

**Monday, November 5, 2018**

|                        |       |                              |   |   |  |
|------------------------|-------|------------------------------|---|---|--|
| 8:00                   | 10:00 | Allegheny Room Atrium        | Exhibits Set-Up Time  | Business Partners   |  |
| 10:00                  | 1:00  | Allegheny Room Atrium        | Conference Check-In   | Membership Chair & Committee                                      |  |
|                        | 12:00 | Allegheny Room Atrium        | Business Partner Exhibits Open  |   | <i>Visit All Partner Booths &amp; Play Fall Conference Bingo</i> |
| 1:00                   | 2:00  |                              | <b>New Member Reception</b>   | All New Members & Mentors   |  |
| 2:00                   | 2:30  | Allegheny Ballroom           | <b>Welcome &amp; Opening Remarks</b>  | Andrew Harvey, Tristate Chair<br>Consuela Phillips, WVASFAA Chair | Garrett College<br>Valley College                                |
| <b>GENERAL SESSION</b> |       |                              |   |   |  |
| 2:30                   | 3:00  | Allegheny Ballroom           | Legislative Update  | Jennifer Sandler  | University of Maryland Baltimore County                          |
| 3:00                   | 3:30  | Allegheny Ballroom           | EASFAA Update   | Samantha Veeder   | President EASFAA (University of Rochester)                       |
|                        |       |                              | MASFAA Update   | Marvin Smith  | President-Elect MASFAA (IUPUI)                                   |
| 3:30                   | 4:20  | <b>STATE UPDATE SESSIONS</b> |   |   |  |
|                        |       | Cumberland Room              | Delaware  | Juliet Murawski   | Delaware Department of Education                                 |
|                        |       | Emerald Room                 | District of Columbia  | Kenneth Howard  | DC Office of the State Superintendent of Education               |
|                        |       | Allegheny Room               | Maryland  | Donna Thomas  | Maryland Higher Education Commission                             |
|                        |       | Evitts Room                  | West Virginia   | Brian Weingart  | West Virginia Higher Education Policy Commission                 |
| 4:30                   | 5:20  | <b>BREAK OUT SESSIONS I</b>  |   |   |  |
|                        |       | Allegheny Ballroom           | The "Blame Game": Working with Rude or Demanding Students                     | Thelma L. Ross<br>Candi Frazier                                   | Prince George's Community College<br>West Virginia University    |
|                        |       | Evitts Room                  | Debt Management: Planning Toward a Common Goal                                | Meredith Schor  | George Washington University Medical School                      |
|                        |       | Cumberland Room              | Implementing a Compliance/Audit Unit within the Financial Aid Office          | Angie Hovatter  | Frostburg State University                                       |
|                        |       | Emerald Room                 | Financial Aid Management Strategies: The Benefits of Outsourcing Verification | Mike O'Grady  | MOHELA   |
| 5:30                   |       |                              | <b>Dinner (on your own)</b>   |   |  |
| 7:00                   | 10:00 | Allegheny Ballroom           | <b>Games &amp; Networking Event</b>   |   |  |

