October 28 and November 4, 2019 Minnetonka High School

Looking for Scholarships

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A Consumer Approach to College Choice

Integrating:

Program

Location

Values/Mission

Cost

What is the cost component to a "Consumer Approach?"

• Investment Value Cost: Benefit (ROI)

Affordability
 Present Resources

Manageability Future Resources

Setting the Scene

Two kinds of aid

Merit based

- From schools
- From non-school resources

Need based

- From schools
- From Federal/state resources

Merit-based scholarships

Based on

- Academic achievement
- Talent (music, theater)
- Service
- Athletics
- Other wonderfulness

Offered by

- Colleges/universities
- Other organizations

Companies

Congregations

Civic organizations

Merit-based scholarships

College/University

- Check admissions for instructions and deadlines
- Could require special essay or audition

Other sources

- Deadlines vary
- Probably require special application

Busting the Myths

Environmental Scan

- "Economic downturn" (2007-2010) flattened household incomes; devalued family wealth; constrained federal/state higher education support.
- Education price increases have outpaced CPI; purchasing power of aid dollars has decreased; demand for aid resources has increased.
- For families: a shift from price-aware to value-based assessments of colleges to consider
- This consumer approach to college selection necessitates new knowledge base and revised paradigms.

Goodbye to:

- The traditional "reach school is best school" notion.
- Admission first, finance discussion later.
- Loans
- State school as cheapest
- Saving for college = financial aid penalty

Hello to:

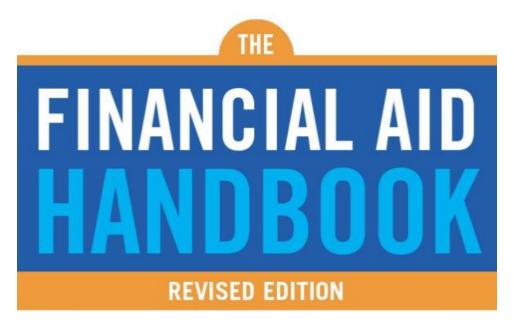
- Increasing price gaps
- An imperfect methodology to determine "need"
- A new, different ROI calculus.
- A tipping point for educational borrowing.
 Aggregate debt exceeds \$1 trillion -- Americans now owe more on student loans than on credit cards.

Building a New Model

A New Tool Belt

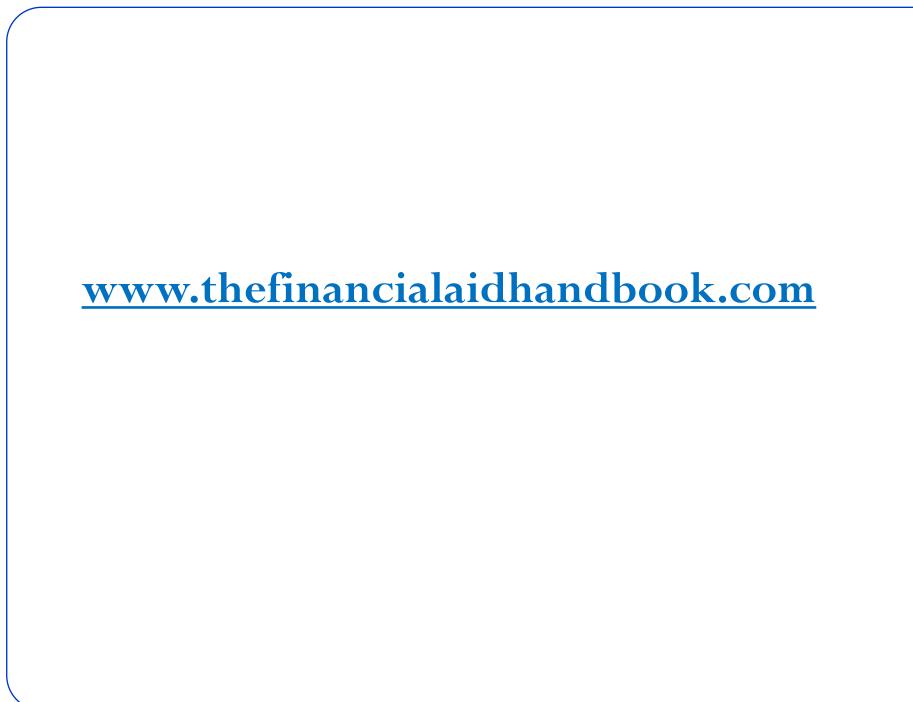
- The real "Expected Family Contribution" is a product of institutional packaging and discounting practice---not FAFSA output.
- A consumer approach to college is a process requiring comparison shopping of price, product, and previous customer experiences but rooted in student happiness and success. It is "metrics meet emotions."
- Genuine interest in value-added analysis: "Is college worth it?" "What will be the return on our investment?"

By Two College Admission Officers With More Than 80 Years Experience



Getting the Education You Want for the Price You Can Afford





Let's do some looking!

