WEBINAR WEDNESDAY

TITLE: Counseling Cash-Conscious Kids: Exploring Options in the US and Canada
DATE: October 9, 2019
TIME: 7 pm Eastern Time
### 7:00 PM Panelists

<table>
<thead>
<tr>
<th>Name</th>
<th>Institution</th>
<th>Title</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daniel Marschner, Ph. D.</td>
<td>Loyola Marymount University</td>
<td>Director of International Admission</td>
<td>Los Angeles, CA, USA</td>
</tr>
<tr>
<td>Sara Riggs-Straughn</td>
<td>Georgia Institute of Technology</td>
<td>Assistant Director - International Recruitment</td>
<td>Atlanta, GA, USA</td>
</tr>
<tr>
<td>Susan Praseuth</td>
<td>Simon Fraser University</td>
<td>Associate Director, Student Recruitment</td>
<td>Vancouver, BC, Canada</td>
</tr>
<tr>
<td>Kaylee Moore</td>
<td>St. Thomas University</td>
<td>International Admissions Counsellor</td>
<td>Fredericton, NB, Canada</td>
</tr>
<tr>
<td>Robyn Stewart</td>
<td>Bright Horizons</td>
<td>Senior Manager and College Coach</td>
<td>MA, USA</td>
</tr>
<tr>
<td>Mark Salisbury, Ph. D.</td>
<td>Tuition Fit</td>
<td>Co-Founder and CEO</td>
<td>Davenport, Iowa, USA</td>
</tr>
</tbody>
</table>
Poll Question #1

From where are you watching this webinar today?

1. Asia
2. Americas
3. Europe
4. Africa
5. Oceana
Poll Question #2

How many years have you been working in the field of college admissions?

1. 0-2 years
2. 2-4 years
3. 4-6 years
4. 6-8 years
5. 8-10 years or more
Financial Aid in the US

Daniel Marschner, Ph. D.
Loyola Marymount University
Number of U.S. Institutions Awarding Financial Aid & Amount of Financial Aid to International Undergraduate Students, 2011/12-2014/15

NOTE: International students is defined as non-resident aliens. Data excludes institutions that did not respond to questions in the Annual Survey of Colleges.

Share of Total International Degree-seeking Undergraduate Students who Received Need or Non-need Based Institutional Financial Aid, 2014/15

All U.S. Institutions

Private Nonprofit

Public, 4 year

Public, 2 year

For-profit

NOTE: International students is defined as non-resident aliens. Data excludes institutions that did not respond to questions in the Annual Survey of Colleges.

US Financial Aid Availability

Financial Aid for Nonresident Alien Undergraduates (August, 2019)

© Compiled by Jennie Kent and Jeff Levy

<table>
<thead>
<tr>
<th>Institution</th>
<th>Total Cost of Attendance</th>
<th>Full-Time Undergrads</th>
<th>Full-Time Nonresident Aliens</th>
<th>Percentage of Nonresident Aliens to All Undergrads</th>
<th>Policy: Need-based</th>
<th>Policy: Merit</th>
<th>Policy: No aid</th>
<th>Percentage of Nonresident Aliens Receiving Aid</th>
<th>Average Aid Award</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loyola Marymount U.</td>
<td>$71,581</td>
<td>6,119</td>
<td>674</td>
<td>11%</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>31%</td>
<td>$7,564</td>
<td>CDS 2018-2019</td>
</tr>
<tr>
<td>Loyola U. Chicago</td>
<td>$63,573</td>
<td>11,092</td>
<td>556</td>
<td>5%</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>78%</td>
<td>$17,678</td>
<td>CDS 2018-2019</td>
</tr>
<tr>
<td>Loyola U. Maryland</td>
<td>$68,990</td>
<td>3,886</td>
<td>28</td>
<td>1%</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>0%</td>
<td></td>
<td>CDS 2018-2019</td>
</tr>
<tr>
<td>Loyola U. New Orleans</td>
<td>$55,416</td>
<td>2,638</td>
<td>67</td>
<td>3%</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>57%</td>
<td>$19,140</td>
<td>CDS 2018-2019</td>
</tr>
<tr>
<td>Luther C.</td>
<td>$57,885</td>
<td>1,961</td>
<td>176</td>
<td>9%</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>99%</td>
<td>$35,874</td>
<td>CDS 2018-2019</td>
</tr>
<tr>
<td>Lycoming C.</td>
<td>$57,743</td>
<td>1,132</td>
<td>65</td>
<td>6%</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>98%</td>
<td>$24,047</td>
<td>CDS 2018-2019</td>
</tr>
<tr>
<td>Lynn U.</td>
<td>$57,743</td>
<td>2,048</td>
<td>384</td>
<td>19%</td>
<td>x</td>
<td>x</td>
<td>x</td>
<td>58%</td>
<td>$23,959</td>
<td>CDS 2018-2019</td>
</tr>
</tbody>
</table>

Source: http://personalcollegeadmissions.com
## Primary Source of Funding for International Students in the U.S.