**Tuesday, November 6, 2018**

|                         |       |                               |   |                                   |   |
|-------------------------|-------|-------------------------------|---|-----------------------------------|---|
| 6:30                    | 8:00  |                               | <b>Breakfast</b>  |                                   |   |
|                         | 8:00  | Allegheny Room Atrium         | Business Partner Exhibits Open  |                                   | <i>Visit All Partner Booths &amp; Play Fall Conference Bingo</i>                          |
| <b>GENERAL SESSIONS</b> |       |                               |   |                                   |   |
| 8:00                    | 10:20 | Allegheny Ballroom            | Data Security Best Practices & Data Breach Scenarios                                | Sean Cottrell                     | Department Of Education PTAC  |
| 10:30                   | 11:20 | <b>BREAK OUT SESSIONS II</b>  |   |                                   |   |
|                         |       | Emerald Room                  | Transitioning into a One Stop Student Service Center                                | Tanya McMillian                   | Johns Hopkins University School of Advanced International                                 |
|                         |       |                               |   | George Yanchak                    | West Virginia University  |
|                         |       | Allegheny Ballroom            | Verification Session for Newbies & Veterans   | Laura Shahan                      | Chesapeake College  |
|                         |       |                               |   | Diann Clothier                    | Financial Aid Consultant  |
|                         |       | Cumberland Room               | Summer Work Study   | Samantha Veeder                   | University of Rochester   |
|                         |       | Evitts Room                   | A Little Nudge Goes a Long Way: Helping Students Help Themselves                    | Matt Nettleton                    | Incepia   |
| 11:30                   | 12:15 | Allegheny Ballroom            | NASFAA Update   | Justin Draeger                    | NASFAA  |
| 12:30                   | 2:00  | Allegheny Ballroom            | <b>Lunch &amp; Keynote Speaker</b>  | Master Rick Rando                 | Rick Rando Speaks   |
|                         |       | Allegheny Ballroom            | Pressley Ridge Charity Donation   | Ron Gruca                         | Sr. Director of Development, Pressley Ridge   |
| 2:15                    | 3:15  | <b>BREAK OUT SESSIONS III</b> |   |                                   |   |
|                         |       | Evitts Room                   | Financial Aid Advising and Community College Student Engagement                     | Tisa Silver Canady                | Silver Canady & Associates, LLC   |
|                         |       | Allegheny Ballroom A          | Difficult Conversations: Diversity in the Workplace                                 | Danette Burgess                   | American University   |
|                         |       |                               |   | Tarsha Green                      | Valley College  |
|                         |       | Cumberland Room               | Strategies for serving Under-Resourced Students                                     | Marvin Smith                      | Indiana University-Puehue University Indianapolis   |
|                         |       | Emerald Room                  | So You Think You Know FERPA? A Deep Dive  | Sean Cottrell                     | Department Of Education PTAC  |
|                         |       | Allegheny Ballroom B          | One Letter, Big Results: Using Debt Letters to Encourage Smart Borrowing            | Andrew Harvey                     | Garrett College   |
| 3:30                    | 4:30  | <b>BREAK OUT SESSIONS IV</b>  |   |                                   |   |
|                         |       | Cumberland Room               | 5 Must-Haves for Modern Financial Aid   | Daniel Gonzales<br>Nicole Solomon | CampusLogic<br>West Virginia University   |
|                         |       | Allegheny Ballroom            | The Privacy Considerations of Using Online Educational Technology with Student Data | Sean Cottrell                     | Department Of Education PTAC  |
|                         |       | Emerald Room                  | Veteran Affairs Benefits & Program  | Trish Gordon-McCown               | Maryland Higher Education Commission  |
|                         |       | Evitts Room                   | Debt Relief Companies Targeting FA Borrowers  | Mike O'Grady                      | MOHELA  |
| 4:45                    | 5:45  | <b>GENERAL SESSION</b>        |   |                                   |   |
|                         |       | Allegheny Room                | The Importance of Mental Health in the FA Industry                                  | Philip Hawkins<br>James Roye      | The George Washington University Law School<br>University of Maryland, University College |
| 6:00                    | 7:00  |                               | <b>Tri-State &amp; WVASFAA Association Attendee Dinner</b>                          | All                               |   |
| 7:30                    | 10:00 | Allegheny Ballroom            | <b>Entertainment: Financial Aid Lip Sync Battle &amp; Election Night Viewing</b>    | All                               |   |

**Wednesday, November 7, 2018**

|                        |       |                             |   |                                   |                          |
|------------------------|-------|-----------------------------|---|-----------------------------------|--------------------------|
| 6:30                   | 8:00  |                             | <b>Breakfast</b>                        |                                   |                          |
| 8:30                   | 9:30  |                             | <b>Association Business Meeting(s)</b>  |                                   |                          |
|                        |       | Allegheny Ballroom          | DEDCMD ASFAA                            | Andrew Harvey                     |                          |
|                        |       | Emerald Room                | WVASFAA                                 | Consuela Phillips                 |                          |
| 9:30                   | 10:00 | <b>BREAK OUT SESSIONS V</b> |   |                                   |                          |
|                        |       | Allegheny Ballroom          | Sector Meeting: Public Institutions     | Keia Brown/Angie Hovatter         | Candi Fraizer            |
|                        |       | Cumberland Room             | Sector Meeting: Private Institutions    | Melanie Mason                     |                          |
|                        |       | Emerald Room                | Sector Meeting: 2-Year Institutions     | Andrew Harvey                     |                          |
|                        |       | Evitts Room                 | Sector Meeting: Clock-Hour Institutions | Diann Clothier                    | Financial Aid Consultant |
|                        |       | Allegheny Atrium            | Sector Meeting: Business Partners       | Beth McSweeney                    | Carla Strawn             |
| <b>GENERAL SESSION</b> |       |                             |   |                                   |                          |
| 10:00                  | 11:30 | Allegheny Ballroom          | Department of Education Federal Update  | Amber Johnson                     | Department of Education  |
| 11:45                  | 12:00 | Allegheny Ballroom          | Departure Message                       | Andrew Harvey & Consuela Phillips |                          |