

2018 IACAC CONGRESS

INDIANA ASSOCIATION FOR COLLEGE ADMISSION COUNSELING

The Indiana Association for College Admission Counseling

Annual Admission and Financial Aid Congress

Sponsored in part by:

Indiana National Guard

Lilly Endowment, Inc.

Inclusion, Access, and Success Committee

Monday—Wednesday, February 26—28, 2018

Indianapolis Downtown Westin Hotel



2018 CONGRESS COMMITTEE

General Chairperson	Lani Johnston—Westfield High School
Program Chairperson	Catie Taylor—University of Evansville
Registration	Ange Huffman—Purdue University Karen Matthews—Beech Grove High School Jean Howell—IACAC Executive Assistant
Exhibits/Sponsors	Shari Sutton—Park Tudor School Karen Reinoehl—Trine University
On-Site Liaison	Kathy Pivonka—Cathedral High School
Auction	Alex Barrett—Ball State University
Evaluations	Will Patch—Manchester University
Social Media	Abby Haworth—Ball State University Jessica MacNulty—Ball State University
Premium Membership	Lindsey Speer—Ball State University
Program Committee	Jackie Acosta—College Board Tuesday Anderson—Lawrence North High School Susie Bremen—North Central High School Jill Butcher—Rose-Hulman Institute of Technology Linda Christy—International School of Indiana Lyndsay Corya—Westfield High School James Crawley—Purdue University Amanda Culhan—Indiana Department of Education Lindsay Davis—Brebeuf Jesuit Preparatory School Hilary Deardorff—Indiana University Bloomington Travis Foster—Trine University Ashley Hardy—Marian University Andrea Harris—Shortridge High School KaNeasha Koebcke—Lawrence Central High School Kelly Meyer—Roncalli High School Carrie Poehlein—Park Tudor School Tiffany Powell—Vincennes University Jasmine Rodriguez—Franklin College Jane Stormer—Hanover College



CONGRESS SCHEDULE AT A GLANCE

MONDAY

Congress Registration	4:00 p.m. - 7:00 p.m.
Cultural Fluency Training	4:00 p.m. - 6:00 p.m.
Networking Reception	6:00 p.m. - 7:30 p.m.

TUESDAY

Past Presidents' Breakfast	7:30 a.m. - 8:30 a.m.
Congress Registration	7:30 a.m. - 3:00 p.m.
Open Exhibit Time	7:30 a.m. - 5:00 p.m.
Continental Breakfast	8:00 a.m. - 9:45 a.m.
Opening Session & Keynote Speaker	8:30 a.m. - 9:45 a.m.
Session Block A	10:00 a.m. - 11:00 a.m.
Session Block B	11:15 a.m. - 12:15 p.m.
Membership Meeting, Awards, & Luncheon	12:30 p.m. - 1:45 p.m.
Session Block C	2:00 p.m. - 3:00 p.m.
Session Block D	3:15 p.m. - 4:15 p.m.
Happy Hour and Silent Auction*	4:30 p.m. - 6:00 p.m.

**We accept debit/credit cards along with cash or check for purchase of Silent Auction items.*

WEDNESDAY

Congress Registration	7:30 a.m. - 9:00 a.m.
Open Exhibit Time	8:00 a.m. - 10:30 a.m.
Session Block E	8:30 a.m. - 9:30 a.m.
Session Block F	9:45 a.m. - 10:45 a.m.
Brunch & Closing Speaker	10:45 a.m. - 12:00 p.m.

MONDAY, FEBRUARY 26, 2018

4:00 p.m. - 7:00 p.m.

CONGRESS REGISTRATION

Senate, 2nd Floor

4:00 p.m. – 6:00 p.m.

PRE-CONFERENCE SESSION: Cultural Fluency Training *Sponsored by the Inclusion, Access, and Success Committee*

4:00 p.m. - 6:00 p.m.

