



College Aid Pro™

# OUR MISSION

TO [END THE STUDENT LOAN CRISIS](#) BY  
EMPOWERING FAMILIES TO [SHOP SMARTER FOR COLLEGE](#)

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## Your Presenters!

**Peg Keough**  
Director of Education

**Matt Carpenter**  
CRO

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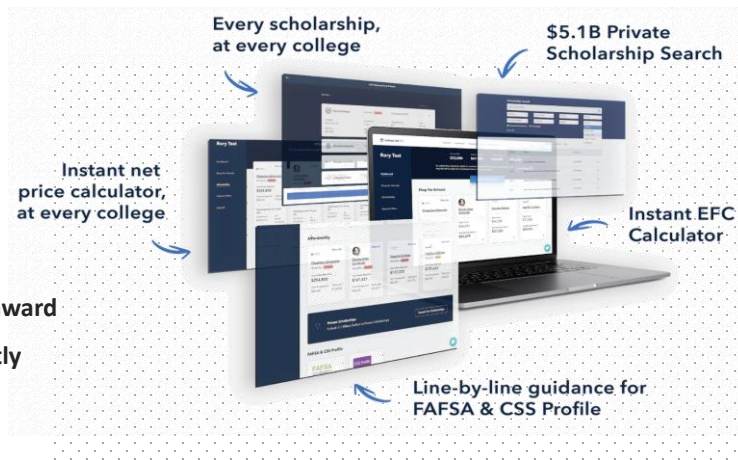
## WHERE DO WE START?

○ .....

1. Determine if you got a fair award
2. Interpret your offers correctly

Website:

[mycap.collegeaidpro.com](http://mycap.collegeaidpro.com)



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## UNDERSTANDING YOUR OFFER

○ .....

### 1. Grants

- Tend to be need-based: Expected Family Contribution matters
- Institutional Awards
- Pell Awards: Federal program for lower-income candidates

### 2. Scholarships

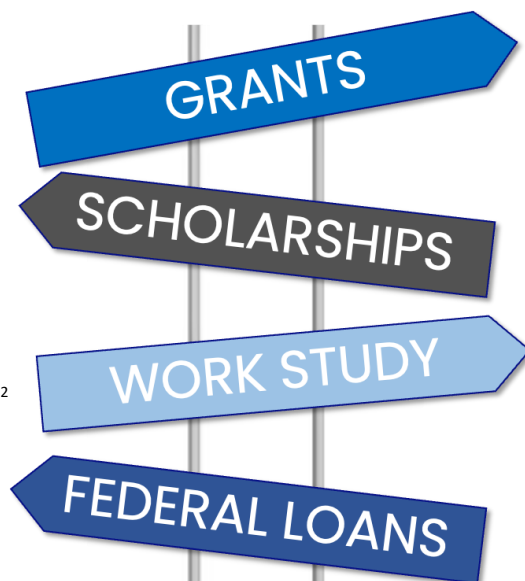
- Mostly merit-based on certain qualities, like academics or athletics
- Many scholarships have rules and obligations (ex: maintain GPA)

### 3. Work Study

- Opportunity to work at university

### 4. Student / Parent Loans

- Backed by the government
- Direct Federal Loan (Stafford Loan) – 2 forms
- Parent Plus Loan



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UC Davis Financial Aid Office Official Award Notice

based upon the information provided on your FAFSA or Dream Act Application, and any additional documents submitted including outside resources. Federal, state and university funds are limited and subject to availability at the time they are offered. The amounts and types of aid are subject to change or cancellation without prior notice.

