

VASFAA Conference 2019

Sunday, May 5 – Sunday, 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. Partner Set-up

Grand Ballroom Foyer

Sponsorship Partner Tables Open 2pm

Charity Table Open/ Baskets -

Grand Ballroom Foyer

2:00 p.m. -3:30 p.m. Conference Kickoff

Granby Ballroom (D&E)

- Welcome – Joan Zanders, VASFAA President
- Presentation of Colors & National Anthem
- Introduction of Charity, YWCA of South Hampton Roads
- Guest Speaker: Katie Blanchard
- Fundraising Opportunities

3:45 p.m.	Breakout Sessions 1) The Warning Signs and Effects of Work Place Violence: Katie Blanchard and Jesse Milliken 2) Listening and Communication Skills: Julie Finn 3) Professional Judgement Case Studies 4) The ROI of Financial Education- Brenda McCafferty	
4:45 – 6:00 p.m.	General Session: Legislative Updates- Brett Lief	Granby D & E
6:15 p.m.	President’s Reception**	Granby ABC

Monday, May 6, 2019

7:30 a.m. – 4:15 p.m.	Registration Open	Xchg Level 3
8:00 a.m.	Breakfast**	Foyer
8:30 a.m.	General Session: How the New Tax Code Will Impact Financial Aid – Robert Weinerman	Granby (D&E)
10:00 a.m.	Breakout Sessions 1) Assets in the Need Analysis: Getting it Right – Robert Weinerman 2) How to be in Good Health- Miekka Zanders 3) NASFAA Credential: Packaging and Notification of Awards (Part 1) 4) ID Theft and Fraud	
11:15 a.m.	Breakout Sessions 1) NASFAA Credential: Packaging and Notification of Awards (Part 2) 2) Cross Cultural Communications – Mike O’Grady & Jacquelyn Cottom	

3) Student Loan Advocacy & Financial Literacy- Scott Kemp, Student Loan Advocate, SCHEV and Clint Young, NOVA

4) What Admissions Counselors wish FA Admins Knew (or would do)- Alphonso Garrett Jr., VACRAO

12:30 p.m.

Lunch and Learn with our Sponsors**

1:45 p.m.

General Session: Legal Issues in Higher Education: Robyn Seabrook

Granby D&E

3:00 p.m.

Breakout Sessions

1) Commonwealth Award Letter Panel Discussion (A Comparative Analysis of Approved Award Letters)

2) Who Must File a Tax Return – Robert Weinerman

3) Responsible Borrowing

4) What you should know about the Virginia 529

4:15 p.m.

General Session: Scott Kemp, Student Loan Advocate, SCHEV

Granby D&E

Tuesday, May 7, 2019

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

Registration Open

Xchg Level 3

8:00 a.m.

Breakfast**

Foyer

8:30 a.m.

General Session:

NASFAA Updates – Karen McCarthy, Director of Policy Analysis, NASFAA

Granby (D&E)

10:00 a.m.

Breakout Sessions

1) Advocacy and You at the Federal and State Levels – Karen McCarthy and Brett Leif

2) Amended Tax Returns and IRS Request Flag 07 – Robert Weinerman

3) Working with your Business Office

4) When a Program Review doesn't go as planned and the corrective action plan

11:15 a.m.

Breakout Sessions

- 1) Administering Disbursements- David Bartnicki
- 2) How to Make Student Communication Stick (Social Media included)
- 3) Students Scammed-The Pain, The Costs, The Harm – Will Shaffner
- 4) Avoiding Common Audit Issues with NSLDS Reporting

12:30 p.m.

VASFAA Business Meeting and Lunch**

Granby D&E

1:45 p.m.

Breakout Sessions

- 1) 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
- 2) SULA Misunderstandings and Misreportings – David Bartnicki
- 3) Just Keep Swimming! The Importance of Mental Health in FA Profession

3:00 p.m.

General Session: Fran Bradford, Virginia Deputy Secretary for Education

4:15 p.m.

Breakout Sessions

- 1) Roundtable of Executive Issues (E-transcripts, Domicile)
- 2) Basics of Determining Academic Calendars (Standard, Non-standard and Non-term) – David Bartnicki
- 3) Engaging Students Using An Artificially Intelligent Chabot
- 4) Policy Solutions for Low Income Individuals and Emergency Aid

6:00 p.m.

“Spirit of Norfolk” Dinner Cruise **
Meet in the Hotel Lobby

Wednesday, May 8, 2019

8:00 a.m. Breakfast **

8:15 a.m. Birds of a Feather Sessions:

9:00 a.m. General Session:

State Update- Lee Andes, Associate Director of Financial Aid, SCHEV

Federal Update- David Bartnicki, Federal Training Officer, United States Department of Education

10:45 a.m. Charity Wrap-Up

- Basket “Winners”
- 50-50 Drawing
- Presentation of Check

Passing of the Gavel – Joan Zanders to Brad Scaggs

IMPORTANT DATES TO NOTE:

- VASFAA 2020: Virginia Beach, VA
- SASFAA 2020: Norfolk, VA