CULTURAL FLUENCY TRAINING

Grand 3, 2nd Floor

What does “cultural fluency” mean and how can college admission advising benefit from a cultural fluency lens? What is at stake for us as professionals on this topic? What is at stake for students? Whether brand new to this conversation or experienced, all are invited to this interactive workshop engaging these questions. We will use reflection and dialogue to deepen our understanding of our individual and collective perspectives and cultural fluency, as our facilitator shares tools and skills for creating these conversations.

Presenter: Lisa D Walker “Walker”

Moderator and Recorder: Inclusion, Access, and Success Committee

6:00 p.m. – 7:30 p.m.

NETWORKING RECEPTION

House, 2nd Floor

Join the Professional Development Committee for a networking reception while learning (no formal presentation) about several great opportunities and events coming your way! This is a wonderful time to connect with your IACAC mentor or mentee, network with professionals in our field and step back from the craziness of our every day jobs! Food and refreshments provided!



#IACAC2018

#INDIANA

TUESDAY, FEBRUARY 27, 2018

7:30 a.m. – 8:30 a.m.

PAST PRESIDENTS' BREAKFAST (by invitation)

Caucus, 1st Floor

7:30 a.m. – 3:00 p.m.

CONGRESS REGISTRATION

Senate, 2nd Floor

7:30 a.m. – 5:00 p.m.

OPEN EXHIBIT TIME

Grand Ballroom Foyer

8:00 a.m. – 9:45 a.m.

CONTINENTAL BREAKFAST

Grand 4/5, 2nd Floor

8:30 a.m. – 9:45 a.m.

OPENING SESSION:

Sponsored by Indiana National Guard

Jon McGee

Grand 3, 2nd Floor

Jon McGee has worked in higher education research and policy since 1988. After earning a Master of Arts degree in Public Affairs from the University of Minnesota, he worked in Minnesota's Department of Finance as a budget analyst, where he was responsible for planning and development of public sector postsecondary operating and capital budgets. From 1992 to 1999, he was Vice President for Research and Policy Development at the Minnesota Private College Council, where he was responsible for analysis of state and federal higher education policy. Much of his work and writing focused on demographic and economic trends and their impact on higher education and public policy. In 1999, McGee joined the College of Saint Benedict and Saint John's University in Minnesota. Currently he is Vice President for Planning and Public Affairs and serves on the cabinet of both colleges.

In his book, *Breakpoint*, and his program, *Educationomics*, Jon argues that higher education is in the midst of an extraordinary moment of demographic, economic, and cultural transition that has significant implications for how colleges understand their mission, their market, and their management. Drawing from an extensive assessment of demographic and economic trends, Jon presents a broad and integrative picture of these changes while stressing the importance of decisive campus leadership. He describes the key forces that influence higher education and provides a framework from which trustees, presidents, administrators, faculty, and policy makers can address pressing issues in the aftermath of the Great Recession.

In the fall of 2015, Jon and his wife, Ann began 12 consecutive years (at least) of undergraduate tuition payments.

TUESDAY, FEBRUARY 27, 2018

10:00 a.m. – 11:00 a.m. **SESSION BLOCK A**

A1 DACA, Undocumented Students, and Travel Bans: What You Need to Know to Help Support Students Grand 3, 2nd Floor

The executive orders to end Deferred Action for Childhood Arrivals and to form Travel Bans for select countries have left many students and the educational professionals that support them in a challenging situation. What do we need to know to best support these students as well as undocumented students in their college search and admission process? In this session immigration attorney, Angela D. Adams, shares details that we need to know and answers our questions. ***Brought to you by the Inclusion, Access, and Success Committee***

Presenter: Angela D. Adams (Adams Immigration Law, LLC)

Moderator and Recorder: Lindsey Speer (Ball State University)

A2 Indiana Department of Education Update for School Counselors Capitol 1, 1st Floor

Amanda Culhan, School Counseling Specialist for the Indiana Department of Education, will inform attendees of legislative changes from the 2017 and 2018 sessions and will share updates relevant to secondary school counselors.

