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Smart Solutions

Your December graduates are probably busy on their résumés. Offer them tips on formulating and polishing the “face” that comes with a résumé — the cover letter. TG's *Adventures In Education* offers guidance on how to [write a strong cover letter](#) that grabs a prospective employer's attention.

Industry Update

ED publishes final rules for program integrity

On October 29, 2010, the Department of Education (ED) issued [final regulations](#) on a group of topics known as “Program Integrity Issues.” The final rules include a number of changes to the proposed rules published in a [Notice of Proposed Rulemaking](#) (NPRM) on June 18, 2010. The final rules reflect ED's judgment as to

the best approach to take on the issues, based on negotiated rulemaking discussions and many public comments.

The final rules affect public, nonprofit, and for-profit schools in a number of significant ways. It is important for all schools to carefully review the rules to determine if changes need to be made to institutional policies, procedures, and systems. Most rules will become effective July 1, 2011.

To help schools understand and prepare to implement these rules, *Shoptalk* will issue a special edition on Thursday of this week. Among other things, that edition will provide a high-level summary of each topic and note significant changes to the proposed rules published on June 18, 2010. Watch for the *Shoptalk* special edition in your e-mail inbox on November 4.

TG webinars

Additionally, on November 18 - 19, 2010, TG will offer a two-part webinar on final rules. Each webinar is scheduled for one hour at 10 a.m.–11 a.m. and then 3 p.m.–4 p.m. Central Time. Part 1 will be offered on November 18, and Part 2 will follow on November 19.

To register for the TG's final rules webinars [Part 1](#) and [Part 2](#), visit *TG Online*.

TG Report

TG promotes free resource for college planning to Laredo Hispanic community

In collaboration with Generation TX, TG has launched a multimedia campaign promoting the [Texas Financial Aid Information Center](#) (TFAIC), a toll-free call center that helps answer questions about planning and paying for college. The campaign — "This call could help change your family's future" — encourages Hispanic parents to call TFAIC for help with the Texas college admissions process and for applying for federal and state student financial aid.

In addition to the television, radio, and Web components of the promotion, campaign organizers are distributing paycheck stuffers and posters to Laredo-area businesses in an effort to reach more Hispanic parents.

"Our campaign highlights the efforts TG and education and business leaders are making to provide support for college-bound students," said Sue McMillin, president and CEO of TG. "This is especially important for those who are the first in their families to go to college or come from low-income backgrounds, who need additional assistance in pursuing their higher education dreams."

Laredo Community College president Dr. Juan Maldonado agreed. "For the poor, there is no greater social and economic equalizer than a good education," he said. "The work of Generation TX and TG will go a long way in helping students and parents get the information and resources needed to make their educational aspirations a reality."

Created in 1999, TFAIC is a collaborative effort between the Texas Higher Education Coordinating Board (THECB) and TG. The phone number is (888) 311-8881. TFAIC representatives offer assistance in English and Spanish and provide help with understanding the Texas college admissions process and student financial aid options and eligibility.

"As Chair of the Senate Higher Education Committee, I am delighted to support this collaborative effort to ensure all Texas families have access to relevant, timely information regarding financial aid," said Senator Judith Zaffirini, D-Laredo. "Calling the Texas Financial Aid Information Center literally could change your family's future. Esta llamada podría cambiar el futuro de su familia."

About Generation TX

[Generation TX](#), an initiative of the THECB, promotes a college-going culture in Texas public schools and works to help prepare students for a postsecondary education. The Generation TX website guides students through the application processes for admission and student financial aid, and supports Texas' college and career readiness standards.

To learn more

For more information about the TFAIC campaign, or to use the video or radio public service announcement, please contact TG senior communications specialist Kristina Tirloni at (800) 252-9743, or send an e-mail message to kristina.tirloni@tgslc.org.

Sharpen your regulatory IQ with TG sessions at upcoming CASFAA Annual Conference

Several months after the July 1 industry shift, two issues continue to occupy many financial aid officers —regulatory changes and office management on a reduced budget. To help with both subjects, TG offers workshops at the upcoming California Association of Student Financial Aid Administrators (CASFAA) Annual Conference to be held in San Diego, December 12-14. Drop in on TG's sessions and find out more about the latest regulatory requirements. You'll also come away with tips on maintaining office performance in a time of change. Here's a summary of TG's three presentations.

- **Show what you know** — Learn more about some of the most recent changes in federal student aid policy, regulations, and law in this interactive session

modeled on a game format. Questions on a variety of student aid issues are presented on a screen. Attendees "click" or choose answers using remote control devices and then learn the answer in real time. The experience is entertaining and leaves attendees with valuable, practical information.

- **Embracing change** — Find out how to assess and understand responses to change in the financial aid work environment. Learn skills to work effectively with peers, students, and families, and take actions to ensure a positive outcome from change. Embracing and not avoiding change is a great way to promote excellence at your higher education institution.
- **Ducks in a row** — Improve your organizational skills and learn a streamlining formula that will make your work more efficient. This session also offers advice on how to maintain a better work/life balance. You and your students will benefit when you focus on what matters most.

Find out more

To learn more about TG's industry training, contact your account executive at (800) 252-9743, or send an e-mail message to relationship.management@tgsic.org.

Offer your December graduates repayment support with TG's IBR calculator

Before they leave campus, make sure your December graduates understand their repayment options, including Income-Based Repayment (IBR), a repayment plan designed to help borrowers having difficulty meeting their loan payments because of a high ratio of debt to income.

