

Trusted Advisors to the Financial Aid Community



You're the Director – Now What?

February 25, 2020

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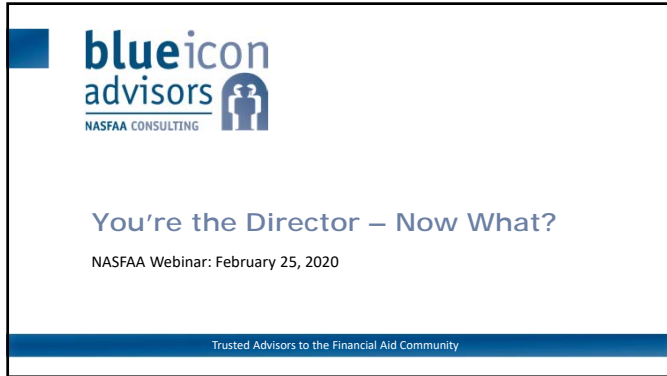
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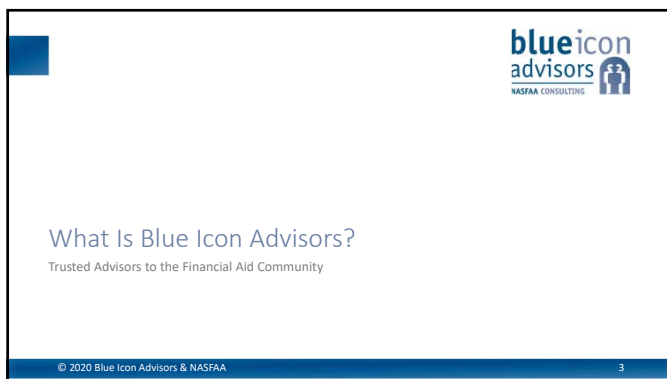
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Why Did NASFAA Launch Blue Icon?



- To provide valuable services schools want and need:
 - Consulting
 - Leadership support
 - Compliance services



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“Sometimes you need an outside, trusted advisor with specific expertise to help clarify an issue and create a path forward. Blue Icon offers that support.”

Justin Draeger, NASFAA President and CEO




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What Can Blue Icon Do?



- Policies and procedures upload, evaluation, and writing
- Compliance assessment
- Operations review
- Customized training
- Management/Leadership consultation
- Customer service evaluation
- Strategic planning facilitation
- Enrollment management
- Interim staffing assistance
- New aid director coaching
- Custom projects

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What Can Blue Icon Do?

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Introductions




Bethany Bowman
Director of Financial Aid
Lamar University



Marivel Ojeda
Director of Financial Assistance and Enrollment Operations
St. Mary's University



Carrie Short
Director of Financial Services
Lorain County Community College




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Introductions



Tony Erwin
Principal Consultant, Blue Icon Advisors, NASFAA Consulting



Tammy Harrison
Senior Consultant, Blue Icon Advisors, NASFAA Consulting





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Would you provide an overview of the group coaching model?

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Why did you sign up for group coaching with Blue Icon Advisors?

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What did you think about participating via video?

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What was your impression of the homework assignments?

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What hesitations did you have going into group coaching?

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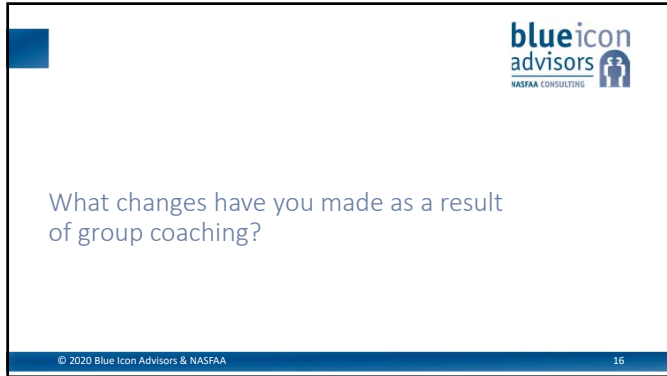
How did you balance time working with participating in the group coaching?

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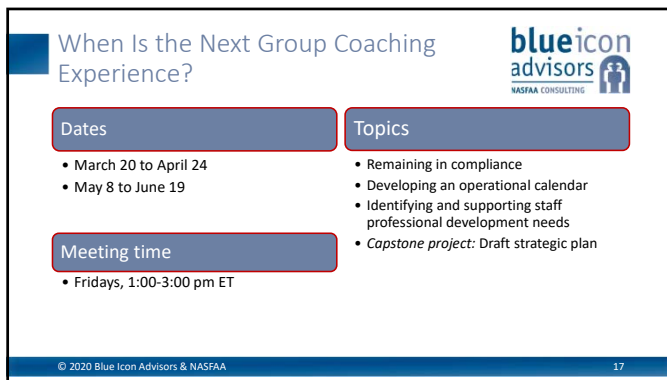
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What changes have you made as a result of group coaching?

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When Is the Next Group Coaching Experience?

Dates	Topics
<ul style="list-style-type: none"> March 20 to April 24 May 8 to June 19 	<ul style="list-style-type: none"> Remaining in compliance Developing an operational calendar Identifying and supporting staff professional development needs Capstone project: Draft strategic plan

Meeting time

- Fridays, 1:00-3:00 pm ET

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Register Online

New Director Group Coaching

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NOTES:

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

What's next?

Please join us for the 2019-20 NASFAA Webinar Series



NASFAA's [live webinars](#) bring you the latest information, hot off the press, and allow you to actively engage with NASFAA staff and featured presenters from government, partner organizations, and fellow aid administrators.

[On Demand Webinars](#) are recordings of previously broadcasted events. The recordings are available for purchase and viewing at your convenience.

All webinars begin at 2:00 pm ET, unless otherwise noted, and last 60 to 90 minutes. Archives are usually available after the webinar for purchase; these archives are also free to webinar package purchasers.

Webinar Schedule for 2019-20 - See You Online!

Topic	Air Date
Professional Judgment & Need Analysis: Like Peanut Butter & Jelly	08/01/2019
Most Popular AskRegs Questions: Untaxed Income	09/11/2019
FAFSA: 2020-21	10/02/2019
Updating FAFSA Data: When and Why	10/23/2019
Verification 2020-21	11/19/2019
What the Pell Am I Supposed to Do With These Enrollment Status Changes?	12/11/2019
Policy Update*	12/17/2019
Verification 2020-21: Follow-Up Webinar	01/22/2020
Financial Literacy	02/12/2020
Enrollment Management for Financial Aid Administrators	03/11/2020
Grad/Professional School Townhall*	03/25/2020
Satisfactory Academic Progress: Basics & Beyond	04/22/2020
Return of Title IV Funds Spotlight: Advanced Concepts	05/13/2020
Policy Update*	05/19/2020
Hot Topic TBD	06/03/2020

* Complimentary for all Members. All other webinars are offered at the following rates: Site License: \$120 members/\$240 non-members/no charge for [webinar package](#) purchasers or Value Plus Members.

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