

VASFAA Conference 2019

Sunday, May 5 – Wednesday, May 8
Hilton Norfolk The Main
Norfolk, Virginia

Hotel Name and Conference Location:

The Main Hilton, Norfolk
Hotel Address: 100 East Main Street,
Norfolk, VA 23510

Phone Number: (757) 763-6200

Website: www.themainnorfolk.com

Meals included in registration cost are noted by **

Sunday, May 5, 2019

10:00 a.m. – 5:30 pm.	Registration Open	Xchg Level 3 Registration
10:00 a.m.	Development Partner Set-up	Grand Ballroom Foyer
12:30 p.m.	Development Partner Tables Open	Grand Ballroom Foyer
	Charity Table Open/ Baskets & 50/50 Raffle	
2:00 p.m. -3:30 p.m.	Conference Kickoff	Granby Ballroom D
	<ul style="list-style-type: none">• Presentation of Colors: Old Dominion University, ROTC• National Anthem: Jonathan Cooper, Norfolk State University• Welcome: Joan Zanders, VASFAA President• Greetings from SASFAA: Bryan Erslan• Guest Speakers: Katie Blanchard & Jesse Milliken	

- Introduction of Charity, YWCA of South Hampton Roads:
Kathryn Cooke, Volunteer and Outreach Coordinator
- Fundraising Opportunities

3:45 p.m.	<p>Breakout Sessions</p> <p>1) The Warning Signs and Effects of Work Place & Domestic Violence: Katie Blanchard and Jesse Milliken</p> <p>2) Listening and Communication Skills: Julie Finn</p> <p>3) What to expect when you are expecting...a Program Review: Chad Sartini & Mayra Vasquez</p> <p>4) The ROI of Financial Education: Brenda McCafferty</p>	<p>Momentum</p> <p>Energy 1</p> <p>Energy 2</p> <p>Fusion</p>
5:00 – 6:15 p.m.	<p>General Session:</p> <p>Legislative Updates- Brett Lief and Lee Andes</p>	<p>Granby D</p>
6:30 p.m.	<p>President’s Reception/ Fiesta**</p>	<p>Granby ABC</p>

Monday, May 6, 2019

7:30 a.m. – 4:15 p.m.	<p>Registration Open</p>	<p>Xchg Level 3</p>
7:30 a.m. – 4:15 p.m.	<p>Vendor Area Open (<i>Except for General Sessions(s) and Lunch</i>)</p>	<p>Foyer</p>
8:00 a.m.	<p>Breakfast**</p>	<p>Foyer</p>
8:25 a.m.	<p>Greetings from VCAN: Barry Simmons</p>	<p>Granby D</p>
8:30 a.m.	<p>General Session: How the New Tax Code Will Impact Financial Aid, Robert Weinerman</p>	
9:30 a.m.	<p>Vendor Activity</p>	

10:00 a.m.	<p>Breakout Sessions</p> <p>1) Assets in the Need Analysis: Getting it Right – Robert Weinerman</p> <p>2) NASFAA Credential: Packaging and Notification of Awards (Part 1): Lisa Branson</p> <p>3) ID Theft and Fraud: Wally Boudet</p> <p>4) Cross Cultural Communications: Mike O’Grady & Jacquelyn Cottom</p>	<p>Granby AB</p> <p>Granby C</p> <p>Momentum</p> <p>Energy</p>
11:15 a.m.	<p>Breakout Sessions</p> <p>1) The Voice of Student Loan Advocacy in Virginia: Scott Kemp, Student Loan Advocate, SCHEV</p> <p>2) NASFAA Credential: Packaging and Notification of Awards (Part 2) Lisa Branson</p> <p>3) Financial Aid Offices- Working Collaboratively Across Campus: Bryan Erslan, SASFAA President</p> <p>4) To Your Health! Miekka Zanders</p>	<p>Granby AB</p> <p>Granby C</p> <p>Momentum</p> <p>Energy</p>
12:30 – 1:30 p.m.	<p>Lunch and Learn with our Sponsors**</p> <p>1) Engaging Students via Chatbot: 24/7 Technology for a 24/7 World Dianne Fulmer and Max Shure, FA TV</p> <p>2) What Happens After the Loan is Disbursed Will Shaffner, MOHELA</p> <p>3) How is Your Policy and Procedures (P&P) Manual Looking? Heidi H. Goldsworthy, Financial Aid Services (FAS)</p> <p>4) Financial Literacy.....On Steroids! Dave Diebel, ECMC</p> <p>5) The Evolution of Higher Education: Leading the Way to a Mature Organization Ashley Crocker, Student Services by Blackboard</p>	<p>Granby D</p> <p>Granby AB</p> <p>Momentum</p> <p>Energy</p> <p>Granby C</p>