**Estimated Cost of Attendance for**

Tuition & Fees	\$14,046.00
Books & Supplies	\$1,601.00
Room & Board and Personal Expenses	\$16,399.00
Transportation	\$629.00
Nonresident Supplemental Tuition	\$26,682.00
Other	\$150.00
<b>Total Estimated Cost of Attendance for</b>	<b>\$59,507.00</b>

**Contributions**

Student Self-Help	\$3,133.00
Expected Family Contribution (EFC)	\$33,143.00
<b>Total Contributions</b>	<b>\$36,276.00</b>

**Financial Need** **\$23,231.00**

**Estimated Financial Aid**

Fed Direct Parent PLUS Loan	\$50,874.00
Fed Direct Subsidized Loan	\$3,500.00
Fed Direct Unsubsidized Loan	\$2,000.00
<b>Total Estimated Financial Aid</b>	<b>\$56,374.00</b>

**Remaining Cost** **\$0.00**

**Estimated Financial Aid by Term**

Award	Fall 2016	Winter 2017	Spring 2017	Total
Fed Direct Parent PLUS Loan	\$16,958.00	\$16,958.00	\$16,958.00	\$50,874.00
Fed Direct Subsidized Loan	\$1,167.00	\$1,167.00	\$1,166.00	\$3,500.00
Fed Direct Unsubsidized Loan	\$667.00	\$667.00	\$666.00	\$2,000.00
<b>Total</b>	<b>\$18,792.00</b>	<b>\$18,792.00</b>	<b>\$18,790.00</b>	<b>\$56,374.00</b>

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## 2020-2021 Financial Aid Offer

We are pleased to offer you the following financial assistance for the 2020-2021 academic year. The costs and financial aid in this letter assume you will live on campus and be enrolled in 12-18 credits per quarter. If this is not correct, please contact our office.

**Estimated Costs for the 2020-2021 Academic Year:** Your estimated total cost of attendance is \$72,662

Direct Cost (estimated charges billed by DU):		Estimated Indirect Costs (not billed by DU):	
Tuition	\$52,596	Books	\$1,000
Fees	\$1,179	Personal Expenses	\$1,440
Housing	\$8,949	Transportation Expenses	\$2,189
Meals	\$5,229	Average Loan Fees	\$80
<b>Total Direct Costs:</b>	<b>\$67,953</b>	<b>Total Indirect Costs:</b>	<b>\$4,709</b>

**Financial Aid Offered for the 2020-2021 Academic Year:**

	Fall 2020	Winter 2021	Spring 2021	Summer 2021	Total
<b>Grant, Scholarship and Waiver Eligibility:</b>					
Chancellor Scholarship	\$8,667	\$8,667	\$8,666		\$26,000
Residence Hall Grant	1,000	1,000	1,000		3,000
<b>Total Grants, Scholarships and Waivers:</b>	<b>\$9,667</b>	<b>\$9,667</b>	<b>\$9,666</b>		<b>\$29,000</b>
<b>Student Loan Eligibility:</b>					
Direct Subsidized Loan	\$129	\$129	\$130		\$388
Direct Unsubsidized Loan	1,704	1,704	1,704		5,112
<b>Total Loan Options:</b>	<b>\$1,833</b>	<b>\$1,833</b>	<b>\$1,834</b>		<b>\$5,500</b>
<b>Total All Aid:</b>	<b>\$11,500</b>	<b>\$11,500</b>	<b>\$11,500</b>		<b>\$34,500</b>

**Estimated Out-of-Pocket Direct Costs for the 2020-2021 Academic Year:**

Estimated Direct Costs Without Loans: (\$67,953 minus \$29,000):	\$38,953
Estimated Direct Costs with Loans (\$67,953 minus \$34,500):	\$33,453

Find options to help manage your out-of-pocket costs on our website at [www.du.edu/financialaid](http://www.du.edu/financialaid).

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Make sure you know if the gift aid is merit or need-based aid!



Below please find your **TENTATIVE** 2020-2021 financial aid offer.

