WVASFAA Spring 2020 Conference
Bridgeport Conference Center
Draft Agenda 3/10/2020

Monday, April 20, 2020

6:00 PM – 7:00 PM       Executive Committee Dinner       Conference Suite 1&2
7:00 PM to 9:00 PM     Executive Committee Meeting       Conference Suite 1&2

Tuesday, April 21, 2020

8:00 AM to 9:00 AM       Executive Committee Breakfast       Room TBD
10:00 AM to 12:00 PM    Exhibitor Set-Up       Lobby
10:00 AM to 12:00 PM    Conference Registration       Lobby
11:00 AM to 11:45 AM    Newcomers Reception       Conference Suite 1&2
12:00 PM to 1:00 PM    Welcome Luncheon       Ballroom

Opening Remarks - Lake Tackett, Huntington Junior College, WVASFAA President
Introduction of MASFAA President, Executive Committee, Committee Chairs, Business Partners, Other Special Guests, & Newcomers
1:00 PM to 2:00 PM  MASFAA Update (General Session)  Ballroom
Presenter: Michelle Trame, MASFAA President

2:00 PM to 2:15 PM  Break

2:00 PM to 4:30 PM  Exhibits Open  Lobby

2:15 PM to 3:15 PM  Breakout Sessions

- Majoring in Money
  Presenter: Joe Fries, Sallie Mae

  Session Description: A national study from Sallie Mae® and conducted by Ipsos, focuses on the payment methods, financial habits, and overall financial literacy of three groups of young adults: college students, college graduates, and those who began college but left before earning their degree. By examining the out-of-school young adults, Sallie Mae® can shed light on potential growth in credit management skills that may lie ahead for current college students and whether gaps in financial literacy close after college.

- Default Prevention and Management Plans
  Speaker: Ashley Tennant, Pierpont Community and Technical College

  Session Description: The prevention and management of student loan default is a school-wide effort. A proactive institutional approach to managing default rates requires the support of leadership and critical institutional stakeholders to understand their specific roles in the entire process. The reality is that students are more likely to incur education-related debt when their families cannot cover costs that may not be within the schools' ability to control. The Department of Education recommends that every school implement a default prevention and management plan consistent with 34 CFR 668.217 to: Promote student and school success, preserve the integrity of the loan programs, and save students from the consequences of default. This session will highlight an array
of default topics and strategies as well as provide an opportunity for questions, answers, and discussion.

3:15 PM to 3:30 PM  Break
3:30 PM to 4:30 PM  Breakout sessions

- Best Practices in Comparing and Searching for Private Loans

  Raina Chezem, ELM Resources

  Session Description: Navigating the financial aid process can be a daunting task. Coming together as a financial aid community to share best practices, we can take a proactive approach in providing families with detailed information that will allow them to make an informed decision on a product that fits their specific needs. Come join us for this informative session as we take a look from the student and parent perspective when searching for a private loan. Group-share some key guidelines and tools to help your school develop a plan to move forward.

- Presentations in Life

  Speaker: Shawn Ullom, West Virginia University

  Session Description: This workshop will focus on the importance of using presentation skills in not only presentations but also in everyday interactions. The workshop will identify strategies and tactics for presenters to conduct successful presentations as well as tips to convey a professional image while interacting with others.

Dinner – On your own

Hospitality Suite
Wednesday, April 22, 2020

7:00 AM to 8:30 AM  Breakfast  Ballroom

8:00 AM to 3:00 PM  Conference Registration

8:30 AM to 9:30 AM  State Update (General Session)  Ballroom

   Speaker: Brian Weingart, WV HEPC

9:30 AM to 10:00 AM  Break

10:00 AM to 11:00 AM  Breakout sessions

   ● Financing the Gap

   Speaker: Tom May, Citizens One

   Session Description: After exhausting income/savings, scholarships and grants, students may rely on private or federal student loans to fill the financing gap. Help your staff serve as a trusted advisor for students and families as they navigate their college financing options.

   ● Identifying and Resolving Conflicting Marital Information in Verification

   Sarah Musgrave - WV HEPC

11:00 AM to 11:15 PM  Break

11:15 AM to 12:15 AM  Breakout sessions

   ● Financial Education in the Age of FOMO
Speaker: Matt Nettleton, Inceptia

Session Description: Keeping up with Joneses used to mean competing with your neighbors with homes, cars, and vacations. Now, thanks to social media, it means keeping up with the Kardashians with Instagram worthy shots of lavish homes, designer bags, and champagne trips on a beer budget. A majority of Millennials report that social media wreaks havoc on their spending, and yet FOMO (fear of missing out) keeps leading them into debt. Add in the ease of accessing money via fintech (mobile payments), and it's a perfect recipe for financial disaster. How can we prepare students to say no in a world of nonstop peer pressure to spend, while technology makes it ever easier to do so? In this session, we'll explore the effects of social media on spending and saving, the drawbacks of fintech, and how we can tailor financial education programs to inform and empower students to resist.

- Banner Bits and Bytes
  Speaker: Dianne Sisler, WVNET
  Session Description: This Banner breakout session will bolster your Banner brilliance with illuminating information.

- Clock Hour Overview and Updates
  Speaker: Diann Clothier, SFA Consultant
  Session Description: Join with you colleagues from other clock hour schools for an overview and updates to Clock Hour Programs. Please bring your questions and topics that you would like to discuss.

12:15 to 1:15 PM      Luncheon      Ballroom
1:00 to 2:00 PM        NASFAA Update (General Session)      Ballroom
2:00 PM to 2:15 PM     Break
2:15 PM to 3:15 PM     Breakout Sessions
• Handling Unpleasant Situations: Techniques to Turn Bad Into Good

Speaker: Becky Davis, Ascendium

Session Description: Whether you’re working with a student, parent, or colleague, there are times when situations may not be pleasant. Handling them involves more than simply being nice and maintaining a good attitude—it requires strategies and practice. Knowing what to say—and more importantly, how to say it—you can prevent or manage difficult situations. During this interactive session, we’ll share proven techniques to help you deal with difficult times and unpleasant people.

• A-133 Audit

Speaker: Mary Blizard, WVCTCS

Session Description: Are you worried about audit compliance, had some audit findings, want to vent or just need some general information? This session will give you some background in the A-133 Audit (Single Audit) as well as some common sense tips to make your next audit less painful. We will also use our time to share experiences and best practices. Come prepared with your questions and experiences with the Single Audit and feel free to share your frustrations or your best practices.

3:15 PM to 3:30 PM   Break

3:30 PM to 4:30PM   Diversity and Inclusion (General Session)   Ballroom

Speaker: Consuela Phillips, Valley College

4:30 PM to 5:30 PM - Sector Meetings

• 4 year Public Colleges & Universities
• Community and Technical Colleges
6:30 PM  Dinner Banquet/ Awards  Ballroom
Hospitality suite
Vendor tear down

Thursday, April 23, 2020

8:00 AM to 9:00 AM  Breakfast  Ballroom

8:45 AM to 9:30 AM  Business Meeting  Ballroom
WVASFAA President, Lake Tackett, presiding

9:30 AM to 10:30 AM  Federal Update Webinar (General Session)  Ballroom
Speaker: Amber Johnson, U.S. DOE

10:30 AM  Check Out