1:45 p.m.	General Session: Legal Issues in Higher Education Robyn Seabrook, Associate System Counsel and Assistant Attorney General Virginia Community College System	Granby D
3:00 p.m.	Breakout Sessions 1) Who Must File a Tax Return: Robert Weinerman 2) PLUS vs. Private – An Unbiased Look at Loan Options for Students: Julie Finn 3) Commonwealth Award Letter Panel Discussion A Comparative Analysis of Award Letters 4) Saving with Virginia 529: Brittany Bullock	Granby AB Granby C Momentum Energy
4:15 p.m.	General Session: Exposing Bias in Professional Judgement Michael Birchett, Director of Financial Aid, Bluegrass Community & Technical College	Granby D

Tuesday, May 7, 2019

7:30 a.m. - 12:30 p.m.	Registration Open	Xchg Level 3
7:30 a.m. – 4:15 p.m.	Vendor Area Open (<i>Except for General Sessions(s) and Lunch</i>)	Foyer
8:00 a.m.	Breakfast**	Foyer
8:25 a.m.	Greetings from VACRAO: Kimberly McDaniel	Granby D
8:30 a.m.	General Session: NASFAA Update Karen McCarthy, Director of Policy Analysis, NASFAA	

10:00 a.m.	<p>Breakout Sessions</p> <ul style="list-style-type: none"> 1) Amended Tax Returns and IRS Request Flag 07: Robert Weinerman 2) Advocacy and You: Karen McCarthy 3) Students Scammed-The Pain, The Costs, The Harm: Will Shaffner 4) Virginia Latino Higher Education Network (VALHEN), Recruitment to Graduation: Melissa Benavidez 	<p>Granby AB Granby C Momentum Energy</p>
11:15 a.m.	<p>Breakout Sessions</p> <ul style="list-style-type: none"> 1) Administering Disbursements: David Bartnicki 2) Setting up your College Food Pantry and Best Practices for Operations: Jack Zegeer 2) How to Make Student Communication Stick (Social Media included): Michael Parish 4) Avoiding Common Audit Issues with NSLDS Reporting: Brad Hill 	<p>Granby AB Granby C Momentum Energy</p>
12:30 p.m.	<p>VASFAA Business Meeting and Lunch**</p>	<p>Granby D</p>
1:45 p.m.	<p>Breakout Sessions</p> <ul style="list-style-type: none"> 1) SULA Misunderstandings and Misreportings: David Bartnicki 2) Promoting College Affordability on your College Website Michael Sapienza 3) High School Outreach Best Practices, FAFSA Completion & Unveiling HS Counselor Toolkit: Paula Robinson, Assistant Director of College Access & PK-12 Outreach, SCHEV & Jack Zegeer, VASFAA Secondary Awareness Co-Chair 4) When a Program Review doesn't go as planned and the corrective action plan: Marjorie Arrington 	<p>Granby AB Granby C Momentum Energy</p>
3:00 p.m.	<p>General Session: Update from the Office of the Secretary of Education Fran Bradford, Virginia Deputy Secretary of Education</p>	<p>Granby D</p>

Passing of the Gavel – Joan Zanders to Brad Scaggs

Upcoming Training/Conference Dates:

- 2019 SASFAA New Aid Officer Workshop: June 2-7, 2019 in Spartanburg, SC
- 2019 NASFAA Conference: June 24- 27, 2019 in Orlando, FL
- 2020 Annual VASFAA Conference: April 18-20, 2020 in Virginia Beach, VA
- 2020 Annual SASFAA Conference: February 9-12, 2020 in Norfolk, VA