Source	Fall	Spring	Total
Trustee Scholarship	\$7,500	\$7,500	\$15,000
Need-Based Oxy College Grant	\$2,253	\$2,252	\$4,505
Federal Work Study	\$1,550	\$1,550	\$3,100
<b>Occidental College Low Interest Loan</b>	<b>\$1,100</b>	<b>\$1,100</b>	<b>\$2,200</b>
Federal Subsidized Direct Loan	\$1,750	\$1,750	\$3,500
Federal Unsubsidized Direct Loan	\$1,000	\$1,000	\$2,000
<b>Total</b>	<b>\$15,153</b>	<b>\$15,152</b>	<b>\$30,305</b>

### Cost of Attendance 2020-2021

Direct Costs		Indirect Costs	
Tuition and fees	\$58,536	Books and supplies	\$1,240
Housing and meals	\$16,592	Misc./Personal	\$1,500
<b>Total Costs (direct plus indirect): \$78,168</b>			

### Grants and scholarships

<b>Total Grants and Scholarships</b>	\$19,505 /yr
Grants and scholarships from school	\$19,505
Federal Pell Grant	\$0
Cal Grant	\$0
Outside scholarships reported on CSS Profile	\$0

### Net Costs (Cost of attendance minus total grants and scholarships)

<b>Net Costs</b>	\$58,663 /yr
NOTE: This calculation does not include loan and work options. See below for an updated net cost.	

### Loan Options\*

Federal Direct Subsidized Loan	\$3,500
Federal Direct Unsubsidized Loan	\$2,000
Oxy Loan	\$2,200

\* Maximum level based on eligibility as determined by Financial Aid Office. See award letter for details on institutional loan type.

### Net Cost After Loans (Cost of attendance minus total grants and scholarships and loans)

	\$50,963
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### Work Options

Work Study (federal or institutional)	\$3,100
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### Other Options

Monthly and semester payment plans offered by Student Business Services Office

Parent PLUS Loans - your estimated eligibility is \$47,863

Non-federal private education loan

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## HOW DO WE KNOW IF WE RECEIVED A FAIR AWARD?



### CAP COST PROJECTIONS



### COA

### COST OF ATTENDANCE

"Sticker Price"



### EFC

### EXPECTED FAMILY CONTRIBUTION

What colleges think you can pay annually



### NEED

AMOUNT OF FINANCIAL AID THE FAMILY IS **POTENTIALLY** ELIGIBLE FOR

## SHOULD WE ALWAYS APPEAL?

Is It Ever A Waste Of Time?

### GOOD CANDIDATES FOR APPEAL

Private College

COVID Impact

Retirement Distribution

Divorced / Separated / Remarried

(Watch out for IM/FM Colleges!)

Business Owners

Better offer from competing college(s)

### BAD CANDIDATES FOR APPEAL

State / Public Colleges & Universities with no changes and no  
one-time distributions

## ASSESSING YOUR CHANCES



- ✓ Know where you fit in their admin profile
- ✓ Understand that public colleges are less likely to entertain an appeal
- ✓ Many colleges accommodate requests that they would have never considered 10 years ago
- ✓ Go to [College Aid Pro](#) to see how much non-need aid the school provides
- ✓ Compare your offer to their discount rate
  - If you are expected to pay less than their average family, your chances of success increase
- ✓ Must take action well [before May 1](#)



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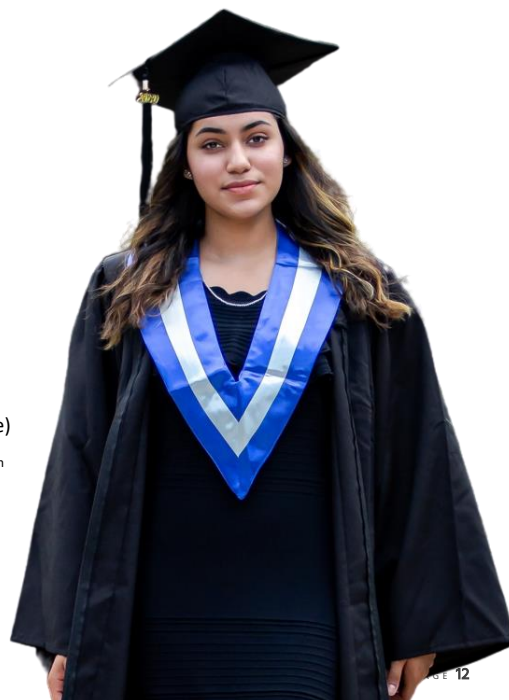
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## GUIDEPOSTS FOR YOUR SUCCESS



