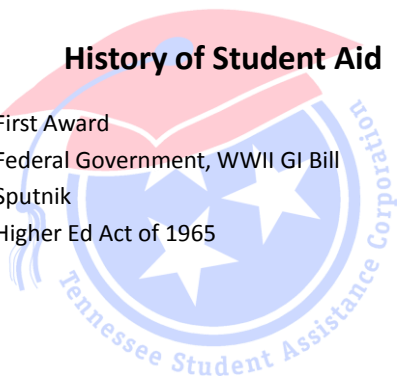


Professional Development Student Financial Aid

- a. History of Student Aid
- b. Career Paths
- c. Strategic Plan
- d. Program Specific
- e. Enrollment and Financial Aid Professional Development
- f. Software
- g. Middle/High School Counselors
- h. Code of Conduct
- i. Workshops

History of Student Aid

- First Award
- Federal Government, WWII GI Bill
- Sputnik
- Higher Ed Act of 1965



Career Paths

- Financial Aid Specialist/Administrative Assistant
- Financial Aid Advisor/Counselor
- Senior Financial Aid Officer
- Assistant/Associate Director of Financial Aid
- Director of Financial Aid
- Lender/Guarantor Representative
- Organizational Charts

Strategic Plan

- Number of good websites to get information
- Procedures Manual

Program Specific

- Health Professions
- Veterans
- Graduate Schools
- School of Mines
- Listing of Mentors

Enrollment and Financial Aid Professional Development

- Trends
- Pricing



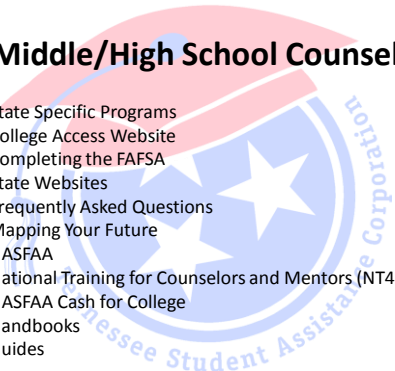
Software

- Scholarship Management
- Academic Works
- NSPA – National Scholarship Providers Association
- CRD – Council for Resources Development (Community Colleges)



Middle/High School Counselors

- State Specific Programs
- College Access Website
- Completing the FAFSA
- State Websites
- Frequently Asked Questions
- Mapping Your Future
- NASFAA
- National Training for Counselors and Mentors (NT4CM)
- NASFAA Cash for College
- Handbooks
- Guides



Code of Conduct (School Specific)

- Prohibited
 - a. Conflict of Interest
 - b. Gifts
- Not Precluded
 - a. Standard materials, financial literacy, default prevention, default aversion
 - b. Training
 - c. Entrance and Exit Counseling (school to be in charge)

Workshops

- College Board
- NASFAA
- Regional SASFAA (new aid office workshop)
- EASFAA, RMASFAA, WASFAA, MASFAA
- State Workshops