Sample student search: Sam L Skipper

• https://student.naviance.com/minnetonka

In the Colleges tab, look for the Scholarships section

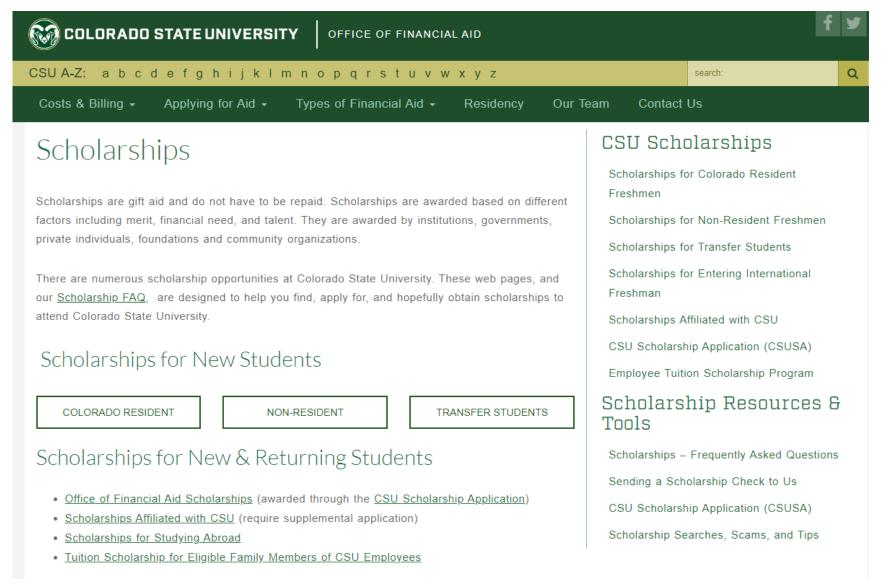
https://nces.ed.gov/collegenavigator

Look to the financial aid and scholarships section of a sample college (see the next four slides)

- www.finaid.org
- www.collegecost.ed.gov
- https://bigfuture.collegeboard.org/scholarship-search
- Seniors watch for the Minnetonka HS Local Scholarships application, which will be available in February.

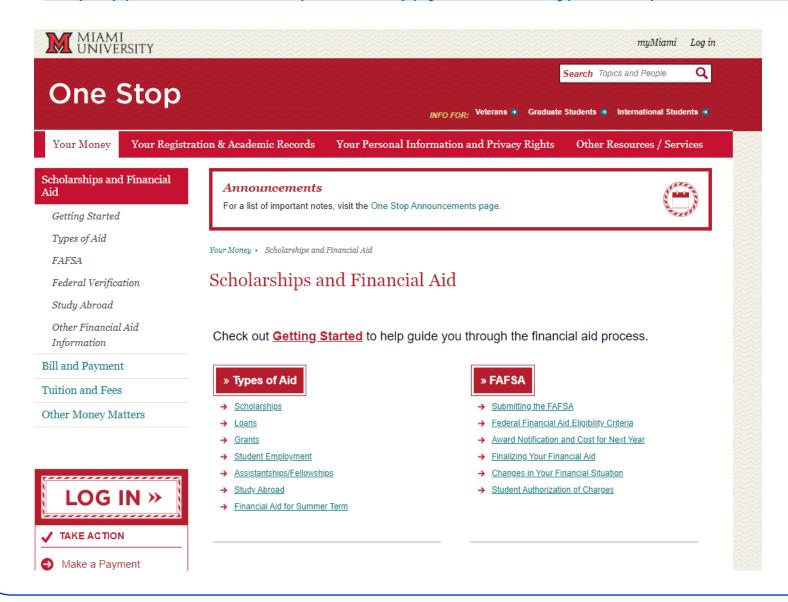
Colorado State University

https://financialaid.colostate.edu/scholarships/



Miami University

https://miamioh.edu/onestop/your-money/finaid/index.html



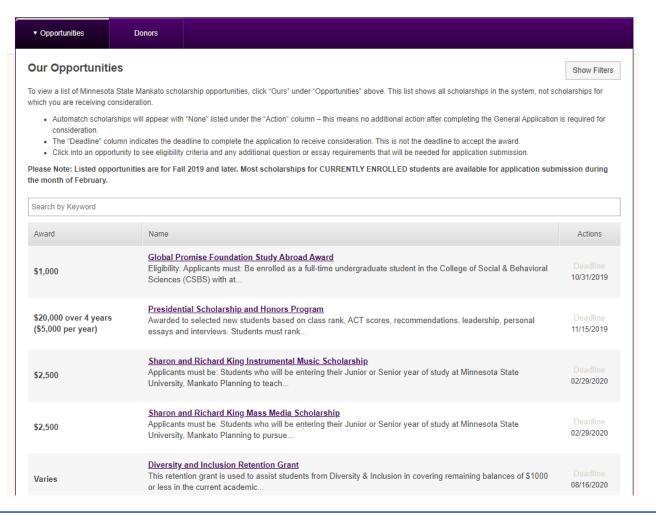
Minnesota State University Mankato

https://mnsu.academicworks.com/

MINNESOTA STATE UNIVERSITY MANKATO



Scholarship Finder



University of Nebraska - Lincoln

https://admissions.unl.edu/cost/#scholarships

UNIVERSITY of NEBRASKA-LINCOLN

Log In



Q



UNDERGRADUATE OFFICE OF ADMISSIONS

Why Nebraska

Visit Nebraska

Apply & Deposit

Cost & Aid

Contact Us

Specialized Info

Scholarships



We know you can bring innovation and creativity to Nebraska, so we want to help you make it happen by rewarding you for what you've already accomplished.

Select all that apply or View all scholarships

First-Year Transfer In-State

Out-Of-State Leadership Diversity

Commonapp.org



EXPLORE

PLAN

APPLY

Counselors and recommenders ▼ Members ▼

Log in

Scholar Snapp application

Scholar Snapp is a free technology developed by the Michael & Susan Dell Foundation. Through a special integration with Common App, Scholar Snapp allows students to apply to several scholarships by reusing application information. This is a free service that any student applying to college can use.

Where do we go from here?

Parents

- File the FAFSA to determine the EFC
- If necessary, file the CSS Profile

Students

- Research scholarship opportunities at your colleges
- Do the scholarship search on Naviance Student

Where do we go from here?

Parents

• Have "the talk" about college costs and often -- in the college search process

Students

 Set a goal for each week to research (and affordability early – and apply for) a scholarship. Can you do 4 a month?

Questions?

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