

# FINANCIAL LITERACY LItitative Lititative

#FinancialLiteracyRivCo #RCOE



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# **Virtual Meeting Tips**

This meeting is being recorded so that others may listen to it at a later time.

Please use the chat feature to ask your questions. We will remain on to answer all of your questions.

\*\*Every effort has been made to ensure the security of this webinar from "Zoom bombers" but in the event that we experience that, please stay calm and we will resume as soon as the technical difficulties have been resolved.\*\*





Ventrice Shanklin

Director, Asst. Region Head- Pacific West



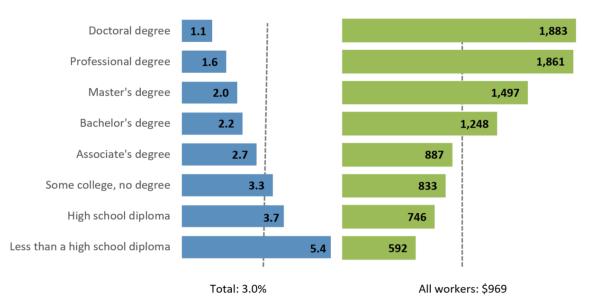


# What you're going to learn in this session:

- Ways to save for college
- Selecting a school and determining cost
- Calculating financial need with the FAFSA
- Deciphering a financial aid offer
- Finding and applying for scholarships and grants
- Exploring federal student loan options
- How to fund the remaining gap
- Free tools and resources

#### Unemployment rates and earnings by educational attainment, 2019

#### Unemployment rate (%) Median usual weekly earnings (\$)



Note: Data are for persons age 25 and over. Earnings are for full-time wage and salary workers. Source: U.S. Bureau of Labor Statistics, Current Population Survey.



## Sallie Mae's 1-2-3 approach to saving for college

#### 1. Open a savings account

- Set up and designate a savings account as your college fund
- Deposit gifts from friends and family
- Sign up for free services that let you earn cash back to save for college

#### 2. Set a goal and regularly contribute money

- You may want to consider opening a savings account that helps you set and track your progress toward a goal, like college
- Automatic deposits make saving easy and help your college fund grow

### 3. Explore tax-advantaged options

• Such as 529 college savings plans and prepaid college tuition plans

# Selecting a school

# Cost is a top factor when choosing a college



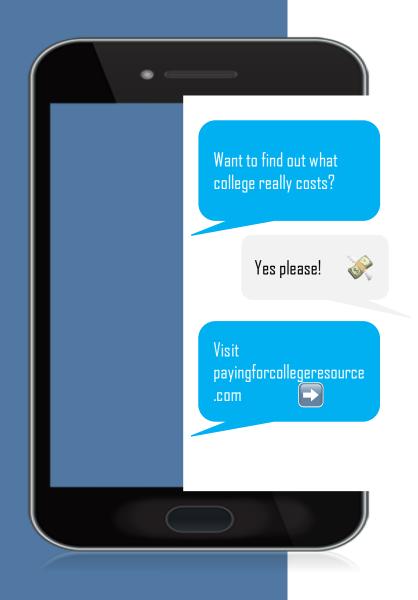
77% of families said they eliminated a school based on cost at some point.



Students were more likely to eliminate schools due to cost than parents by 20%.



When it comes to the final decision about which school the student will attend, financial and academic considerations carry equal weight (38% financial and 36% academics).