Presenter: Amanda Culhan (Indiana Department of Education)

Moderator and Recorder: Lindsay Davis (Brebeuf Jesuit Preparatory School)

A3 Educationomics – Follow Up to Keynote with Questions, Answers, and Discussion. Capitol 3, 1st Floor

This session will serve as a follow-up to the Keynote Address and allow attendees a time to continue the conversation started during the presentation.

Presenter: Jon McGee (High Impact Training-Keynote Speaker)

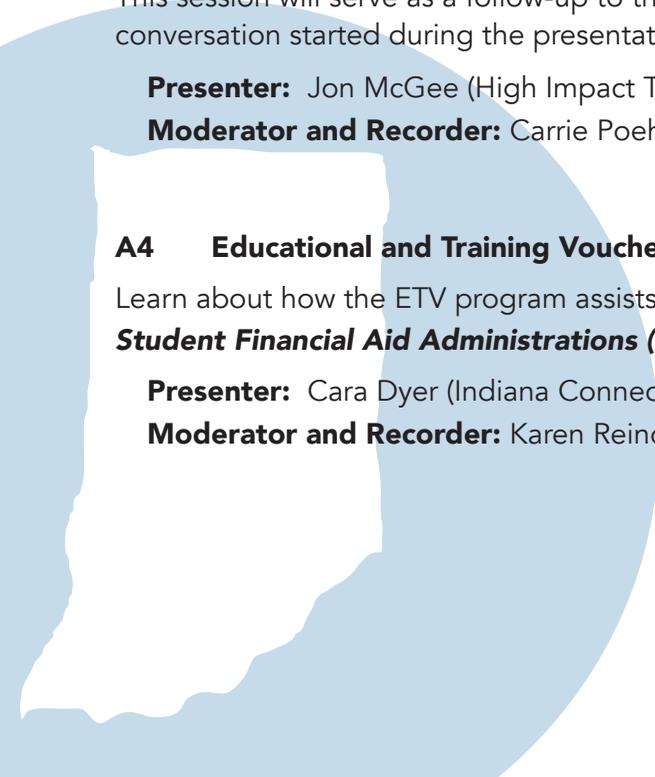
Moderator and Recorder: Carrie Poehlein (Park Tudor School)

A4 Educational and Training Vouchers (ETV) Program Grand 2, 2nd Floor

Learn about how the ETV program assists foster care youth towards education. ***Brought to you by the Indiana Student Financial Aid Administrations (ISFAA)***

Presenter: Cara Dyer (Indiana Connected By 25, Inc.)

Moderator and Recorder: Karen Reinoehl (Trine University)



TUESDAY, FEBRUARY 27, 2018

A5 Finding What Matters – The Non-Cognitive Skills Necessary for Postsecondary Success

Capitol 2, 1st Floor

When considering college admission and retention, we have been trained to look at our student's GPA, class rank, test scores, and other content knowledge. While academic skills are important, they are only one piece of the puzzle. For a student to achieve their full potential beyond high school, they must be equipped with non-cognitive skills including self-regulation, resilience, and motivation. This session will explore the impact of non-cognitive skills on college completion and strategies to help students foster these skills in high school and beyond.

Presenters: Anna Coyne (Ben Davis High School), Wendy Skibinski (MSD Wayne Township), and Khala Granville (Indiana University Bloomington)

Moderator and Recorder: James Crawley (Purdue University)

A6 Indiana National Guard Initiatives

Grand 1, 2nd Floor

This presentation provides an overview of the Officer Career opportunities which exist within the Indiana National Guard. Participants will gain insight into different educational benefits and incentives that can assist students with paying for college and provide stabilization. ***Sponsored by the Indiana National Guard***

Presenter: Captain Christopher Moore (Indiana National Guard)

Moderator and Recorder: Kelly Meyer (Roncalli High School)

11:00 a.m. – 11:15 a.m.

BREAK AND EXHIBITS

Grand Ballroom Foyer, 2nd Floor

11:15 a.m. – 12:15 p.m. **SESSION BLOCK B**

B1 Assess Your Inner Ally: Could Internal Biases Stop You from Being the Best Ally You Can Be?

