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Radical Changes Planned for FY99 Education Reform Act

By Paul O. Ticks
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Northwestern Massachusetts State College
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On April 1, 1998, Vice President Al Gore, along with Senate and House leaders, announced the FY99 revisions to the Education Reform Act. After long and arduous negotiations, the Clinton Administration and members of Congress approved a radical plan to combat the rising costs of higher education by enacting major changes to the administration of federal and state administration.

“We sat down and looked at the actual cost of administering financial assistance,” said Gore. “We added it up and could not believe it. Why have all these programs and all these regulations? It’s mind boggling!”

“Both the Senate and the House appointed subcommittees to come up with a plan to make higher education more accessible and to simplify the delivery system. After looking closely at the costs of administering financial assistance, they came to the conclusion that it would be most effective to do away with each institution’s financial aid office.”

Under this new plan, students and parents will still complete the Free Application for Federal Student Assistance (FAFSA). (As a result of a subcommittee finding that students and parents do not utilize personal assets, the 1999-00 FAFSA will do away with all asset questions.) Instead of submitting the information to the college or university aid office for review, the information will be matched with the IRS, SSA, INS, and NSLDS. If there is a discrepancy after the matches are conducted, a revised Student Aid Report (SAR) will be sent to the student listing the changes the Department of Education made and/or a list of reasons why the student will be ineligible for financial assistance. Part II of the SAR will become Part III and will allow the student to make any additional changes. If the SAR is mailed back to the processor, another match will be conducted.

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WWW.MASFAA.ORG: The New and Improved MASFAA Web Page

By Troy A. W. Davis
Associate Director
Stonehill College
davis@stonehill.edu

The first MASFAA web page was developed in 1996 and linked to www.finaid.org. Mark Kantrowitz kindly volunteered to maintain our page as his time permitted. When we wanted to make improvements and regular updates to the site, the Technology Committee decided to contract with WebSoft Technologies, Inc. for maintenance of the page. At that time, we acquired our own domain name (masfaa.org), making it easier to find us on the web. The Technology Committee unveiled a new and improved web page at the 1997 MASFAA Conference in Leominster. Since moving to the masfaa.org domain, there has been a dramatic increase in the number of visits. Between November 13, 1997 and March 16, 1998, the site had 18,470 visits, an average of 159 visits per day. Less than 100 visits occurred in all of 1996.

For those people who have not visited our site or regular visitors who would like to know more about the site, some organization navigation information is covered in this article. When the browser on a computer is pointed to www.masfaa.org, the surfer will arrive at the "home" section of the MASFAA web page. This is the launching point for the other eight sections of the site as well as for links to the web sites of MASFAA's diamond sponsors (Educaid, BankBoston, Fleet Bank, ASA and Nellie Mae). The major sections of the site are: *Newsletter*, *Membership Database*, *Calendar*, *Join MASFAA*, *Handbook*, *Search*, *Technology Contact List* and *Message From the President*.

The *Newsletter* section allows visitors to view current and past issues of the *MASFAA Newsletter*. Beginning with the September 1997 issue of the *Newsletter*, all subsequent issues are posted on the page shortly after being published. You will no longer need to keep stacks and stacks of back issues on the floor in your office! By

accessing this site, you can view and print specific articles from the *Newsletter* at a later date.

The *Membership Database* allows members (with the correct logon and password) to search the current membership. To find an individual or list of people who meet the search criteria, you can search by whole name, last name, title, institution name or city and state. For example, by searching on "Stonehill College" as the institution name, I found that there are nine MASFAA members from Stonehill College.

The *Calendar* section is a list of upcoming MASFAA and financial aid related events. To have an event posted to the web page, follow the normal procedure for posting an event in the *Newsletter*.

The *Join MASFAA* section allows prospective members to join MASFAA by completing and submitting an online application. Current members will also be able to renew their MASFAA membership by using the same online application. Instructions for submitting dues are also included with the application.

Anyone who has questions about the structure, official function, or past award recipients of MASFAA, can review the *Handbook* section of the web site. An entire *MASFAA Handbook* has been included on the web site.

The *Search* section of the web site may become one of the most popular. A visitor can search the web site for a specific word or set of words with an easy to use search engine. The submitted request will be matched against the *Newsletter* as well as the other sections of the web, with the exception of the *Membership Database*. (A member should go directly to the *Membership Database* section to search its contents.) This can be a powerful tool for searching *Newsletter* articles on a specific topic.

The *Technology Contact List* is an informal listing of MASFAA members who have indicated that they would

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WWW.MASFAA.ORG...from page 2

be willing to help other people with specific technology issues. In addition to each volunteer's name, the site provides the area in which they are willing to help (Windows95, EDEExpress, etc.) as well as contact information.

The last major section of the MASFAA web site is the *Message from the President*. Current MASFAA President Paul Boyer has written a welcome to the MASFAA web page. From his letter, you can also link to the NASFAA (National Association of Financial Aid Administrators) and EASFAA (Eastern Association of Financial Aid Administrators) web pages.

In addition to the new web page, the Technology Committee has introduced an electronic mailing list to the MASFAA membership. When the list was developed, every MASFAA member who listed an e-mail address on the membership application was auto-sub-

scribed. Other members may subscribe by sending an e-mail to list-request@masfaa.org with the subject "SUBSCRIBE." If for some reason you wish to be removed from the list, send an e-mail to the same address with "UNSUBSCRIBE" on the subject line. No other information is required to either subscribe or unsubscribe. If you need help with the mailing list, send an e-mail to list-request@masfaa.org with the subject line "HELP."

The Technology Committee hopes that members will find these new resources helpful! Enjoy! ●



MASFAA Mailing Labels

The MASFAA Membership mailing list is made available to members only for purposes of announcing job openings and for other MASFAA related business.

To order mailing labels, contact **Kelly Morrissey**, Membership Chairperson, at (978) 636-6600, X382 or k_morrissey@mwcc.mass.edu.

There is a \$25.00 administrative charge for each set of labels ordered.



Conference

Michelle Mattie, *Westfield State College*
Linda Schoendorf, *Pine Manor College*

No update submitted this month.

Early Awareness and Financial Planning

Janice Evans, *Bridgewater State College*
Kathryn Gundlach, *Brandeis University*

No update submitted this month.

Graduate and Professional Concerns

Laurie Hogan, *Harvard University*

Having spent the fall semester discussing the goals of the Graduate & Professional Concerns Committee, we have focused our spring and summer agendas on compiling, designing and drafting the *Graduate & Professional Financial Aid Handbook* that we hope to present at the MASFAA Conference this fall. To accomplish this task, the GPC sub-committees need your help. Please take a moment to review the projects we are working on. We have provided specific ways in which you can assist with this resource project. Thank you, in advance, for your input.