# Generally, there are two types of college costs: direct and indirect

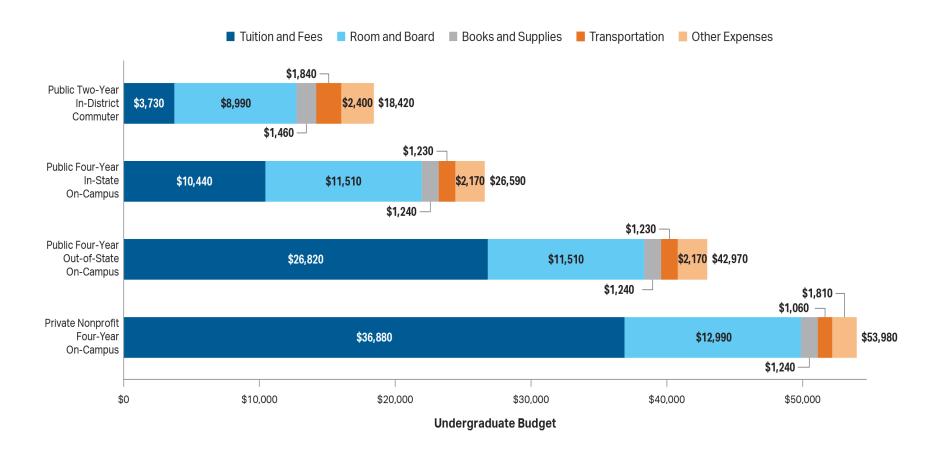
**Direct costs** are assessed by the school but can vary a bit from student to student. **Indirect costs** are those that you can influence based on choices you make.

#### Direct costs

- Tuition
- Fees (health center, student activity, special campus fees, etc.)
- Housing and meal plans

#### Indirect costs

- Books and supplies
- Equipment (art fees, athletics, computers, etc.)
- Transportation (travel to and from school)
- Personal living expenses
- Housing and meal plans



Source: College Boards Trends in College Pricing 2019; includes tuition and fees, room and board, and personal expenses

# **Key definitions**



# Factors to consider when selecting a school

Picking the school that you're most likely to attend for the entirety of the degree will help in the long run. By doing so, you can avoid the hassle and expense of transferring and possibly losing credits in the process.



- Direct and indirect costs
- Research scholarships and grants



- Admissions requirements
- Curriculum/degree/ major
- Retention/graduation rates



- Size (small rural campus or city life)
- Facilities
- Campus life, athletics

## Finding the right school

#### Make the most of your decision

- Don't choose a school just because of its reputation and price tag. Make sure the right education is being offered for the right price.
- COA is a huge factor for many families and can also be the deciding factor once financial aid offers are received.
- Don't assume that a more expensive school will have the highest out of pocket cost.
- Financial aid offers must be factored into the college choice decision. Many state schools, which can appear to be less expensive than private schools, have limited funding to offer students.
- More expensive private schools often have private grants that can make your cost equal to or perhaps even less expensive than a state institution.

# A virtual college visit is the perfect opportunity to learn about the campus, curriculum, and lifestyle!



#### 'Tour' from any device

Using 360-degree photos, interactive maps, and virtual reality, you can take a stroll around campus and see the dorms and classrooms.



#### **Check out Instagram**

The school's Instagram account will give you more of an authentic feel for the campus, student base, and overall vibe.

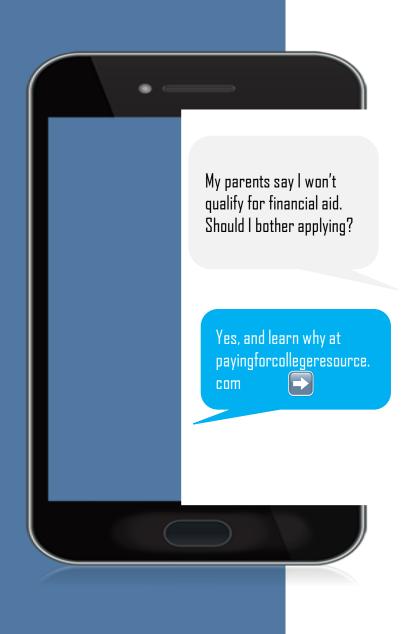


#### Join an online community

Checkout the school's Facebook or Redditt pages. They may have specific groups dedicated to students where you can join discussions or ask questions.



