna Deeken
Ed Fund
Becky Thompson
NELA
Julie Naccarato
WCHSCR
Kevin Berg