1.) Debt Management Sub-Committee

George Covino, Executive Vice President for Debt Prevention at ASA, has agreed to lead the GPC sub-committee on Debt Management. By far the GPCC's largest sub-committee, this group is currently working on a number of ambitious projects:

- a.) *The Guide to Good Credit*: **Melanie Tringali** of ASA has completed the first draft of *The Guide to Good Credit*. We will be presenting a copy of the text to the Executive Council for review in April.

b.) *Debt Counseling Resource Guide*:

Committee members are currently collecting information on, and examples of, debt counseling materials in pamphlet, software and video formats. The group is also compiling materials on debt counseling websites and professional and graduate school in-house initiatives, as well as a comprehensive bibliography.

How you can help: Sub-committee members will be requesting information from your offices regarding the resource materials outlined above. As we approach the Exit Interview season, please take a few moments to review the debt management materials used by your office and prepare a list of those resources for our guide. Examples: What video(s) do you use? What pamphlets do you distribute? Do you provide debt management diskettes? If so, who produced the diskettes?

2.) Professional Organizations and Conferences Sub-Committee

Mary Sullivan, Director of Financial Aid at the Weston Jesuit School of Theology, has been working with **Rita Jones** of Boston College Law School to compile a list and description of organizations and conferences that provide a forum for graduate and professional concerns. Examples might include The Access Group Conference, AALS, ABA, AMA, NASFAA, EASFAA, NAICU, COHFE, ACE, NACUBO, etc.

How you can help: Please contact Mary at msullivan@wjst.edu and let her know the names of the conferences you, or members of your office, attend as well as any professional organizations you belong to.

3.) MASFAA Graduate & Professional Directory

Tom Murphy, Director of Operations at MEFA (and committee of one) has spearheaded our efforts to create a *Graduate & Professional Directory*. Tom distributed the first draft of the directory at this year's Fall Conference and has

asked the graduate and professional membership to make corrections and/or suggestions.

How you can help: Please contact Tom at tmurphy@mefa.org to make sure that you and your colleagues are listed correctly in the directory.

4.) **Alternative Loans Sub-Committee**

Tom Murphy and **Dana Mignogna** have joined forces to prepare a loan comparison chart of the major alternative loans available to graduate and professional students. The 1998-1999 terms and conditions for the majority of programs will be available sometime in April.

5.) **MASFAA GPCC Outreach**

As chair of this year's GPCC, **Laurie Hogan** has focused her efforts on defining an agenda and building bridges for future collaboration with our graduate and professional colleagues on the state, regional and national levels. Recent activities include:

EASFAA: MASFAA's GPCC will be represented at this year's round-table discussion on Graduate & Professional Concerns at the EASFAA Conference in Washington, DC.

NASFAA: MASFAA's GPCC provided a direct conduit for NASFAA's G&P Survey, by posting it on the MASFAA listserv. Many thanks to all of you who took the time to respond. We will keep you posted if/when the results are made available.

REAUTHORIZATION: MASFAA's GPCC invited **Ray O'Rourke**, Chair of MASFAA's Legislative Affairs Committee, to attend its most recent committee meeting to discuss Reauthorization and pending proposals affecting aid to graduate and professional students.

How you can help: If you feel that there are important issues to be raised within the graduate and professional community, or if you would like to share information with your colleagues, please take advantage of the forum available on the MASFAA listserv. If you are listserv-shy, or would like to bounce an issue off of the GPCC, feel free to contact

Laurie at laurie_hogan@harvard.edu and she will forward your comments/questions to the group.

Legislative Affairs

Ray O'Rourke, *Bunker Hill Community College*

No update submitted this month.

Membership and Development

Kathy Methot, *Hampshire College*

Kelly Morrissey, *Mt. Wachusett Community College*

As a volunteer professional organization, MASFAA accomplishes the majority of its initiatives through committee work. At this time, we would like to invite you to join one of our committees for 1998-99. Involvement in professional activities is a wonderful opportunity for you to contribute to the Association while also enhancing your own professional development. For your convenience, we have included a *1998-99 MASFAA Volunteer Form* in this issue of the *Newsletter*. We encourage you to complete this form and return it to **Julie Shields-Rutyna**, MASFAA Secretary, by May 1, 1998. There is no better time than the present to get involved!

Newsletter

Sherri Culp, *Brandeis University*

Donna Kendall, *Bentley College*

In this issue of the *Newsletter*, you will find a *1998-99 MASFAA Volunteer Form*. If you like to write and are looking for a great way to get involved with MASFAA, we are the Committee to join! So, fill out the form and sign yourself up!

At this particularly busy time of year, the Newsletter Committee especially welcomes your article ideas and written submissions. If there is a topic you would like to read more about, please contact a member of the Committee so that we may better serve your needs.

The deadline for the May issue is April 21.

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Financial Aid, the Law, and Your School

By Milton L. Kerstein, Esq.
Senior Attorney
Kerstein & Kerstein
KKLAW@concentric.net

A United States District Court Judge in the District of Puerto Rico ruled that the decision to place an institution on reimbursement and to deny eligibility to one of its campuses was not arbitrary, capricious, an abuse of discretion or otherwise not in accordance with the law, and that the administrative procedures available to institutions of higher education were sufficient to resolve any ambiguity that existed in DOE regulations regarding the eligibility of a credit hour program. The Judge further ruled that, only after the institution of higher education had exhausted all administrative remedies available to it, could the institution then submit the credit hour eligibility issue for judicial review (Instituto De Educaci3n

Universal Corp. V. et al v. Richard Riley, Secretary of Education et al, 973 F.Supp. 95, 1997).

In 1991, the plaintiff institution, hereinafter the 'institution', entered into a contract with DOE to participate in the Title IV programs (the Program Participation Agreement). With the execution of the Program Participation Agreement, the institution agreed to be bound by federal student financial aid statutes and regulations and to properly account for all funds.


Until October of 1995, the institution was on the advance payment method of funding for receipt of Pell Grant funds. Under this method, the institution was only required to certify that a student was eligible in order to receive and draw down funds directly from the Department. As a result of a Department of Education, Office of the Inspector General Audit, in October of 1995, the institution was placed on the reimbursement system of payment. Based on its audit of the Title IV programs, the OIG had determined that the institution had improperly administered the Pell Grant Program.

Under the reimbursement payment system, prior to receipt of Pell Grant funds, the institution was required to, no more frequently than every 30 days, submit reimbursement requests to the Department with the necessary supporting documentation. The institution maintained that the reimbursement system caused significant delay in its receipt of its Pell Grant funds. Also, the institution, in several instances, failed to submit its requests with the proper documentation, thereby adding additional delay to its receipt of Pell Grant funds.

Based on the findings of the OIG audit, the Department rejected the institution's eligibility application for a new campus. The Department determined that the institution lacked the administrative capability and failed to meet the requisite standards of financial responsibility to open a new location.