- ✓ Understand the implications and limitations of Early Decision
- ✓ Demonstrate your interest throughout
- ✓ Stay respectful no matter how frustrated you might become
- ✓ Nurture personal relationships with college professionals
- ✓ Complete every step the college recommends promptly
- ✓ Compare your offers, especially between "like" institutions
- ✓ Be prepared to show competing offers (hang onto ALL offers you receive)
- ✓ Compare 4-year and 6-year graduation rates to evaluate likelihood of 5<sup>th</sup> year
- ✓ Appeal to correct department: Admissions or Financial Aid?



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## HOW TO APPEAL FOR THE BEST POSSIBLE PACKAGE



Bring Color/Background  
To Your Story



Ask For Specific  
Amount Of Additional  
Aid



Show Awards Offered  
By Other Colleges



Challenge Expenses  
Not Considered On  
Taxes



Be Persistent!  
(Demonstrate Interest)



Student Lead The Charge



## BEFORE APPEAL



The Student Business Services Office will charge you for the direct costs of full-time tuition, fees, your selected meal plan, and housing. To assist you with planning, the estimated cost of attendance at Occidental College for the 2023-2024 academic year is listed below.

### Estimated Direct Costs

\$62,369 Tuition  
\$596 Fees  
\$18,245 On-Campus Housing & Food  
\$81,210 Total Direct Costs

### Estimated Indirect Costs

\$1,240 Allowance for Books & Supplies  
\$1,830 Allowance for Miscellaneous/Personal Expenses  
\$3,070 Estimated Indirect Costs

The estimated indirect costs outlined are estimates of other school-related expenses that you may incur throughout the academic year; your actual costs may vary.

Below please find your **2023-2024** financial aid offer.

Gift Aid = \$34,287

Source	Fall	Spring	Total
Occidental Honors Scholarship	\$6,250	\$6,250	\$12,500
Need-Based Oxy College Grant	\$10,893	\$10,894	\$21,787
Federal Work Study	\$1,925	\$1,925	\$3,850
Occidental College Low Interest Loan	\$1,100	\$1,100	\$2,200
Federal Subsidized Direct Loan	\$1,750	\$1,750	\$3,500
Federal Unsubsidized Direct Loan	\$1,000	\$1,000	\$2,000
	-----	-----	-----
Total	\$22,918	\$22,919	\$45,837



## AFTER APPEAL



January 5, 2023

Below please find your **REVISED 2023-2024** financial aid offer based on new information received by the Office of Financial Aid.

Before:  
Gift Aid = \$34,287

After:  
Gift Aid = \$62,043

**Increase of \$27,756**

Source	Fall	Spring	Total
Occidental Honors Scholarship	\$6,250	\$6,250	\$12,500
Need-Based Oxy College Grant	\$24,771	\$24,772	\$49,543
Federal Work Study	\$1,925	\$1,925	\$3,850
Occidental College Low Interest Loan	\$1,100	\$1,100	\$2,200
Federal Subsidized Direct Loan	\$1,750	\$1,750	\$3,500
Federal Unsubsidized Direct Loan	\$1,000	\$1,000	\$2,000
Total	\$36,796	\$36,797	\$73,593

The Student Business Services Office will charge you for the direct cost of full-time tuition, fees, your selected meal plan, and room. To assist you with planning, please note these *estimates* of the total cost of attendance at Occidental College for the 2022-2023 academic year.