# Calculating financial need with the FAFSA®



# The main factor in determining financial need is the Free Application for Federal Student Aid (FAFSA)

- The FAFSA is used to determine eligibility for all federal student financial aid programs. It is also the official form for applying for most state and school aid.
- The FAFSA application is available October 1 of each year. Much of the information required on the FAFSA comes from your tax return. Families completing the FAFSA for AY 21-22 can use their 2019 tax return.
- The FAFSA is comprehensive and may take an hour to complete. You can complete the form online at fafsa.gov or via the mobile app, myStudentAid.
- Some aid is first-come, first-served—so apply as soon as you can. Deadlines vary by state. Make sure you know what yours is.

# Filing the FAFSA

What students need to know

#### When to apply

FAFSA (Free Application for Federal Student Aid) applications can be filed starting October 1 each year.

Remember: Financial aid deadlines aren't the same as college admission deadlines. The FAFSA must be filed every year a student is in school.

#### What do you need?

If you're a dependent student, you'll need this information for you and your parents

- Social Security number
- Alien Registration number (if you aren't a U.S. citizen)
- Federal income tax return, W-2s, and other records of money earned; you may be able to transfer your federal tax return information into your FAFSA using the IRS Data Retrieval Tool.
- ✓ Bank statements and investment records (if applicable)
- Records of untaxed income (if applicable)
- An FSA ID so you can sign the form electronically

#### Why FAFSA matters

The FAFSA gives families and students access not just to federal loans, but also state aid, if it's available. Many colleges offer their own aid too, although it's usually limited. Students should check **fafsa.ed.gov** for their state's deadlines and their colleges' websites for those deadlines.

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# For more information, visit **salliemae.com/collegeplanning**Submit the FAFSA at **fafsa.ed.gov**

# Submission time frames and tax information\*

College academic year
Fall 2020 - Spring 2021

Submit your FAFSA beginning
October 1, 2019 through June 30, 2021
Use your tax info from 2018

College academic year

Fall 2021 – Spring 2022

Submit your FAFSA beginning
October 1, 2020 through June 30, 2022

Use your tax info from 2019

College academic year
Fall 2022 – Spring 2023

Submit your FAFSA beginning
October 1, 2021 through June 30, 2023

Use your tax info from 2020



<sup>\*</sup>Source: https://studentaid.ed.gov/sa/fafsa. FAFSA application submission time frames and required tax information are projected based on information provided in the September 14, 2015 IFAP FAFSA filling date change announcement (also referenced as the Dear Colleague letter). Please check StudentAid Ed.Gov/Sa/FAFSA prior to each academic year for the most up-to-date FAFSA information. Satilie Mae, the Saltie Mae Logo and other Satilie Mae names and togos are service marks or registered service marks of Saltie Mae Bank. All other names and logos used are the trademarks or service marks of their respective owners. SLM Corporation and its subsidiaries, including Saltie Mae Bank, are not sponsored by or agencies of the United States of America. © 2020 Saltie Mae Bank. All rights reserved. MKT14778A 0120

# Gather all the information you'll need to fill out the FAFSA



- ✓ Your driver's license and social security number.
- ✓ You may need your parents' Social Security numbers and birthdates
- ✓ Your family's latest federal income tax returns
- ✓ W-7 forms
- ✓ Rank statements
- ✓ Information on your family's investments

#### How America Pays for College insight:

Fewer families are filing the FAFSA, which means they could be missing out on thousands of dollars in financial aid.

Just 71% filed for AY 2019-20—a decrease from 83% two years ago.

