“Getting by with a little help from our friends....”

VASFAA Conference 2017
April 23-26, 2017
Hilton Hotel
Virginia Beach, Virginia

Meals included in registration cost are noted by **.
Double-sessions noted by ++.

Sunday, April 23

10:00 a.m. – 4:45 p.m.  Registration Open

9:00 a.m. – 1:30 p.m.  VASFAA Board Meeting [lunch included] (FB)

9:00 a.m. – 1:30 p.m.  New Aid Officers Workshop [lunch included] (AH)

9:00 a.m. – 1:30 p.m.  Leadership Workshop lunch included] (SA)

2:00 p.m.  Conference Kickoff (A&B)

- Welcome - Chad Sartini, VASFAA President
- Presentation of Colors & National Anthem – AROTC – ODU; Stacy Jenkins, ODU Financial Aid
- Introduction of Charity – Joan Zanders
- Guest Speakers – Kathryn Cooke, YWCA of South Hampton Roads & Dede Wallace, Victim Assistance Specialist
- Fund-Raising Opportunities – Billy Ray Davis, Jr.

3:30 p.m.  Breakout Sessions

1) Focus on Compliance: Do Your Work Now, or Prepare to Pay (SC) - Dana Kelly, NASFAA; Jackie Cottom, NOVA
2) We Survived Early FAFSA: Lessons Learned in Year 1...so far! (AH) – Rhonda Johnson, VT; Megan Hartless, BRCC; Daniel McClanahan, Liberty
3) Is that course really eligible? (SA) – Joan Zanders, NOVA
4) Making Your Work-Study Program Work (CT) – Clint Young & Jimmy Mauger, NOVA

4:45 p.m.  General Session (A&B)  “All Together Now”: A Post-Election Look at the New Congress and Administration – Brett Lief

6:15 p.m.  “Fun...with a little help from our friends!” – Light Refreshments by the Pool
- VASFAA Thrift Store Fashion Show: Fashion with a Purpose--and for a Cause!
- (Dinner on your own “with friends” at Catch 31...start by dining with colleagues and end with friendships for life!)

Meeting Room Codes

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<td>Salon C (SC)</td>
<td>Albemarle Hall (AH)</td>
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<td>Spotswood Arms (SA)</td>
<td>Courtney Terrace (CT)</td>
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**VASFAA Conference 2017**

**Monday, April 24**

7:30 a.m. – 4:15 p.m.  Registration Open

8:00 a.m.  Breakfast** (A&B)

8:45 a.m.  General Session (A&B)  Promoting Inclusiveness and Justice for All Americans - David J. Smith

10:00 a.m.  Breakout Sessions

1) Follow-up Discussion on Inclusiveness and Justice (CT)
2) Declaration of Independence: Custody v. Guardianship v. Ward of the Court v. Dependency Override (SA) – Chad Sartini, VWCC; Brad Scaggs, VCCS
3) Managing Up: How to Have a Positive Relationship with Your Boss (AH) – Julie Finn, First Marblehead
4) Around the COD System in 80 Days...okay, in 60 Minutes (PA) – Matt Staples, Department of Education (webinar)
++5) NASFAA U Credential Preparation: Professional Judgment (SC) – Dana Kelly, NASFAA [10:00 – 12:15]

11:15 a.m.  Breakout Sessions

1) “College: The Next Frontier for Students Experiencing Homelessness” (CT) - Patricia Popp, Project Hope – VA
2) Building an Integrated Communications Model (SA) – Billy Ray Davis, Jr., NOVA
3) Policy & Procedure Manuals: The Long and Winding Road (AH) – Heidi Hunter-Goldsworthy, UMW
4) Financial Literacy in a Flipped Classroom(PA) – Brenda McCafferty & Paula Craw, ECMC
++5) NASFAA U Credential Preparation: Professional Judgment(SC) – Dana Kelly, NASFAA [10:00 – 12:15]

12:30 p.m.  Lunch and Learn with our Sponsors**

- AcademicWorks: Streamlining Scholarship Management with AcademicWorks (CT) – Bo Kerin
- ASA/SALT- An Education on How to Pay for One: Creating Better Prepared & Informed Students and Alumni (FB) – Casey Wallen
- Blackboard: It’s All About Personalization (SC) – Why a One-Stop is Critical to Retention Efforts – Anthony Humphreys
- CampusLogic: Game Changing Award Letters (AH) – Anthony Spano
- ECMC: Let’s Hear from Some Friends: Your colleagues provide their tips on increasing student success! (A&B) – Dave Deibel
- FAS: Navigate the Latest Changes in Financial Aid (SA) – Mike O’Grady & Judy Schneider
- Great Lakes: Streamline Your Processing from Default Management to Private Loan Processing with FREE Tools from Great Lakes (PA) - Biz Daniel
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1:45 p.m. General Session (A&B) Get Out of That Chair...Office Yoga for Better Health! – Amy Moore, CommonHealth of Virginia

3:00 p.m. Breakout Sessions
1) Institutional Challenges in Catching Student Fraud (SA) – Sam Vafaei & Stephen Brunelle, NOVA; Keith Wellings, APUS
2) The Basics of SAP (SC) – Judy Schneider, FAS
3) So You Are the New Director? (AH) – Sherika Charity, RCC, Debra Johnson, JCHS, Michael Farris, CVCC
4) Managing “High-Touch” Student Files (PA) – Jackie Cottom, NOVA
5) Do’s and Don’t’s for Effective Cross-Cultural Communication and the Cybernetic Model (CT) – Mike O’Grady, FAS; Billy Ray Davis, Jr., NOVA