The institution sued the Department and Secretary Riley challenging the Department's decision to place it on reimbursement, to deny its application for a new campus and to challenge the Department's position regarding the eligibility of one of the institution's credit-hour


Continued on page 8



PRESENTS

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Professional Development and Training

Nina Musante, *BankBoston*

Jan Marie Combs, *Harvard Grad. School of Education*

In review... On February 26, 1998, the Committee again hosted the annual **Support Staff Workshop**. This year the workshop was held at the Harvard Graduate School of Education. The workshop began with a Conflict Resolution session that reviewed the causes of conflict and the different styles employed to deal with and resolve conflict. After a Mexican buffet lunch, participants were able to choose from two sets of concurrent sessions. The first session offered a choice of Basic Internet Technology, Financial Aid and Your Health, and Team Building. The second session offered a choice of Advanced Technology, Tax Information, and Team Building. The concurrent session format allowed the Committee to offer a range of topics in order to meet the needs and interests of all those who attended. The Committee would like to thank all those who presented: **George Covino** from American Student Assistance, **Carrie Glass** from Regis College, **Ellen Kayser** from Montserrat College of Art, **Nina Musante** from BankBoston, and **Jason Perry** and **Kendra Snavelly** from Dean Whitter. Thanks for making the event a huge success!

Events to come..... On June 4th, the Committee will host the annual **Novice Workshop** at Regis College in Weston. Included will be sessions on technology and the internet, team building, stress and health management, financial aid overview, mentoring, and much, much more! Please watch the mail for registration materials for this event and pass them along to all interested staff members!

If you have any comments that you would like to share with the Committee, we welcome you to contact **Jan Marie Combs** at 617-496-3466 or **Nina Musante** at 401-278-8161.

Public Relations/Hotline

Sally Connolly, *Massasoit Community College*

Melissa Shaak, *Babson College*

See "MASFAA/EOC Clinics A Success" on page 20.

Technology

Richard Dutilly, *Framingham State College*

Ellen Kayser, *Montserrat College of Art*

The Technology Committee presented a session entitled *Financial Aid Goes Electronic* at four guidance counselor workshops throughout Massachusetts. **Troy Davis**, from Stonehill College, presented at Mass Bay Community College, **Kate Northway**, from Northeastern University, presented at Pine Manor College, **Karen LaCroix**, also from Northeastern University, presented at Assumption College, and, finally, **Rich Dutilly** from Framingham State College, presented at Springfield College.

In May, Co-chairs **Rich Dutilly** and **Ellen Kayser** will be taking our show to Hyannis, MA, where they will present *Financial Aid Goes Electronic* for the Mass School Counselors' Association Conference.

Home page news shows a new *Message From the President*. We are also working on a *What's New* or *Hypernews* section of the home page that would allow us to post information for MASFAA members in another format.

The listserv is running smoothly and we are glad to see members taking advantage of it. If you are not subscribed yet, simply send an e-mail, with the subject "SUBSCRIBE", to list-request@masfaa.org.

If you have a technology related issue, please feel free to communicate it to one of the technology committee members. They are **Richard Dutilly**, co-chair, **Ellen Kayser**, co-chair, **Scott Jewell**, **Catherine Northway**, **Karen LaCroix**, **Troy Davis**, **Michael Mullaney**, **Barry Paine**, and **Del Brown**. ●



Education Reform Act...from page 1

At the beginning of each semester, the institution will send an enrollment roster via electronic tape. In addition to the enrollment roster, this tape will also contain the per student charges. The Department of Education will match the student's Social Security Number from the institution's tape to the ED database. A letter will then go to the student announcing the amount of assistance he/she will receive. At that point, funds will be sent electronically to the student's institution.

Gore indicated that the revised Education Reform Act is a "work-in-progress." It has not yet been determined how to deal with students who list more than one institution on their FAFSA. According to a Gore representative, any input from constituents would be greatly appreciated. Members of the financial aid community are strongly encouraged to share their suggestions on how best to eliminate their jobs.

Happy April Fool's Day...or is it? •

Financial Aid...from page 6

programs. It charged that the Department did not have a proper factual basis for any of its decisions.

The Judge ruled that the institution failed to show that the Department abused its discretion. Absent an abuse of discretion, the Judge dismissed the institution's claims as they related to the reimbursement issue and the branch campus issue.

The Judge went on to dismiss the credit hour/clock hour issue without prejudice. He ruled that the institution had not yet availed itself of all administrative avenues available to it and therefore was premature in bringing the issue before the Court. •

Have You Heard it Through the Grapevine?

The *MASFAA Newsletter* wants the scoop on you and your colleagues!

Please send your (or anyone else's!) personal and professional news to either of the Newsletter Editors.

See back page for contact information.

Direct Loans Online

By David Allen
Staff Associate
Salem State College
david.allen@salem.mass.edu

The Department of Education has created a new web page, entitled "Direct Loans Online," at dlservicer.ed.gov/index.html. Students will now be able to access account information, print out deferment forms, and even calculate interest on their Direct Loans.

Students using "Direct Loans Online" to access account information will need to have the domestic version of one of the following:

- Netscape Navigator 3.0 - 3.04 (Windows 3.1, Windows 95, Windows NT, or Macintosh)
- Netscape Navigator 4.0 - 4.03 (Windows 3.1, Windows 95, or Windows NT)
- Internet Explorer 4.0 (Windows 95, or Windows NT)

These web browsers all have special encryption features to protect the privacy of application data. Current laws and regulations allow only U.S. and Canadian citizens to use 128-bit encryption. The U.S. Department of Education continues to research other solutions to acquire browser software, and will communicate additional options as information becomes available. ●

Check Out MASFAA on the Web!

Visit the Association home
page at:

www.masfaa.org

Our site features such items as:

Membership Database
MASFAA Handbook
MASFAA Newsletter
Membership Application
Calendar of Events
Technology Contact List
Message From the President

New FAFSA on the Web Debuts

The Department of Education unveiled a new version of FAFSA on the Web that will allow applicants to access the site and apply for aid using 40-bit, 56-bit, or 128-bit encryption. This should enable many more students to apply via the Internet. In addition, Netscape Navigator 4.04 has been certified for use with this site.

The browsers that FAFSA on the Web will support in this version are:

Netscape Navigator 3.0 - 3.04

(Windows 3.1, Windows 95, Windows NT, or Macintosh)

Netscape Navigator 4.0 - 4.04

(Windows 3.1, Windows 95, or Windows NT)

Internet Explorer 4.0

(Windows 95 or Windows NT)

For additional assistance, contact FAFSA on the Web customer service at 800-801-0576.



Attention MASFAA Members:

As a volunteer professional organization, MASFAA accomplishes the majority of its initiatives through committee work. We invite you to join one of our committees for 1998-1999. Involvement in professional activities is a wonderful opportunity for you to contribute to the Association while enhancing your own professional development.