Source: Sallie Mae and Ipsos, How America Pays for College 2020

## What happens after you apply for the FAFSA?

- Within three to five days of submitting the FAFSA online, the student will receive a Student Aid Report (SAR).
- 2. The SAR will list your Expected Family Contribution, or EFC. It's important to review the SAR carefully for errors. If you find an error, you can update and resubmit the SAR for processing.
- 3. Institutions listed on your FAFSA will receive copies of the SAR.
- 4. After receiving your EFC, colleges at which you have been accepted present you with a financial aid offer. This could be a paper or an electronic letter.
- 5. It will outline the total cost of attendance and any aid that the school is offering to the family.
- 6. When financial aid offers arrive, it helps to compare the offerings of each school of interest. Be sure to look at both the total amount of aid received, and the types of aid offered. This could be very helpful when trying to choose between schools.
- 7. Try a spreadsheet. Give each school a column. Plug in COA, then subtract your financial aid, including any free money you don't have to pay back like scholarships and grants.

This information was gathered on 8/26/19 from https://studentaid.ed.gov/sa/fafsa/next-steps/accept-aid

# **Example**



# **California Dream Act Application**

#### **Undocumented/Dreamer Students**

The California Dream Act Application allows students interested in attending eligible California Colleges, Universities and Career Education Programs to apply for state financial aid. This application is unrelated to the federal Deferred Action for Childhood Arrivals (DACA) program.

#### **California Nonresident Tuition Exemption**

California Nonresident Tuition Exemption Education Code § 68130.5, as amended, commonly known as AB 540 California Nonresident Tuition Exemption allows certain students from paying nonresident tuition (higher than resident tuition) and allows them to apply for different types of California Dream Act financial aid.

#### Financial Aid for Dreamers

- Cal Grant, Chafee Grant, Middle Class Scholarship
- University of California Grants, State University Grants
- California Community College (CCC) California Promise Grant
- EOP/EOPS
- Some University scholarships
- Some private scholarships administered by campuses

Application deadline for all Dreamer Cal Grants and most of the other aid listed above is March 2.

# Understanding financial aid offers

# **Types of Financial Aid**

Grants

Scholarships

Work Study

Loans

#### Grants

- Grants, which do not require repayment, are typically awarded annually based on information provided on the FAFSA. Eligibility for grants usually requires certain levels of financial need.
- Grants are offered by numerous sources, such as federal and state governments, colleges, and independent organizations.
- Institutional Grants: Many colleges and universities will offer institutional grants. They are limited and awarded on a first come first served basis.
- Cal Grants: Grants for California residents who attend college in California. Cal Grants have an application deadline of March 2 each year.
- Federal grant program examples:
  - Federal Pell Grant
  - Federal Supplemental Educational Opportunity Grant (FSEOG)

## What is the Federal Work-Study Program?

The Federal Work-Study (FWS) Program provides part-time jobs for students with financial need and is granted to students as part of their financial aid offer.

- Jobs arranged through the school participating in the Federal Work-Study Program
- On or off campus
- Pays at least minimum wage
- Limited hours
- May be tied to academic interests or major
- Often there are a wide variety of work-study jobs on each campus
- Students receive a paycheck for their work, FWS is not deducted from the student bill

# Finding and applying for scholarships and grants

## What are grants?

- Grants, which do not require repayment, are typically awarded annually based on information provided on the FAFSA.
- Grants are offered by numerous sources, such as federal and state governments, colleges, and independent organizations.
- Federal grant programs:
  - Federal Pell Grant\*
    - The Pell Grants are need based.
    - Awards up to \$6,495 for 2021-22 and awarded to all who qualify.
  - Federal Supplemental Educational Opportunity Grant (FSEOG)\*
    - FSEOG are for students with exceptional financial need.
    - Awards from \$100-\$4,000 and on a first come, first served basis.

<sup>&#</sup>x27;Sources: https://studentaid.ed.gov/sa/types/grants-scholarships/pell and and https://studentaid.ed.gov/sa/types/grants-scholarships/fseog

# **Damian** Studying political science and philosophy

## **Scholarships**

Scholarships are typically merit-based and awarded for a variety of reasons including:

- Academic achievement
- ✓ Financial need
- ✓ Community involvement
- ✓ Organizational membership
- ✓ Sports
- ✓ Talent or skill
- ✓ Leadership/school activities
- ✓ Ethnicity
- ✓ Religious affiliation
- ✓ Parent affiliation with work, club, or activity

Scholarships, which do not require repayment, are typically awarded on an annual basis. While the federal and state governments award some scholarships, the majority of funds are awarded by the institution in which students enroll and by private organizations.