4:15 p.m. General Session (A&B) Department of Education Update & Listening Session – Trevor Summers

6:00 p.m. “Walk a Mile in Her Shoes” – One-mile beach walk to support the YWCA of South Hampton Roads as they assist victims of abuse and trafficking

Dine “with friends” on restaurant crawl back to the hotel!
Tuesday, April 25

7:30 a.m. - 12:30 p.m.  Registration Open

8:00 a.m.  Breakfast** (A&B)

8:45 a.m.  General Session (A&B)  Fraud, Waste and Abuse: Protecting Taxpayer Dollars - Erik Wolfson, OIG

10:00 a.m.  Breakout Sessions

1) Using Social Media in Investigations (SA) – Stephen Brunelle, NOVA
2) How to Survive a Federal Program Review (SC) – Ashley Reich, Liberty; Norma Ferki, TCC
3) Reporting and Adjusting Direct Loan Data and SULA (PA) – Holly Langer-Evans, Department of Education (webinar)
4) Discussion on VGAP Changes and Award Letter Review (AH) – Lee Andes, SCHEV
5) Beyond Financial Aid: Integrating Public Benefits for Student Success (CT) – Paula Dehetre, VCCS, Workforce Development Services; Rachelle Thompson, WSSN, NOVA; Brad Scaggs, VCCS

11:15 a.m.  Breakout Sessions

1) Title IX, Clery and VAWA: Are You in Compliance? (SA) – Connie Kirkland, NOVA
2) Practicing Ethics Every Day: Concepts and Cases (AH) – Robert Barrett, UVA & Rosa Thomas, HSC
3) Academic Calendars: Are you sure you have it right? (PA) – Trevor Summers, Department of Education
4) Understanding C Codes and Comment Codes (SC) – Judy Schneider, FAS
5) The Psychology of Money (CT) – Casey Wallen, ASA

12:30 p.m.  Lunch and VASFAA Business Meeting** (A&B)

- Chad Sartini, VASFAA President, Moderator
- Getting Involved – Chad Sartini & Felicia Allster, GASFAA President
- SASFAA Update – Sharon Oliver, SASFAA President-Elect
- NASFAA Update – Karen McCarthy, NASFAA

2:00 p.m.  Breakout Session

++1) Directors’ Summit (SC) – Legal Issues Impacting Higher Education in Virginia – Robyn Seabrook, Assistant Attorney General
2) Would You Read Your Own Website? (AH) – Dianne Fulmer, FATV
3) Department of Veterans Affairs GI Bill Benefits and Financial Aid Integration (PA) – Martin Herrera, TCC
4) Saving Students with Emergency Aid: Getting Beyond the Band-Aid (SA) – Rachelle Thompson, WSSN, NOVA; LeRoy Allen, NOVA
5) Financial Literacy: Why On-Going Loan Counseling Programs Are Finally Getting Airtime (CT) – Dave Deibel, ECMC, & Donna Miller, iGrad
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Tuesday, April 25

3:15 p.m.  Breakout Sessions  ++1) Directors’ Summit (continued) (SC) - Chad Sartini, VASFAA President  [2:00 – 4:15]
               2) Professional Judgment: WWYD, What Would You Do? (SA) – Tom Kinback, NOVA; Judy Schneider, FAS; Heidi Hunter Goldsworthy, UMW; Michelle Etter, ECPI
               3) A Game Called Life (CT) – Brenda McCafferty & Paula Craw, ECMC
               4) Idiosyncrasies of Need Analysis/Verification (PA) – Trevor Summers, Department of Education
               5) Taking an Active Role in Loan Counseling: The Pros and Cons of a Preferred Lender Arrangement (AH) – Nanette White, Sallie Mae

4:30 p.m.  General Session (A&B)  The College Promise: Can We Achieve Free and Appropriate Education for All?
            Martha Kanter, former Under Secretary of Education; Executive Director, College Promise Campaign;
            Senior Fellow, Steinhardt Institute of Higher Education Policy, New York University

6:00 p.m.  “Olde School” Dinner with Friends** (A&B) – A walk through the decades as VASFAA kicks off our 50th year!
            (Dress in a style popular during your decade of high school graduation...or the decade you wish it could have been!)
            -  Awards
            -  Fashion Parade
            -  Trivia from “our times”
            -  Music of “our times” (Prepare to sing!)
Wednesday, April 26

8:15 a.m. Birds of a Feather Sessions:
- Public Two-Year – (A & B)
- Public Four-Year – (SC)
- Private Four-Year – (SA)
- Proprietary – (PA)

9:30 a.m. Brunch** and Closing Session (A&B)

State of the Commonwealth
- VGAP Changes & Standard Award Letter - Lee Andes, Assistant Director for Financial Aid, State Council of Higher Education in Virginia
- Legislation and Initiatives Impacting Higher Education in the Commonwealth – Peter Blake, Director of State Council of Higher Education in Virginia

Charity Wrap-Up – Billy Ray Davis, Jr.
- Basket “Winners”
- 50-50 Drawing
- Presentation of Check to Kristen Pine, YWCA of South Hampton Roads

Passing of the Gavel – Chad Sartini and Biz Daniel

Election Results
- VASFAA 2018: Celebrating 50 Years
- SASFAA 2018: Alexandria, VA