Each year, MASFAA benefits from the expertise of many of its talented members. We encourage your participation, and ask that you designate the committee(s) you are interested in joining in priority order. For detailed information about each committee's mission, please consult the *MASFAA Handbook* which was distributed at the Fall Conference and is also available on the MASFAA homepage at www.masfaa.org.

Due to the fact that there are not enough slots to accommodate all interested members, each individual is limited to participating on one committee. We will make every effort to accommodate your request, however, if your first choice committee has reached capacity, you may be contacted by one of your other preferred committees. In the event that you are not selected for any committee at this time, your name will be held as a priority appointment throughout the year should openings become available. If you volunteered for a committee last year and were not placed, we suggest that you submit the form again this year. If you are already serving on a committee, you need not fill out this form unless you wish to move to a different committee.

Should you have any questions regarding MASFAA committees, feel free to contact **Kelly Morrissey**, President-Elect, at (978)632-6600 x. 382 or k_morrissey@mwcc.mass.edu.

1998-1999 MASFAA Volunteer Form

Name: _____ Title: _____

Institution: _____

Address: _____

Phone: _____ E-Mail Address: _____

Committee:

Priority (1,2,3)

Early Awareness	_____
Graduate/Professional Concerns	_____
Legislative Affairs	_____
Membership/Development	_____
Newsletter	_____
Professional Development/Training	_____
Public Relations/Hotline	_____
Technology	_____

Please return this form by **May 1, 1998** to: **Julie Shields-Rutyna** - MASFAA Secretary
Harvard Graduate School of Education
108 Longfellow Hall, 13 Appian Way
Cambridge, MA 02138
Fax: (617) 496-0840
E-Mail: shieldju@hugse1.harvard.edu



Job Opportunities

Check These Out...

Financial Aid Services, Inc., Consultant

Financial Aid Services, Inc. is seeking a Consultant to work part-time, on a per needed basis. Responsibilities include writing reports and providing minor technical support on a new release of a software program.

Must be familiar with Power Builder, a product of Sybase. Experience with report writing also required.

Interested persons should contact *Al Gillis* at fas@tiac.net or (978) 858-3888.

Lesley College, Director of Financial Aid

Lesley College is seeking a Director of Financial Aid to manage approximately \$32 million in annual federal, state, and institutional funds and to provide leadership in the planning and implementation of all aspects of financial aid administration for students in the School of Education, the School of Management, the Graduate School of Arts and Social Sciences, and the School of Undergraduate Studies. The Director will also provide leadership in the administration of a mainframe-based financial aid system, including the design and implementation of system enhancement. Additional responsibilities include managing Financial Aid staff and work-study students, assessing staffing needs, hiring, training, responding to personnel issues, overseeing the evaluation of professional and support staff, representing the Financial Aid Office on a variety of administrative committees and advising the Lesley community on the impact of legislative and regulatory changes and on the review and revision of college policies with respect to financial aid policies and programs.

A Bachelor's degree and a minimum of 5-7 years of financial aid experience are required. A Master's degree is preferred. Must have in-depth knowledge of institutional, federal, and state financial aid programs, processes and regulations as well as superior analytical, data analysis, organizational, interpersonal and student counseling skills. Must also have proven management skills, a record of leading a customer-oriented staff and operation, and comprehensive experience with on-line management information systems. Experience with Datatel Colleague, Edtech, ASAP, and Title IV Wan software is helpful.

Send a letter of interest and/or a resume to: **Human Resources**, Re: Director of Financial Aid, Lesley College, 29 Everett St., Cambridge, MA 02138-2790. Fax: (617) 349-8126. E-mail: HR@Lesley.edu.

Massachusetts Communications College, Director of Financial Aid

Massachusetts Communications College is seeking a Director of Financial Aid to provide financial aid counseling to internal and external clients, review, evaluate and determine eligibility for all financial aid applications using Federal need analysis criteria, oversee and provide assistance with internal and external financial audits, and oversee