<table>
<thead>
<tr>
<th>International Funding Sources</th>
<th>U.S. Funding Sources</th>
<th>Other Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>65%</td>
<td>35%</td>
<td>&lt;1%</td>
</tr>
</tbody>
</table>

Open Doors is conducted by the Institute of International Education with the support of the Bureau of Educational and Cultural Affairs of the U.S. Department of State. Online at: [www.iie.org/opendoors](https://www.iie.org/opendoors)

Financial Aid Opportunities after Enrollment in US

Sara Riggs-Straughn
Georgia Institute of Technology
Creative Ways to Pay: Supplementing Cost of Attendance

Payment Options and Loans

Outside Scholarships

Departmental Awards

*Emergency Funds

Pathway Programs
Creative Ways to Pay: Supplementing Cost of Attendance

- Internship
- Study Abroad
- Co-Op
- On Campus Job
- Research
Outcomes and Return on Investment

https://www.payscale.com/college-roi
Financial Aid in Canada

Susan Praseuth
Simon Fraser University
## CANADIAN UNIVERSITIES SURVEYED

<table>
<thead>
<tr>
<th>UNIVERSITY</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Simon Fraser University</td>
<td>West Coast</td>
</tr>
<tr>
<td>University of British Columbia</td>
<td>West Coast</td>
</tr>
<tr>
<td>University of Alberta</td>
<td>West - Alberta</td>
</tr>
<tr>
<td>University of Manitoba</td>
<td>East - Manitoba</td>
</tr>
<tr>
<td>University of Waterloo</td>
<td>East - Ontario</td>
</tr>
<tr>
<td>University of Toronto</td>
<td>East - Ontario</td>
</tr>
<tr>
<td>Bishop’s University</td>
<td>East - Quebec</td>
</tr>
<tr>
<td>Concordia University</td>
<td>East - Quebec</td>
</tr>
<tr>
<td>McGill University</td>
<td>East - Quebec</td>
</tr>
<tr>
<td>St. Thomas University</td>
<td>East Coast</td>
</tr>
</tbody>
</table>

*Surveyed conducted October 2019, applicable for the 2020/2021 academic year*
ADMISSION REQUIREMENTS

ACADEMIC PERFORMANCE
THE MOST IMPORTANT FACTOR, ESPECIALLY RECENT RESULTS

SUPPLEMENTARY INFO MAY BE REQUIRED
(IE. PERSONAL PROFILE, VIDEO INTERVIEW, PORTFOLIO)

RECOMMENDATION LETTERS, ESSAYS
TYPICALLY NOT REQUIRED
COST FOR ONE YEAR
CANADIAN UNIVERSITY AVERAGE* – 2020

$ 20,000 USD + $ 16,000 USD = $ 36,000 USD TOTAL
TUITION*     COST OF LIVING**

2020/2021 Bachelor of Arts degree for an international student:

<table>
<thead>
<tr>
<th></th>
<th>CAD $15,000 – 20,000</th>
<th>CAD $20,000 – 30,000</th>
<th>CAD $30,000 – 40,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD</td>
<td>$11,250 – $15,000</td>
<td>$15,000 – $22,500</td>
<td>$22,500 – $30,000</td>
</tr>
<tr>
<td>Canadian universities surveyed:</td>
<td>40 %</td>
<td>30 %</td>
<td>30 %</td>
</tr>
</tbody>
</table>

*TUITION VARIATES SIGNIFICANTLY BY UNIVERSITY AND PROGRAM
** COST OF LIVING VARIATES SIGNIFICANTLY BY CITY AND PROVINCE
AWARDS & SCHOLARSHIPS

MERIT-BASED AWARDS
GENERALLY AVAILABLE

NEED-BASED AWARDS
VARIABLES BY INSTITUTION

ATHLETIC AWARDS
GENERALLY AVAILABLE

MOST CANADIAN UNIVERSITIES ACCEPT FAFSA STUDENT LOANS – BUT NOT PELL GRANTS. CANADIAN STUDENTS CAN APPLY FOR STUDENT LOANS FROM THEIR HOME PROVINCE.
Is there an application required for international student merit based awards?

<table>
<thead>
<tr>
<th></th>
<th>YES</th>
<th>NO – automatic consideration</th>
<th>Some Yes Some No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canadian Universities Surveyed:</td>
<td>20 % $2,500CDN to full int’l tuition</td>
<td>40 % $1,000 to $20,000CDN</td>
<td>40 % $3,000CDN to full int’l tuition</td>
</tr>
</tbody>
</table>

Does your institution offer need-based awards to international students?