## **Scholarship resources**

#### There are many resources for scholarships:

- Local or community-based scholarships
- Federal and state agencies
- College-specific scholarships offered by the colleges your students are interested in attending
- Religious organizations
- Employers
- Libraries
- Private organizations or major companies
- Online search engines that aggregate scholarship offerings and allow users to be matched to scholarships based on a personal profile

## Tips for scholarship application success

- Be organized
- Be honest
- Follow instructions
- Include strong recommendations
- Create a lasting impression with your personal essay
- Remember that neatness, spelling, and grammar counts•– Start your essay early and allow plenty of writing proofread!
- Ask family and friends for feedback
- Meet deadlines

- Spreadsheets and online calendars can bring order to the application process
- Document your accomplishments so you have the list handy when working on applications
- Allow enough time for a recommendation to be written and thank the reviewer
  - time

Exploring federal student loan options

## Federal loan programs - undergraduates

Federal Direct Subsidized and Unsubsidized Loans are low-interest loans for students enrolled in college at least half-time.

#### Direct Subsidized Loans

- Available to eligible undergraduate students with demonstrated financial need
- Interest is paid by the federal government while the student is in school at least half-time and during their six-month grace period

#### Direct Unsubsidized Loans

- Available to undergraduate and graduate students
- Students are not required to show financial need
- Payments are not required while the student is in school and during their six-month grace period, but interest does accrue

34

Source: https://studentaid.ed.gov

# Federal Direct Subsidized and Unsubsidized loan program details -undergraduates

- Interest rate is fixed at 2.75% for loans disbursed 7/1/2020-6/30/2021
- Fee is 1.057% for loans disbursed 10/1/2020-9/30/2021
- Military members may be eligible for special interest benefits on federal loans
- Payments begin six months after leaving school, graduating, or dropping to less than half-time enrollment
- Flexible repayment options with terms of up to 10-25 years
- Various deferment and loan forgiveness options are available.

Borrowing Limits for Dependent Students	
First Year	<b>\$5,500</b> (\$3,500 subsidized; \$2,00 unsubsidized)
Second Year	<b>\$6,500</b> (\$4,500 subsidized; \$2,000 unsubsidized)
Third and final years	<b>\$7,500</b> (\$5,500 subsidized; \$2,000 unsubsidized)

35

Limits are higher for independent students

## Federal Direct PLUS Loan for Parents

Federal Direct PLUS Loan for Parents allows the parents of an undergraduate student to borrow funds to cover the remainder of what a student owes after financial aid is applied.

- Students must be enrolled at least half-time.
- Generally, is paid back over a 10-year period
- Maximum loan amount is the cost of attendance (determined by the school) minus any other financial aid received
- Federal Parent PLUS Loans are not eligible for income-based repayment
- Interest rate is fixed at 5.30% for loans first disbursed on or after 7/1/20 through 6/30/21
- Fee is 4.228% for loans disbursed 10/1/20 through 9/30/21

Source: https://studentaid.ed.gov

36

# How to fund the remaining balance

#### Private education loans for students

Private education loans can help cover the remaining college costs. When using private loans, we encourage borrowers to pay a little now to save a lot later. Making small payments while still in school can result in savings on a student's total loan cost.

The following loan information <u>may vary depending on the lender</u>.