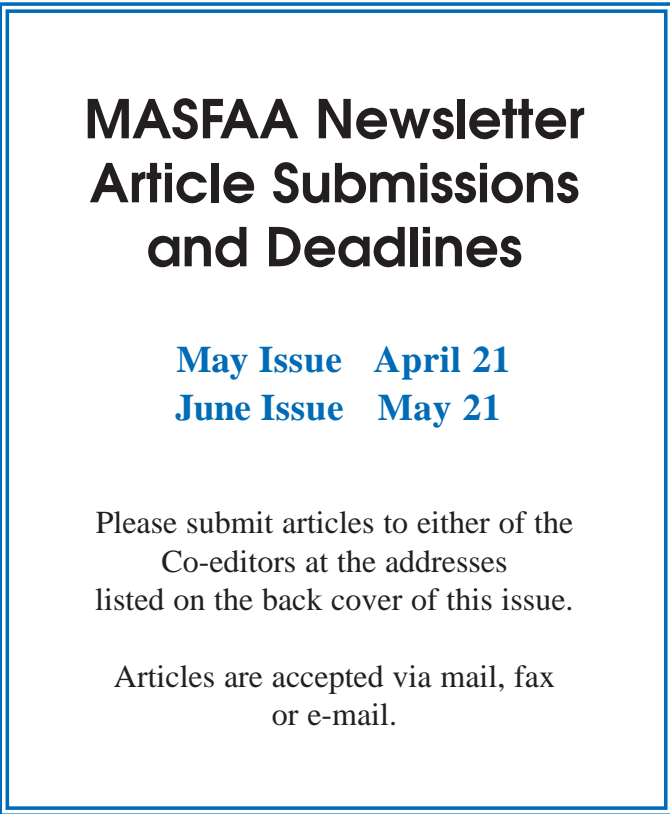
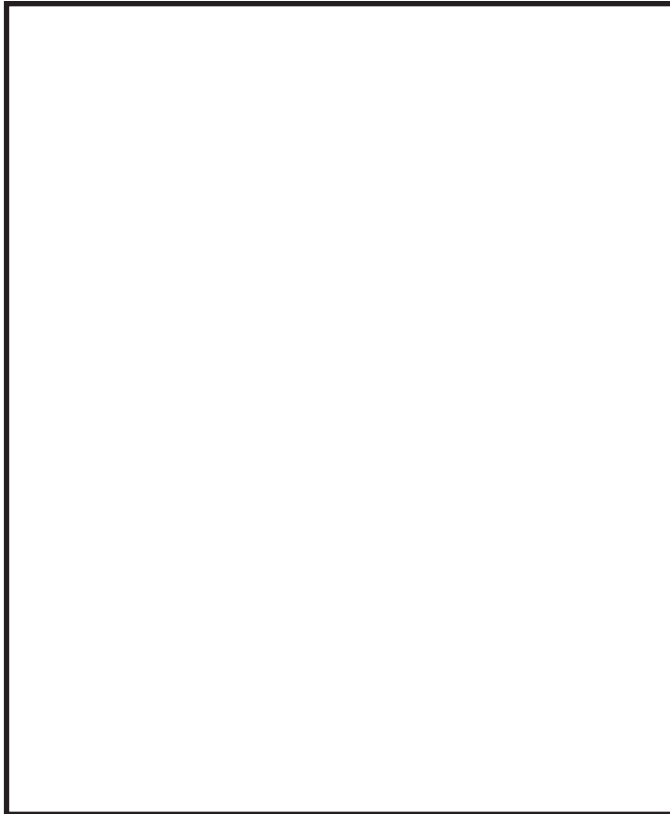
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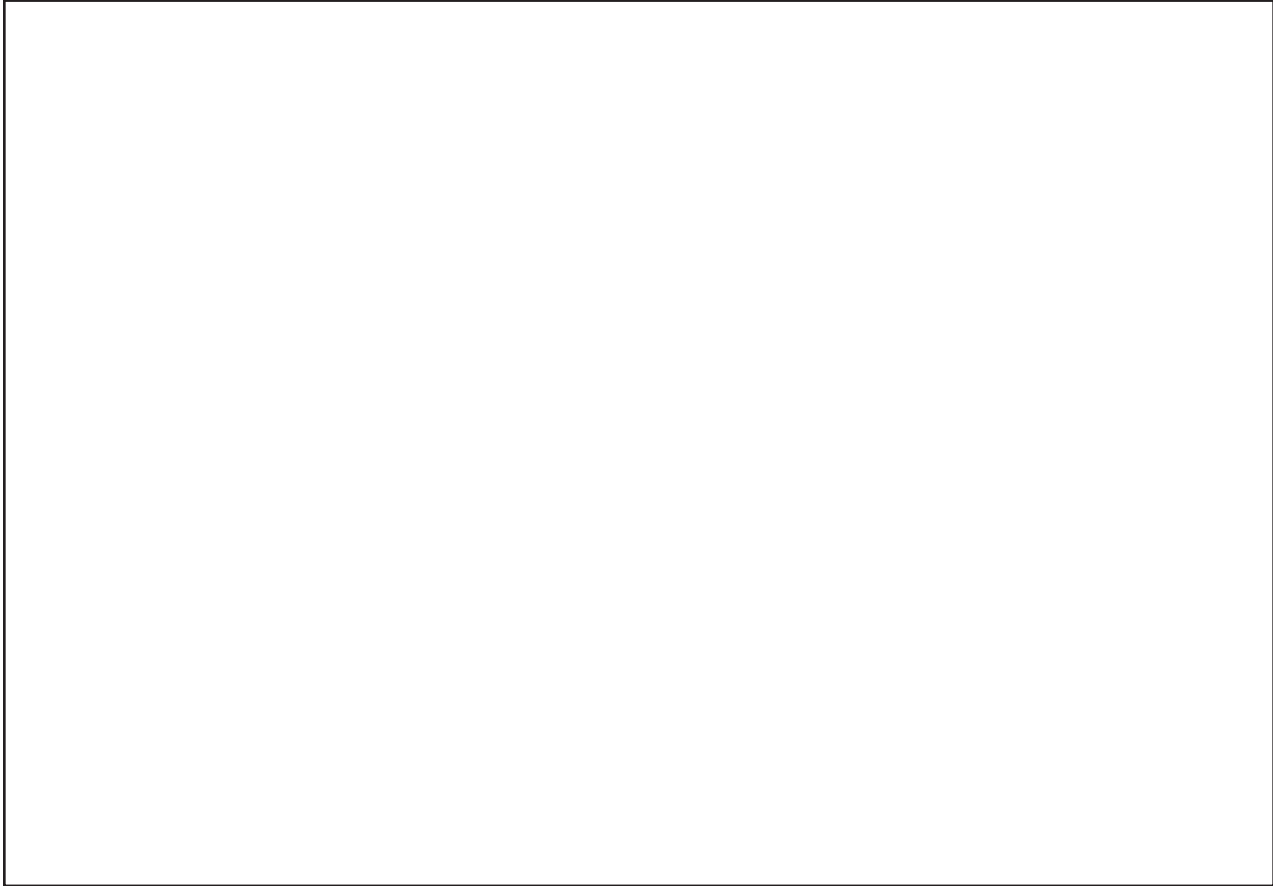
MASFAA Newsletter Article Submissions and Deadlines

May Issue April 21
June Issue May 21

Please submit articles to either of the
Co-editors at the addresses
listed on the back cover of this issue.

Articles are accepted via mail, fax
or e-mail.





Education Tax Law Publication Now Available from IRS

To order this publication, call 1-800 TAX FORM and request notice 97-60, publication 3064.
For bulk orders for institutions, contact the IRS Taxpayer Education Office at 617-565-4325 FAX # 617-565-1379.

Mail requests to: **IRS Taxpayer Education**
P.O. Box 9122
Stop 40726
Boston, MA 02203-9112

(You must provide a STREET address, not a post office box.)

Job Opportunities...from page 12

and administer an aggressive student loan education and default prevention plan. The Director will also be responsible for yearly reconciliation and fiscal reporting of federal student aid programs, serving as Vice Chair of the Administrative Planning Committee responsible for the continued development and refinement of the college's academic and financial policies and procedures, overseeing the implementation of SCAN academic administrative software as related to areas of financial aid, managing the day-to-day operations of the Financial Aid Office, supervising and providing support for office staff, representing the college at Orientation and college recruitment activities, and other duties as assigned by the Chief Financial Officer or the President. The position requires some evening and weekend hours.

A Bachelor's degree and 5-7 years of suitable experience are required. Experience in the higher education arena is essential. Experience in a proprietary school is preferred. Experience with SCAN academic software and Edtech FEEDS software is a plus. Must be detail oriented and have excellent interpersonal, organizational, communication and diplomatic skills.

Send or fax resume to: **Human Resources**, Massachusetts Communications College, 142 Berkeley St., Boston, MA 02116. Fax: (617) 266-9850.

New England Conservatory, Director of Financial Aid

The New England Conservatory is seeking a Director of Financial Aid who has a proven track record of increasing responsibility and knowledge of federal, state and institutional funding. The candidate will be responsible for supervising one professional staff member, one support staff member, and several work-study students, tracking awards, preparing and setting annual goals, producing annual publications, keeping within budgetary guidelines and ensuring full compliance with all agencies. Additional responsibilities include overseeing the college work-study program, overseeing the college loan collection program and maintaining an open-door policy for all students, parents and faculty.

A Bachelor's degree and 4-5 years of experience in financial aid administration in a competitive environment are required. A Master's degree is preferred. Must have superior leadership and supervisory skills as well as an ability to work well with faculty and expertise in automated financial aid and student systems. Datatel/Colleague experience is a plus.