More than a year after its implementation, IBR remains an important option for borrowers in need. TG provides a simple calculator tool for helping to determine whether a borrower qualifies for IBR, and then estimating a monthly payment based on factors that include income, total federal student loan debt, and family size.

TG's calculator incorporates the latest regulatory changes to IBR, which took effect July 1, 2010. The new rules expand the definition of partial financial hardship and specify that IBR eligibility is calculated based on the greater of either:

- The amount owed on the eligible loans when the borrower initially entered repayment; or
- The amount owed when the borrower selected the IBR plan.

In accordance with federal regulations, TG's IBR calculator uses the larger outstanding balance to determine if the borrower is eligible for the IBR plan.

Given the new rules, the IBR calculator also takes into account a married couple's total federal student loan debt, as well as their total income, to calculate a monthly payment.

To learn more

Visit *Adventures In Education* to use [TG's IBR calculator](#).

TG Financial Literacy Program workshop helps students focus on key money management skill — distinguishing needs from wants

Students often come to college assuming they know the difference between needs and wants the way they know any particular skill, like riding a bike or reading a book. But once they get to campus and begin living on a budget, differentiating needs from wants doesn't always seem that clear-cut. Particular desires may take on the aspect of needs given the priority these desires have for others. For example, a spring break in Cancun may suddenly turn into an essential expense given that all a student's friends and peers are headed there.

A session of the TG Financial Literacy Program, "Needs and Wants: Prioritizing What Counts," helps students distinguish between fundamental necessities and desires or preferences. In particular, the workshop considers how needs can turn into wants and vice versa, given context and changes across time. The objective is to help students set spending priorities for immediate need and for long-term goals.

By the end of this presentation, students should understand:

- What social factors can affect our perception of needs and wants;
- How long-term priorities can change needs to wants; and
- How to compute opportunity costs.

TG can present this training to students directly or train school staff to present the session.

About the TG Financial Literacy Program

TG has released an expanded and enhanced financial literacy program, comprised of ten 15-minute presentations with accompanying activities, workbook, and speaker's script. These modules cover a range of topics, such as solving debt problems, building a spending plan, setting financial goals, and understanding employee benefits.

Illustrations, content, and format for each module are tailored to appeal to students from high school through college. The entire TG Financial Literacy Program places a

special emphasis on teaching by interaction and example, the better to gain and keep attention on such important topics as budgeting and saving. The modules can be mixed and matched in different combinations, and also have associated games or activities — each of which takes an additional 15-20 minutes to play. Session participants will receive workbooks which contain glossaries, FAQs, suggested resources for further study, and guided note-taking for capturing key concepts.

To request training

Browse a list of [TG Financial Literacy Program modules](#) and request a [Train-the-Trainer session](#) or session for a TG financial literacy consultant to train students directly.

Policy Resources

Latest IFAP postings

For the convenience of the financial aid community, ED assembles Title IV federal student aid guidance, resources, and information on its [Information for Financial Aid Professionals](#) (IFAP) website. Recent postings, listed by topic, include the following, presented alphabetically by category.

Common Origination and Disbursement (COD)

- [2010-10-29](#) — COD Processing Update
- [2010-10-22](#) — COD Processing Update
- [2010-10-20](#) — COD Computer-Based Training Now Available

EDE Technical Reference

- [2010-10-25](#) — 2011-2012 EDE Technical Reference
- [2010-10-25](#) — 2010-2011 EDE Technical Reference (October 2010 Update)

ED training

- [2010-10-29](#) — Foreign School Direct Loan Training (Webinar recording)
- [2010-10-28](#) — Default Prevention and Federal Student Loan Servicing Overview (Live Internet Webinar)
- [2010-10-26](#) — Direct Loan Reconciliation (Webinar recording)

Federal Register

- [2010-11-01](#) — Final; Foreign Institutions

- [2010-10-29](#) — Program Integrity Issues; Final Rule
- [2010-10-29](#) — Correction; Gainful Employment
- [2010-10-29](#) — Program Integrity: Gainful Employment -- New Programs
- [2010-10-26](#) — Federal TRIO Program

ISIR Guide

- [2010-10-28](#) — 2011-2012 ISIR Guide
- [2010-10-25](#) — 2010-2011 ISIR Guide (October 2010 Update)

Loan Servicing Information

- [2010-10-19](#) — Reducing Amount of FFEL Purchased Loans

SAR Comment Codes and Text

- [2010-10-27](#) — 2011-2012 SAR Comment Codes and Text Guide
- [2010-10-25](#) — 2010-2011 SAR Comment Codes and Text Guide (October 2010 Update)

For more information

For questions about these notices, contact TG customer assistance at (800) 845-6267, or send an e-mail message to cust.assist@tgslc.org.

News Briefs

As smartphone applications multiply, so do the number of ways that college recruiters can reach prospective students. Many colleges now offer mobile apps for tracking admissions applications or connecting with admissions counselors. Others spotlight the college experience, offering local weather updates and virtual campus tours. According to many college administrators, the virtual campus tour is by far one of the more popular apps, supplying the next best thing to being on campus. The New Jersey Institute of Technology provides an interesting variation on the tour — a podcast of 25 videos, each no longer than 90 seconds, that profile campus buildings and landmarks. Learn more about the [growing use of virtual tools in college admissions](#).



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