

February 27, 2019



**COHEAO's Higher Education Compliance Workshop:
Affordability, Payment Options & Funding Trends
Southern Methodist University**



April 10, 2019

- 7:30am – 8:00am **Breakfast**
- 8:00am– 8:15am **The President's Welcome**
Welcome to COHEAO's Compliance Workshop: Affordability, Payment Options & Funding Trends! COHEAO President Lori Hartung will deliver opening remarks to kick off the workshop.
- 8:15am – 9:15am **Session: Accounts Receivable Balance Trends**
How are schools addressing the growing unpaid tuition balances? It's a tough question that requires a careful balance of schools' financial requirements and students' individual situations. This panel of experts will share their experiences and offer creative resolutions.
- 9:15 am – 9:30 am **Break**
- 9:30am – 10:30am **Session: How to Handle Prior Term Balances**
Solutions for resolving prior term balances: a collaborative effort between Financial Aid and Student Account Offices to address receivables. Solutions can include offering prior-term loans and reviewing current term aid that is in excess of the actual or estimated charges.
- 10:30 am - 11:30 am **Session: Institutional Loan Program Development**
COHEAO Task Force members present the latest on developing and maintaining an institutional loan program on campus.
- 11:30 am - 12:30 pm **Luncheon with welcoming remarks from Southern Methodist University**

February 27, 2019

- 12:30 pm – 2:00 pm **Session: Trends in Tuition Payment Plans**
Colleges offer a number of payment options. Some colleges offer creative financing plans, such as prepayment of four years' tuition or monthly payments. A tuition payment plan may help students and their families better balance the cost of college. The presenters will share industry best practices and recommendations for meeting the needs of 21st century students.
- 2:00pm - 2:15pm **Break**
- 2:15pm – 3:15pm **Session: Best Practices in Higher Education Collections**
What does a success story in collections look and sound like on your campus? Loan and AR collections offices can play an integral role in retaining current students. Learn tips and tricks from collection agency experts along with the latest in compliance standards. This is a session for schools and agencies alike.
- 3:15pm - 3:30pm **Recap of the Day - Workshop Concludes**