

# College Funding Strategy Agenda

Client:

Date:

---

## Learn more about student

- Tell us about your student(s) (This is the time to brag!): accomplishments, extra curriculars, where your family is in the process, considered schools, GPA, test scores, etc.
- Merit aid

## Your vision

- How do you feel about your current plans for covering the costs of your education goals? Do you understand the costs of college?
  - Would you like a walkthrough of the FAFSA process?
- What loan amount are you comfortable with taking on?
- How do you feel about your student(s) taking on debt?
  - How do interest rates and loan options differ between government and private parties? Subsidized versus unsubsidized loans?
- Have you addressed the long-term impact of taking on college debt?
- What payment strategy(s), other than borrowing, are you leaning toward (e.g., 529 savings plans, Coverdell ESA, UGMA/UTMAs, bank account, 401(k), brokerage, grandparents) – and why?
- What would you like to have happen? How confident do you feel about being on track?

## Check-in on your situation

- What is your understanding of how financial aid works (e.g., need versus merit based, FAFSA versus CSS Profile)?
  - Income, assets and liabilities\*
- What is your understanding of the features and benefits of education savings vehicles (e.g., tax benefits, account control / transfers, qualifying expenses, contributions, limitations such as income)? How have you considered them?
- How would you prioritize your education goals as they relate to your other goals (e.g., retirement, major purchase)?

## Summary of your vision and goals

- Your ideal college funding scenario
- Goal prioritization; document what's most important to you

**Financial aid considerations\***

	Elite Private College	Flagship In-State
<b>A) Cost of Attendance</b>	<b>\$79,320</b>	<b>\$34,284</b>
<b>B) Expected Family Contribution</b>	\$14,000	\$14,000
<b>C) Family Need (A-B)</b>	\$65,320	\$20,284
<b>D) Average % of Need Met by College</b>	100%	60%
<b>E) Average Anticipated Size of Aid Package (C-D)</b>	\$65,320	\$12,170
<b>F) Average Percentage of Need Aid That is Gift Aid</b>	97%	79%
<b>G) Average Gift Aid in Dollars (E*F)</b>	<b>\$63,437</b>	<b>\$9,614</b>
<b>H) What the Family Either Pays Out of Pocket or Borrows (A-G)</b>	<b>\$15,883</b>	<b>\$24,670</b>

**What's next**

- Decide the best way to work together, including fees
- Next meeting(s) and topics to cover

**Client next steps:**

---



---



---

**Advisor/staff next steps:**

---



---



---