<table>
<thead>
<tr>
<th></th>
<th>YES</th>
<th>NO</th>
<th>ONLY AFTER ENROLMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canadian Universities Surveyed:</td>
<td>40 % $1,000CDN to full need for 4 years</td>
<td>50 %</td>
<td>10 % Varies depending on need</td>
</tr>
</tbody>
</table>

Does your institution offer athletics awards?

<table>
<thead>
<tr>
<th></th>
<th>Most Canadian Universities</th>
<th>SFU</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canadian Universities Surveyed:</td>
<td>• Limited scholarships</td>
<td>• NCAA Division II</td>
</tr>
<tr>
<td></td>
<td>• Offered at the discretion of the coach</td>
<td>• Partial to full scholarships available for both domestic and international athletes</td>
</tr>
<tr>
<td></td>
<td>• USport Regulations: Maximum dollar amount cannot exceed cost of domestic tuition and fees</td>
<td></td>
</tr>
</tbody>
</table>
Financial-Aid Opportunities after Enrolment in Canada

Kaylee Moore
St. Thomas University
FINANCIAL-AID OPPORTUNITIES AFTER ENROLMENT

- Work on- and off-campus
  - 20 hours/week while courses are in session
  - 40 hours/week during scheduled breaks
- Co-op and internships (work permit required)
- In-program scholarships, awards, prizes
- Emergency non-academic bursaries

Source: www.cic.gc.ca
RESPONSIBILITIES ONCE IN CANADA

- FAFSA completion
- Budget calculator or worksheets
- Financial-Aid Advisors, International Offices
- Employment Services
- Career Counseling
- Info Sessions - career, immigration
OPPORTUNITIES FOR GRADUATES TO STAY AND WORK IN CANADA

● Post-Graduate Work Permit (PGWP)
● Study and Stay™
● Pathways to immigration
  ○ Express Entry
  ○ Provincial Nominee Program (PNP)
  ○ Atlantic Pilot Program
  ○ Rural and Northern Immigration Pilot
Need-based Financial Aid

Robyn Stewart
Bright Horizons College Coach
Poll Question #3

Can international students receive need-based financial aid?

1. No
2. Yes
3. It depends
Determining Eligibility

- Is Need-based Aid Offered?
- Run Net Price Calculator (or not)
- Financial Literacy Tools
  - COA/COL Calculator
- Potential Loan Resources
College Finance Terms

• Institutional Methodology
• Full Demonstrated Need
• Need-blind / Need-aware
• Eligible Non-Citizen
The Forms

- CSS Profile
- International Student Financial Aid Application
- FAFSA (US Citizens and Permanent Residents)

Consider “appealable” circumstances
Choosing best (financial) fit

Mark Salisbury, Ph. D.
Tuition Fit
As a necessary prologue . . .

What do I mean by “fit”?

*Intellectual* - Can you be challenged?

*Social* - Can you be supported?

*Financial* - Can cost limit post-grad options?

*Vocational* - Can you find direction & purpose?
How do colleges construct aid packages?

Price is dictated by academic merit and financial need

Colleges and Universities are businesses focused on the bottom line
Understand the Link between Prestige & Price

❖ As ranking goes down, merit aid goes up
➢ Highly selective schools get many strong students
➢ Less selective schools want more strong students

❖ Larger financial aid packages will come from institutions that are willing to pay to attract high ability students
How to find the biggest bang for your buck?

Start with lower ranked schools (e.g. 75-125 in US News)

❖ Check the school’s website for:
   ➢ Strategic plan that aims to increase international student enrollment
   ➢ Financial aid awards specifically for international students
   ➢ Student support services focused on international student needs
Resources, Links and More

- [http://personalcollegeadmissions.com](http://personalcollegeadmissions.com)
- Open Doors Report 2018
- [https://international.collegeboard.org/financial-aid-international-students](https://international.collegeboard.org/financial-aid-international-students)
- [www.blog.getintocollege.com](www.blog.getintocollege.com)
- Getting In: A College Coach Conversation (podcast):
- [https://bigfuture.collegeboard.org/pay-for-college/tools-calculators](https://bigfuture.collegeboard.org/pay-for-college/tools-calculators) (EFC Calculator)
- [https://www.mpowerfinancing.com/](https://www.mpowerfinancing.com/) (private lender)
- [https://prodigyfinance.com/](https://prodigyfinance.com/) (private lender - law/business)
- [https://www.stilt.com/](https://www.stilt.com/) (private lender)
- [https://cssprofile.collegeboard.org/international-applicants](https://cssprofile.collegeboard.org/international-applicants) (tutorial on how to complete the CSS PROFILE)
- [https://studentaid.ed.gov/sa/fafsa](https://studentaid.ed.gov/sa/fafsa) (FAFSA and eligible foreign universities/colleges)
## Thank you and Questions!

<table>
<thead>
<tr>
<th>Name</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daniel Marschner, Ph. D.</td>
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