Private education loans for students

- Offer a variety of in-school repayment options
- Cosigners may help increase the chance of approval and may help you get a better rate
- Many lenders offer a cosigner release option after meeting certain requirements
- Students can choose from fixed and variable interest rates

#### **Private student loans**

- The student is the primary borrower on a private student loan
- May help a student build credit especially if scheduled to make payments while in school
- Generally, cover up to 100% of the school certified cost of attendance minus other aid received
- Most lenders offer zero origination/disbursement fees
- Many lenders offer a cosigner release option after meeting certain requirements
- Some lenders offer the option to defer payments while student is in school (interest accrues during this time and is added to the loan's principal amount when the deferment period ends interest capitalization)
- Terms and costs vary widely between lenders

#### **Private education loans for parents**

Private parent education loans can also help cover the remaining college costs. Unlike the federal PLUS loan, which is limited to the parents or guardians of a dependent undergraduate, these loans may be available to any qualified person that wants to borrow a loan to help a student go to college.

The following loan information <u>may vary depending on the lender</u>.

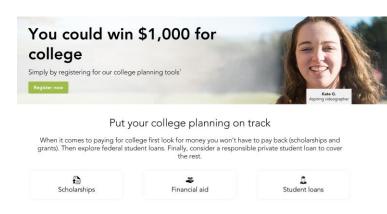
- May be used for both undergraduate and graduate students who are enrolled, accepted for enrollment, or previously enrolled at an eligible institution
- Typically, available to U.S. citizens or U.S. permanent residents
- Repayment terms vary from 5 years up to 25 years
- Most lenders offer zero origination/disbursement fees
- Offer a variety of repayment options to choose from
- Annual loan limits can be up to the cost of education less other aid

Tip:
Research loans from
various lenders to find what
works best for you. Terms
and conditions vary widely
between lenders.

### Free tools and resources

#### Sallie Mae's free college planning resources

#### Salliemae.com/collegeplanning



#### Paying for College Resource

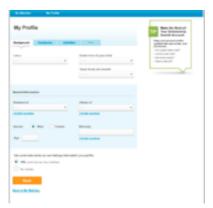
Payingforcollegeresource.com

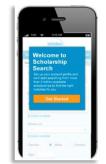


#### **College Planning Calculator**



#### Scholarship Search





#### Additional College Planning Tools

Future Savings Calculator College Cost Calculator Accrued Interest Calculator Student Loan Payment Amount Estimator

#### salliemae.com/collegeplanning

#### College planning tools

Use these tools and calculators to help you plan and pay for college

#### Look for free money with scholarships

Search more than 5 million available scholarships worth up to \$24 billion.

Scholarship Search

#### Estimate the cost of unpaid interest

See how unpaid interest on your student loans can grow, and the impact of paying interest as you go.

Accrued Interest Calculator

#### Create a personalized college financial plan

Build your plan to save and pay for higher education with step-by-step instructions in this college planning tool.

College Planning Calculator<sup>SM</sup>

#### Estimate future college costs

Use our award-winning calculator to estimate the cost of college, either currently or when your student will be attending in the future.

College Cost Calculator

#### Estimate your student loan payments

Figure out how much your monthly payments might be after you graduate from college.

Student Loan Payment Amount Estimator

#### See how much you can save

Calculate your potential college savings based on your contributions and the number of years until school.

**Future Savings Calculator** 

#### Stay on top of college planning dates

Find out about important dates and deadlines as you research and apply for colleges.

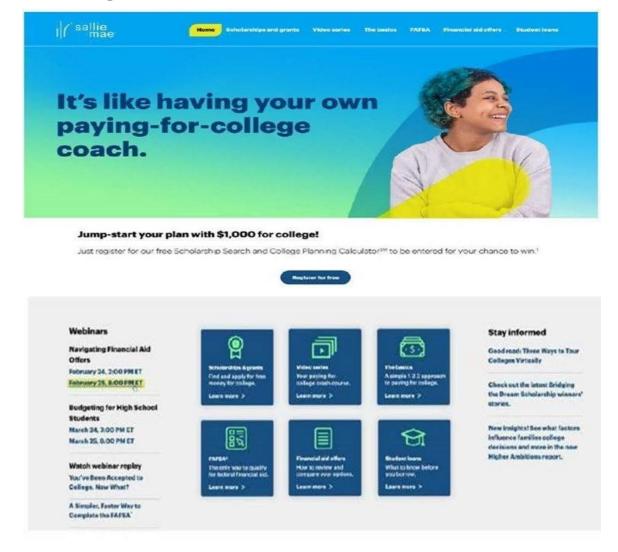
Download the Countdown to College Checklist PDF