Send two copies of a cover letter and resume to: **Human Resources**, New England Conservatory, 290 Huntington Ave., Boston, MA 02115. ●



Agency Calendar of Events

April

- 15 **ASA:** “Forms and Reports --1998-99,” 9:30 am - 1:00 pm
Tara Ferncroft Hotel, Danvers, MA
- 15 **ASA:** “Loan Counseling Session,” 2:00 pm - 4:00 pm
Tara Ferncroft Hotel, Danvers, MA

May

- 1 **FAS:** “Laying Down the Law: Understanding the Laws and Changes into 2000,”
Massachusetts School of Law, Andover, MA
- 5-6 **ED:** “Direct Loan Training (New Users),” 9:00 am - 4:00 pm
10 Causeway Street, Room 343, Boston, MA
- 15 **ED:** “Direct Loan Update Training (Current Users),” 9:00 am - 4:00 pm
10 Causeway Street, Room 343, Boston, MA

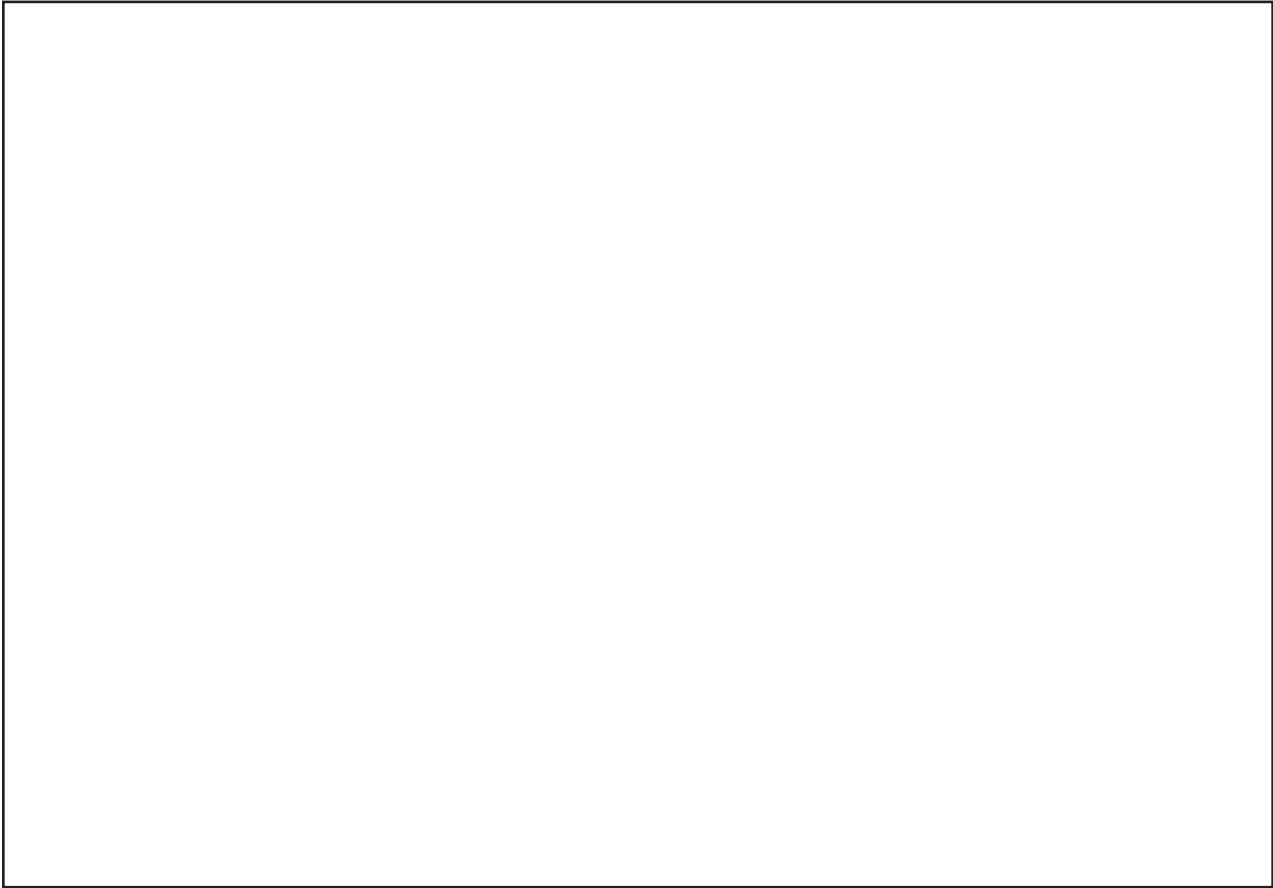
June

- 11-12 **ED:** “Direct Loan Training (New Users),” 9:00 am - 4:00 pm
10 Causeway Street, Room 343, Boston, MA
- 17-18 **ASA:** “Annual ASA Spring Conference,”
Westford Regency Hotel, Westford, MA
- 19 **ED:** “Direct Loan Update Training (Current Users),” 9:00 am - 4:00 pm
10 Causeway Street, Room 343, Boston, MA

Contact People and Numbers

For information regarding any of the above training sessions, or for one-on-one training sessions, please note the following contact people and numbers:

ASA:	Jeanette Langham , Training Assistant, (800) 999-9080, ext. 3099
CSLF:	Thomas P. O’Hare , Manager of Client Services, (617) 598-6023
ED:	Amy Carnie , Training Contact, (617) 565-6911
FAS:	Sandra O’Connell , VP of Operations, Financial Aid Services, Inc., (978) 858-3888
MEFA:	Scott Prince , External Relations Manager, (617) 261-9760, ext. 214
USA Group:	Julie Bootcheck , Senior Marketing Representative, (317) 578-6559



MIT Reaches Out

By Donna Kendall
Associate Director of Financial Assistance
Bentley College
dkendall@bentley.edu

The Massachusetts Institute of Technology may be an unlikely candidate to launch a program in response to President Clinton's America Reads Challenge. After all, MIT has no school of education; no existing program that can train its students to tutor elementary school children in reading. Yet, the *MIT Reach Out--Help a Child to Read Program* is attracting students in large numbers.

Although *Jane Smith*, MIT Director of Student Employment, and *Emily Sandberg*, Director of the MIT Public Service Center, were making plans to launch such a program since the fall of 1996, they were not sure if there would be enough interest among the students. During finals week last spring, they sent out an invitation to about 3,000 continuing undergraduate students to gauge interest. They received hundreds of responses. That was a clear signal for Jane and Emily to move forward. They extended the invitation to graduate students and incoming freshmen as well.

One hundred and thirty students eventually joined the program last fall. Even more startling to Jane than the number of responses was the profile of the respondents. Both males and females were equally interested, cutting across all ethnic lines, from all areas of the country. Some students have College Work-Study eligibility and are paid for their commitment, but there are many who are purely volunteers.

The *Reach Out* guidelines require a one-semester commitment, completion of a mentor training program, completion of a screening process, and a two-hour per week commitment. Students also undergo a criminal background check and must have had a recent Tuberculin test.