#### Estimated Direct Costs

\$62,369 Tuition  
\$596 Fees  
\$18,245 On-Campus Housing & Food  
\$81,210 Total Direct Costs

#### Estimated Indirect Costs

\$1,240 Allowance for Books & Supplies  
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## NEXT STEPS

Keep The Ball Rolling

CREATE YOUR  
MyCAP ACCOUNT



Check Out Your Colleges

Upload Financial Aid Award Letters

Look at Awards Side-by-Side

FEELING GOOD, BUT WOULD  
LOVE SOME SUPPORT



Book an hour with  
one of our experts

CAP TAKE THE  
WHEEL



Talk with us about Wake Me  
When It's Over

Sign Up [Here](#) for a 1-on-1 Consultation "Valedictorian" with a College Planning Expert

AND get a Free One-Year Software Upgrade

Use Coupon Code **NS15** for 15% Off or \$500 off Wake Me When It's Over

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# College Aid Pro™

Check Us Out and Take Advantage of Our Free Resources:

Subscribe to our YouTube Channel

[https://www.youtube.com/channel/UCvi\\_51BRybgjJuFpmutLh3g](https://www.youtube.com/channel/UCvi_51BRybgjJuFpmutLh3g)

Join our Facebook Group:

<https://www.facebook.com/groups/collegeaidprospayingforcollegeandscholarships/>

Join our Office Hours:

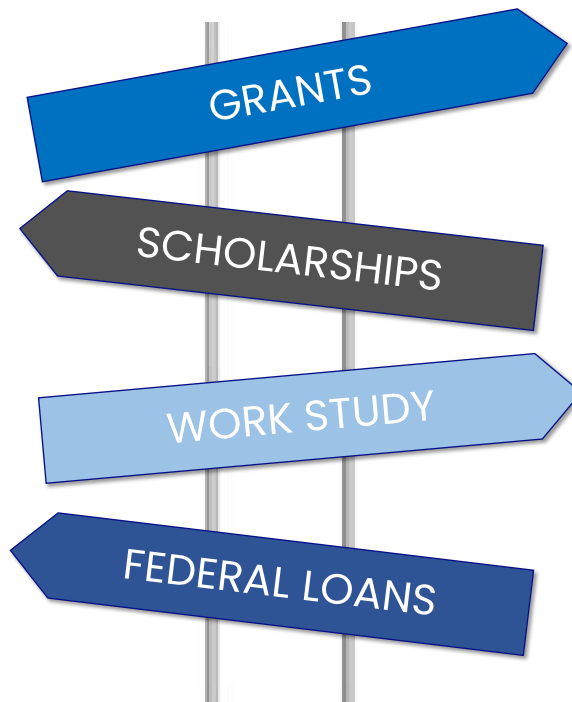
<https://collegeaidpro.com/officehours/>

[support@collegeaidpro.com](mailto:support@collegeaidpro.com)

<https://collegeaidpro.com>

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## APPENDIX



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## USE MULTIPLE COMMUNICATION CHANNELS TO NOTE YOUR STRONG INTEREST

○ .....

Dear Susan,

Greetings from Richmond. **Thank you for taking the time to speak with me yesterday. As before, XXXX College is Jonny's first choice!**

Per our discussion, I am writing to elaborate on why my 2020 Taxes and resulting FAFSA make my Expected Family Contribution higher than I can afford.

Please know that Macalester College offered my son a Wallace Distinguished Scholarship for \$22,000 a year, while Denison University offered him \$25,000 in grant aid. Again, we want – more than anything – for Jonathan to be able to attend XXXX College. We ask that you at least increase your offer by \$3,000 to match Macalester so that XXXX is a viable option for our family.

I've tried to provide everything possible to highlight our finances. Please let me know if you have any additional questions or requests. I would be happy to provide anything else to explain our financial position.

Respectfully,

## EXPLAIN YOUR EXTENUATING CIRCUMSTANCES LAST YEAR

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Matt Carpenter

## PROVIDE OFFERS FROM SIMILAR COLLEGES

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## AVOID BEING AS WELL AS SEEMING SECRETIVE

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