#### Create a budget for yourself

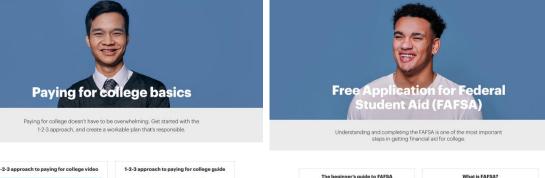
Use our worksheet to easily track your spending and compare it to your budget goal.

Download the My Monthly Budget Worksheet PDF

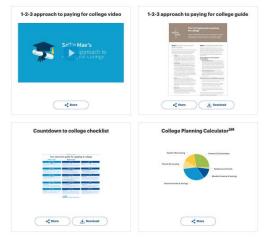
#### Sallie Mae's Paying for College Resource

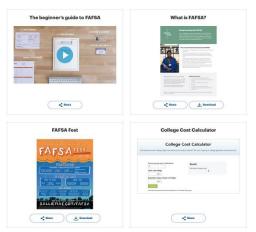


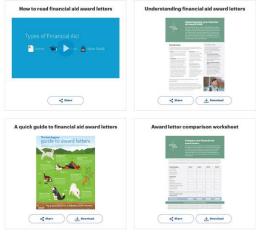
































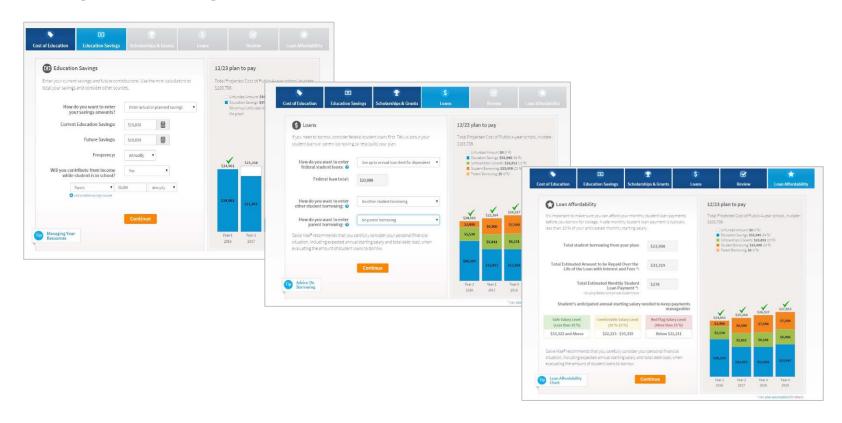






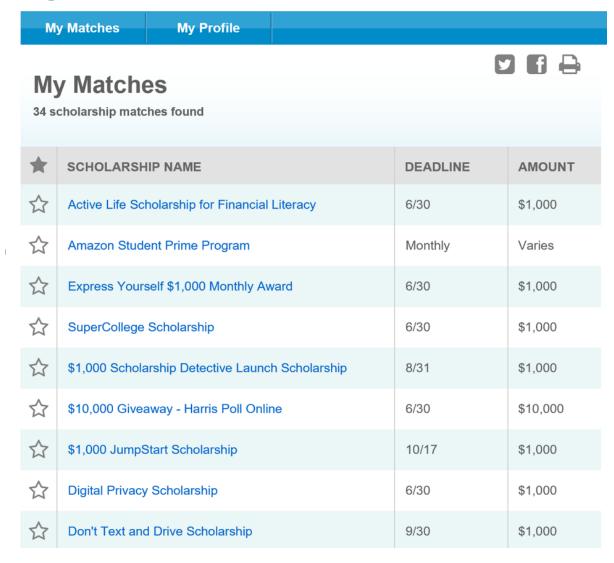


#### Sallie Mae's College Planning Calculator<sup>SM</sup>



Pay Module: For those who are 2 years or less away from starting college

#### Sallie Mae's Scholarship Search



#### **Scholarship resources**

#### Examples of free search engines

 Sallie Mae<sup>®</sup> Scholarship Search provides free access to more than 6 million scholarships worth up to \$30 billion