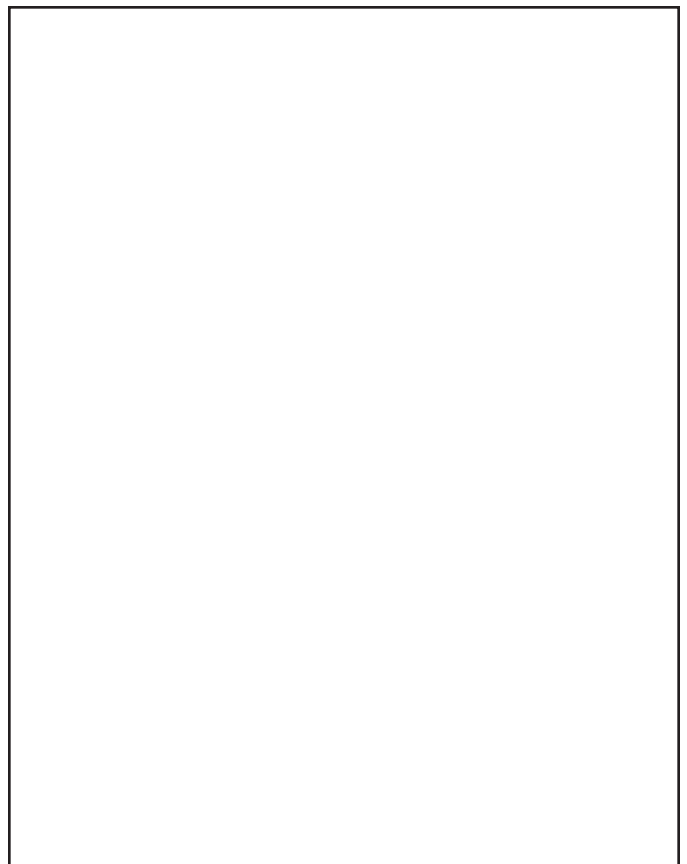
The training program consists of three two-hour sessions. Two of these must be completed before students are allowed to mentor a child. The third session consists

of breakout groups of students who mentor children from similar grade levels. The group leaders are teachers or learning specialists who have hands-on experience at each of the grade levels. All of the trainers hold an M. Ed. in "Language and Literacy" from Harvard University or are M. Ed. candidates. The lead trainer for the MIT program is *Nell Duke*, who will receive her Ed. D. in "Language and Literacy" from Harvard this spring.

The reason for the unified approach to training is so that MIT can explain to personnel in the schools in which the students mentor exactly how the mentors are trained. It will also make it easier to measure the effectiveness of the teaching methods once the evaluation process begins.

After students complete the initial training, they are asked to select a school from a group that has agreed to

Continued on page 19



work with MIT on this program. Each school is described in a handout, including the location of the school and directions on how to get there. Jane and Emily are experts at giving directions. They visited each school themselves, using the mode of transportation most students would use--public transportation.

Each mentoring session is structured to offer children a conversation with an adult, an opportunity to write, and an opportunity to read both familiar and new books. One unique aspect of the MIT approach to reading tutoring is that the mentors/children are not allowed to work on homework as part of their session. The philosophy is that if children are given the tools to read, they will be able to do homework on their own.

Most of the mentors meet with their young charges for an hour or two each week. The time commitment involves more than just one hour. Often, the time it takes to travel to and from the school, and the time it takes to prepare for the session, makes the time commitment three or four hours per week.

Students feel a great satisfaction from the work they are doing. **Jennifer Maurer**, an MIT sophomore from Klawock, Alaska states, "I have found the *Reach Out* program to be a very rewarding experience. There are so many children who receive little or no help learning to read outside of the classroom. The rush you get when a child makes the leap between recognizing letters of the alphabet to putting the letters together to make words is a very satisfactory feeling. I hope to see this program expand and reach its full potential."

The largest agency participating in the MIT program is the Cambridge Community Center. The majority of the 104 children in the school-age day care program have low-income, working parents. Having 60 mentors from MIT assists these parents in giving their children the ability to improve their reading and writing skills, an advantage that would otherwise not be affordable.

Miss Kay, director of the Cambridge Community Center, describes the mentoring room as a "beehive of activity." She relays the story of one father who arrived to pick up her daughter and was met with a stern protest because her mentoring session was not finished. Miss Kay is excited about the doors that MIT students are opening for these Cambridge kids.

Amy Lee, program coordinator at the Neighborhood Charter House school in Dorchester, is impressed that five MIT students began mentoring in the fall and four returned in the spring (one had to drop out due to family commitments). "It's hard to tell the impact of the program yet," Ms. Lee explains, "but a nice supplement is the fostering of the relationship with an adult. Kids view coming out of class for mentoring sessions as a neat experience. One second grader totally broke down and cried when his mentor couldn't come one time. It is clear that the MIT students have put real time into preparation, and they are very creative."

Although the administration of the program presents an additional challenge for Jane, who is also an Associate Director of Financial Aid, she wouldn't trade the satisfaction of the experience for a week of vacation in April! Jane had fun developing the program. The collaboration with the Public Service Center was a model of cooperation. Jane says, "I've met so many interesting and dedicated folks from all venues in Boston, Brookline, Cambridge, and across the country! We have presented the MIT student with quite an alternative."

The next challenge for Jane and the Public Service Center is to ensure a strong and sustainable program. "We want to develop a library at the Cambridge Community Center in order to create a place where youngsters feel at home with books--a place where they can look forward to selecting a book to be read."

In addition to much personal satisfaction, Jane receives kudos from the MIT community. **Evelyn Browne**, one of Jane's colleagues in the Financial Aid Office, sums up the MIT effort simply, "You create an opportunity for MIT students to help people, and they will respond!" ●

Spring Is Here!!

MASFAA/EOC Clinics a Success

Melissa Shaak
Director, Student Financial Services
Babson College

On Saturday, January 24, 1998, MASFAA and the Higher Education Information Center (the Boston Educational Opportunity Center) teamed up to sponsor the Boston Financial Aid Clinic and Educational Expo. Students and parents attending the clinic had the opportunity to receive one-on-one assistance with financial aid forms, meet with representatives of colleges and universities in Boston, talk to MASFAA sponsors regarding educational financing options, and hear a presentation about financial aid offered by **Kathryn Gundlach** of Brandeis University.

Two weeks later, on February 7, 1998, MASFAA and the Massachusetts Educational Opportunity Centers sponsored community clinics across the Commonwealth. The clinics, held in Lawrence, Lynn, New Bedford, Pittsfield, Springfield/Chicopee, and Worcester, were part of MASFAA's public service campaign to raise awareness about the availability of financial aid, demystify the financial aid application process, and offer students and parents assistance with the application forms. One hundred and sixty-eight people attended in total, and students and parents were very enthusiastic about the assistance they received.

