

**SASFAA Management Institute
October 7-9, 2015**

Wednesday, October 7th

2:30pm – 3:00pm

Participant check-in

3:00pm – 3:30pm

Welcome
SASFAA Management Institute Committee

3:30pm – 4:15pm

Compliance Challenges
David Bartnicki
Federal Student Aid

Description:

Staying in compliance is becoming more challenging. Our friendly fed will give some insight into the most common compliance issues seen at the federal level.

4:15pm – 5:00pm

Compliance Challenges Group Discussion & Brainstorming
Management Institute Staff Facilitation with David Bartnicki

Description:

You heard the big compliance issues on the federal level. Now, what do you do about them? This time block will provide the group with an opportunity to discuss the issues and brainstorm ways to avoid falling victim to being out of compliance.

5:00pm – 5:30pm

Meet & Greet

5:30pm - ?

Dinner on your own

Thursday, October 8th

David Bartnicki will be available during the day for questions and/or participation in the sessions

8:00am – 9:00am

Breakfast in the hotel

9:00am – 10:00am

Enrollment Management - The Appropriate Role of the Financial Aid Office
Michael J. Bennett - Associate Vice President, Financial Assistance Services
St. Petersburg College

Billie Jo Hamilton - Assistant Vice President, Enrollment Planning & Management
Director, University Scholarships & Financial Aid Services
University of South Florida

Joseph C. Miller - Dean of Enrollment Management
LaGrange College

David D. Page - Vice President for Enrollment Management
Dillard University

Description:

What does Enrollment Management actually mean? How is the Financial Aid Office viewed on campus as it relates to this topic? What can financial aid staff do to take a more proactive role in enrollment management on their campus? This session will explore these topics and more.

- 10:00am – 10:30am** **Enrollment Management Discussion & Brainstorming**
Management Institute Staff Facilitation
- Description:
This is an opportunity for follow up discussion, brainstorming, and an opportunity to learn from your peers in follow up to the prior session.
- 10:30am - 10:45am** **Break**
- 10:45am – 12:15pm** **Student Retention and Student Success Initiatives in the Financial Aid Office Discussion & Brainstorming**
Management Institute Staff Facilitation
- Description:
Retention and Student Success are big issues on our campuses. The financial aid office plays a role in both of these areas, but the exact role we play may look very different depending on the type of institution and student body. During this session you will be presented with some question to explore with your peers, with the goal of identifying ways your office can have a positively impact on your campuses.
- 12:15pm – 1:45pm** **Lunch in Hotel**
- 1:45pm – 2:45pm** **Advocate Leadership: True Leadership Cannot Exist Without Embracing an “Advocacy” Mindset**
Justin Draeger
NASFAA President & CEO
- Description:
Join NASFAA President Justin Draeger in a discussion about the many ways managers can be true advocates. This session will also focus on the nuts and bolts of effective advocacy at the institutional, state, and federal levels.
- 2:45pm – 3:15pm** **Advocate Leadership Follow Up Discussion & Brainstorming**
Management Institute Staff Facilitation with Justin
- Description:
This time block will provide the group with an opportunity to discuss the issues and brainstorm ideas in response to Justin’s session.
- 3:15pm – 3:30pm** **Break**
- 3:00pm – 4:00pm** **The Difference Between Leading and Managing and Other Human Resource Issues**
Brent Tener - Financial Aid Director
Vanderbilt University
- Description:
We are all one big happy family at work, right! How do you view your staff? How do you spend your time? Do you spend most of your time trying “fix” employees who are dragging or do you spend time getting the most out of the people who give you the most? This session will help you see a different perspective in working with your staff, let you explore whether you are more of a leader or manager and discuss other human resources topics.

4:00pm – 4:30pm **The Difference Between Leading and Managing – What’s Appropriate? Discussion & Brainstorming**
Management Institute Staff Facilitation

Description:
You’ve heard about differences between leading and managing, so now it’s time to talk about this with your peers about how these differences may apply to the work you do.

4:30pm – 5:30pm **Using Data to Make Decisions and Tell Your Story**
Dr. Bryan Terry - Associate Provost for Enrollment Management
University of North Carolina - Greensboro

Description:
We live in a world full of numbers. Everywhere you turn there is an overabundance of data. How do you identify the “right” data sets to help tell your story to the “powers that be” to aid in your quest for assisting your students and securing the necessary resources to do so? Do you have a digital dashboard, standard metrics that you use on an annual basis, or some other mechanism for doing so? This session will explore the ways to collect and use data.

5:30pm - ? **Dinner on your own**

Friday, October 9th

8:00am – 9:00am **Breakfast in the hotel**

9:00am – 10:00am **Using Data to Make Decisions and Tell Your Story Discussion & Brainstorming**
Management Institute Staff Facilitation

Description:
This will be an opportunity to follow up on the prior session and learn what your peers may be doing.

10:00am – 10:15am **Break**

10:15am – 11:30am **Federal Update with Q&A Open Discussion**
David Bartnicki
Federal Student Aid

Description:
David will provide an update of what’s happening in federal student aid and give participants the opportunity to ask questions in an open forum.

11:30am – 12:00pm **Closing Remarks**
SASFAA Management Institute Committee