SallieMae.com/ScholarshipSearch

- Fastweb features over 1.5 million scholarships worth up to \$3.4 billion Fastweb.com/college-scholarships
- Big Future by the College Board offers scholarships, other financial aid and internships from more than 2,200 programs, totaling nearly \$6 billion

bigfuture.collegeboard.org/scholarship-search

## • Questions?



www.salliemae.com/scholarships

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#### **Disclosures**

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# Sallie Mae: Financial Literacy Educational Resources

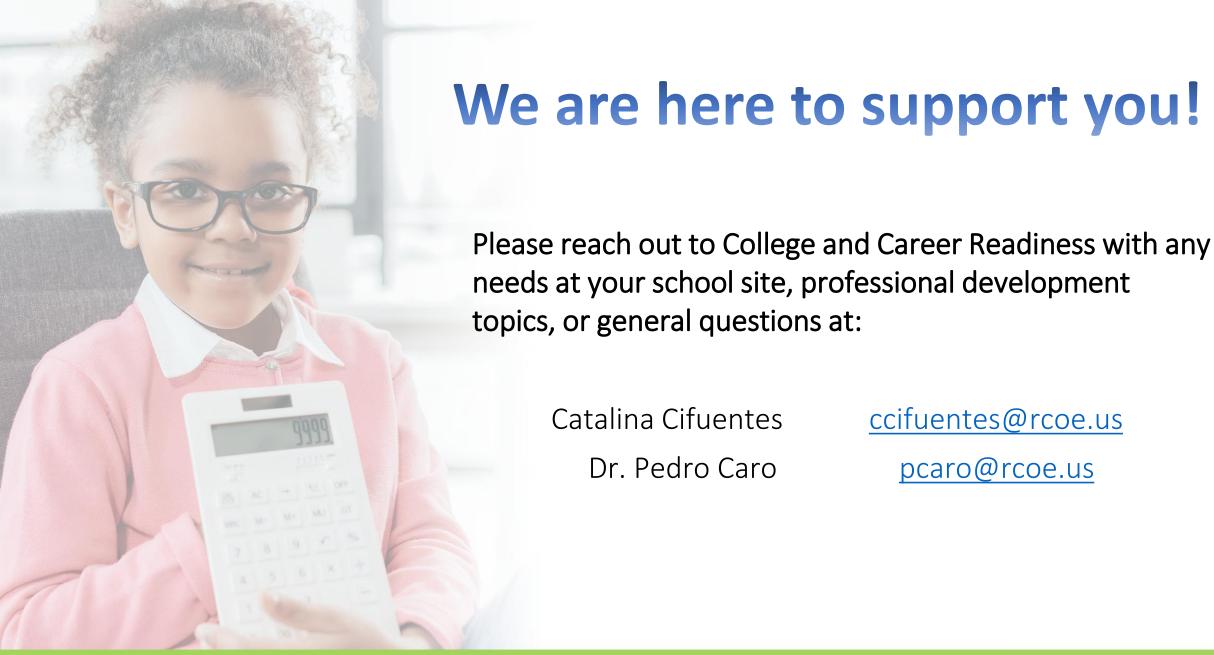
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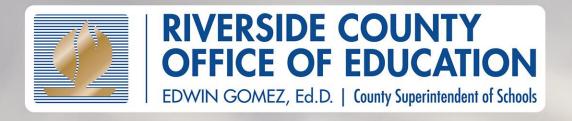
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