

# **SASFAA Management Institute**

## **Thursday October 19, 2023**

- 8:00-9:00 Registration and Breakfast (free at hotel)
- 9:00-9:30 **Welcome Activity**  
Nancy Ferguson, University of Georgia
- 9:30-10:45 **Introduction to Change Management**  
Daniel Barkowitz, University of Miami
- 10:45-11:00 Break
- 11:00-12:15 **Preparing Your Staff for Major Change: Keys to Leading your Campus Through the FAFSA Simplification Transition**  
Celena Tulloss, University of Tennessee  
Heather Boutell, Vanderbilt University School of Medicine
- 12:15-1:15 Lunch (provided)
- 1:15-2:30 **FAFSA Simplification Update – Here’s the Latest**  
Daniel Barkowitz, University of Miami  
Brad Barnett, James Madison University
- 2:30-3:45 **You have the SAI Data – Now what? Using Data to Make Informed Decisions**  
Brad Barnett, James Madison University
- 3:45-4:00 Break
- 4:00-5:15 **Enrollment Management: Challenges and Opportunities**  
Forrest Stuart, Lafayette College  
Chuck Knepfle, Portland State University
- 5:15-7:30 Dinner on your own – SASFAA Board will lead groups.
- 7:30-9:00 **Evening Team Building and Networking**  
Sarah Baumhoff, Kennesaw State  
Leigh Ann Hussey, University of West Georgia  
Joan Bailey, University of South Florida

## **Friday October 20, 2023**

- 8:00-9:00 Breakfast (free at hotel)

9:00-10:15	<b>Using the Tools at Hand to Implement New Processes and Ensure Compliance with FAFSA Simplification</b> Jackie Copeland, The University of North Carolina at Chapel Hill
10:15- 10:30	Break
10:30-11:45	<b>Verification Melt: What the Data Tells Us About the Impact on Enrollment</b> Kathy Hastings McDonald, North Carolina State Education Assistance Authority
11:45- 12:45	Lunch (provided)
12:45-2:00	<b>Dealing with Challenging Staff Members: Don't let one Rotten Apple Spoil the Bunch</b> Joan Bailey, University of South Florida Health
2:00- 3:00	<b>Management Institute Debriefing</b> Nancy Ferguson, University of Georgia
3:00	Adjourn