There was tremendous support for the clinics from both MASFAA and the Educational Opportunity Centers. There were seventy-seven volunteers in all -- fifty-six from MASFAA and twenty-one from the EOCs. It was an impressive turnout! Special thanks to **Scott Prince** and **Chris Mordach**, for their extraordinary efforts in coordinating the Boston and Lawrence Clinics, respectively. And to all the MASFAA members who made the clinics possible, THANK YOU!

Boston Clinic and Educational Expo

Nicole Brennan Art Institute of Boston
Bonnie Campbell School of the Museum of Fine Arts

Sally Connolly
Anne Downey
Ellen Driscoll
Jennifer Goldberg
Kathy Gundlach
Pat Hansbury
Jacqueline Johnson
Emily Keily
Anna Kelly
Joe Latimer
Barbara Layne
Scott Manley
Sheila McKay
Catherine Miller
Nina Musante
Sarou Ou
Scott Prince
Steve Rose
Carol Rubel
Martha Savery
(and son **Michael**)
Melissa Shaak
Susan Sullivan
Audrey Tanner
Meagan Warner
Ernestine Whiting

Massasoit Community College
Laboure College
Boston Architectural Center
Emmanuel College
Brandeis University (Presenter)
Fleet Bank
Fisher College
Fisher College
Emmanuel College
Northeastern University
Simmons College
Brandeis University
Northeastern University
Emerson College
BankBoston
Massasoit Community College
MEFA (Coordinator)
Educaid
Wheelock College

Nellie Mae
Babson College
Emerson College
Boston University
Bay State College
UMass/Boston

Lawrence

Linda Cimmino
Elizabeth Keuffel
Penny King
Judy Keyes
Chris Mordach
Barbara Weber

Merrimack College
Bradford College
Merrimack College
UMass/Lowell (Presenter)
Merrimack (Coordinator)
Bradford College

Lynn

David Allen
Barbara Layne
Elaine Martino
Carlos Perez
Joan Shaer

Salem State College
Simmons College
CFP
Salem State College
Endicott College

Continued on page 22

Julie Davis has joined the staff of P.L.A.T.O. as an Education Finance Representative. Julie was previously a Regional Account Executive for Household Bank.

Kimberly Hagerich was recently appointed Senior Assistant Director of Financial Assistance at Bentley College. Kim comes from Auburn University (Alabama), where she held the position of Student Affairs Specialist in the Financial Aid Office. ●

EASFAA Conference

May 17-20, 1998
Renaissance Hotel, Washington, D.C.

Reauthorization: A Capital Plan for 2000 and Beyond

The featured speakers are:

- **Dr. Dallas Martin**, NASFAA President
- **Dr. Harold Hodgkinson**, Institute for Educational Leadership

Sessions of particular interest to the Financial Aid Community include:

- Impact of Interest Rate Changes
- Financial Assistance – An Update and Future Trends
- Legislative Update – A Focus on the Budget
- Opportunity Programs and Financial Aid – How Best Can We Serve Our Students?
- Program Reviews and Audits
- NASFAA Electronic Encyclopedia
- The Role of Ethics in Financial Aid and Enrollment Management
- Update on the Taxpayer's Relief Act of 1997
- Title IV and The Americans with Disabilities Act
- Graduate/Professional Round Table Discussion
- NSLDS
- Impact of Reauthorization on Career Colleges
- Tooting Your Own Horn – Promoting Your FAO
- Better Living Through Technology
- Effect of Court Actions on Minority Student Enrollment and Financial Aid
- 1999-2000 Delivery System Update
- Study Abroad/Consortium Agreements
- NASFAA on the Web
- Assessing and Communicating Financing Options

New Bedford

Mary Lee Bolan Metrowest
Gerry Coutinho UMass/Dartmouth
Beth Mohan Wheaton College (Presenter)
Diane Place Bristol Community College
Mike Wildeman Northeastern University

Pittsfield

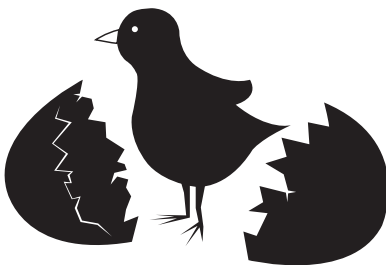
Terry Dempsey Mass College of Liberal Arts
Betsy Hobson Williams College (Presenter)
Rose Lynch Mass College of Liberal Arts

Springfield/Chicopee

Monica Blondin Worcester Polytechnic Institute (Presenter)
Kathy Chambers Western New England College
Gus Dominguez Amherst College
Patti Shefelbine Smith College
Sue Stano Smith College

Worcester

Becky Hiltunen Clark University
Kelly Morrissey Mt. Wachusett Community College
Dick Pastor Mt. Wachusett Community College
Laurie Peltier Anna Maria College
Anne Valerio Worcester Polytechnic Institute (Presenter) ●



Kathryn Gundlach (Brandeis University) and Scott Prince (MEFA) conduct a Financial Aid Presentation at the Boston Financial Aid Clinic and Education Expo.



Catherine Miller (Emerson College) assists a clinic attendee with his financial aid forms.



MASFAA volunteers pose for a picture at the EDCESTRAL Financial Aid clinic in Worcester. Back row (l-r): Richard Pastor (Mt. Wachusett C.C.), Ann Valerio (WPI), Paul Lynskey (EDCENTRAL). Middle row (l-r): Alicja Czerwinska (EDCENTRAL), Becky Hiltunen (Clark University). Front row (l-r): Kelly Morrissey (Mt. Wachusett C.C.), Laurie Peltier (Anna Maria College).

Spring into Action!!!



- Are you ready to embark upon your new financial aid journey? Pack your bags and register for the 1998 Novice Seminar.
- This all day workshop will provide the tools you need to become a seasoned aid professional. This year's workshop will take place at **Regis College** on June 4th.

Please watch your mail for more details!

The College Board

1998 Summer Institute on Financial Aid Administration

July 26 - July 31, 1998
Ferncroft Conference Resort
Danvers, Massachusetts

For more information about the Institute or for registration materials, please call Rosalie Curcio at the New England Regional Office of the College Board at (781) 890-9150 or send e-mail to rcurcio@collegeboard.org.



Calendar

Here's What's Happening...

May

- 4 EDEXpress Application Processing Training
ED Regional Training Facility, Boston, MA
- 12 Executive Council Meeting
College of the Holy Cross, Worcester, MA
- 17-20 EASFAA Conference
Washington, D.C.

June

- 4 Novice Seminar
Regis College, Weston, MA
- 10 EDEXpress Application Processing Training
ED Regional Training Facility, Boston, MA
- 16-17 Electronic Aid Office Workshop
ED Regional Training Facility, Boston, MA
- 25-26 Electronic Aid Office Workshop
ED Regional Training Facility, Boston, MA

July

- 15-18 NASFAA Conference
Chicago, IL
- 26-31 1998 Summer Institute on Financial Aid
Administration
Danvers, MA

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