Grand 3, 2nd Floor

This session will define what an ally is and cover key concepts of bias that can get in the way of being an effective ally in the field of college admission. We will cover best practices for allies from new admission counselors, to high school counselors, to Directors and Deans, in order to make sure that our students and co-workers are getting the support they need based on race, gender identity, sexual orientation, and more. We will give examples of professional development opportunities for all budget sizes and goals for your next steps in strengthening your activism as an ally. ***Brought to you by the Inclusion, Access, and Success Committee***

Presenters: Ja’Niah Downing (Purdue University) and Alvin Lee (Purdue University)

Moderator and Recorder: Jane Stormer (Hanover College)

B2 Indiana Department of Education Update for School Counselors

Capitol 1, 1st Floor

Amanda Culhan, School Counseling Specialist for the Indiana Department of Education, will inform attendees of legislative changes from the 2017 and 2018 sessions and will share updates relevant to secondary school counselors.

Presenter: Amanda Culhan (Indiana Department of Education)

Moderator and Recorder: Kelly Meyer (Roncalli High School)

TUESDAY, FEBRUARY 27, 2018

B3 Dual Credit: The Good, The Bad, and The Ugly

Capitol 3, 1st Floor

Earning college credit while in high school can be an excellent way to get a head start on an Associate's or Bachelor's degree. However, advanced planning and awareness of issues are critical to avoid potential problems in the future. Using real-life scenarios, we'll explore why not all credit is good credit.

Presenters: Andy Wright (University of Southern Indiana) and Jaclyn Dumond (University of Southern Indiana)

Moderator and Recorder: Karen Reinoehl (Trine University)

B4 Make it Real

Grand 2, 2nd Floor

Realistic approach to teach students about the impact of their decisions. **Brought to you by the Indiana Student Financial Aid Administrators (ISFAA)**

Presenter: Carrie Bishop (Ivy Tech)

Moderator and Recorder: Will Patch (Manchester University)

B5 Take Me to the Fair: College Fairs A-Z!

Capitol 2, 1st Floor

Hosting a college fair is a time-consuming process that requires marketing, community buy-in, student participation, and college representation. Learn about the ins-and-outs of hosting a successful college fair. How do you formally request to host an event? Should you consider partnering with other schools or organizations, and how do you go about gaining that cooperation? What does successful marketing entail and where do you begin? How does the new electronic scanning process come into play? Our presenters, high school and college representatives will answer these questions and many more!

Presenters: Johanna Hess (Crown Point High School) and Rachel Schmidtke (DePauw University)

Moderator and Recorder: Alex Barrett (Ball State University)

B6 Assessing the Financial Aid Landscape: What's Working, What's Not, and What's Needed

Grand 1, 2nd Floor

This session will provide an opportunity for high school counselors and college admissions representatives to share their thoughts regarding the current availability of financial aid information for students and families in the state: what's working, what's not and what's needed. Participants will gain an increased awareness and knowledge of the financial aid and college costs calculator tools available to families and their unique features, strengths, and weaknesses. The session will be experiential and interactive, including focus group format. It is meant to improve the tools available to counselors and advisors to better serve students and their families in assessing college costs and improving the college transition process.

Presenters: Matt Fleck (Fleck Education) and Kelly Dunn (Fleck Education)

Moderator and Recorder: Carrie Poehlein (Park Tudor School)

12:15 p.m. – 12:30 p.m.

BREAK AND EXHIBITS

Grand Foyer Ballroom, 2nd Floor

TUESDAY, FEBRUARY 27, 2018

12:30 p.m. – 1:45 p.m.

LUNCHEON, AWARDS, & MEMBERSHIP MEETING

Grand Ballroom 4/5, 2nd Floor

Ramon Blakley, NACAC Board of Directors

Sponsored by our Premium Members

Mr. Ramon Blakley serves on the NACAC Board of Directors. For the past 20 years he has served MOACAC and TACAC while holding admissions leadership roles at Missouri State University, Saint Louis University, and Texas A&M University-Kingsville. He currently leads the admissions team at Georgia's Designated Public Liberal Arts University, Georgia College, in Milledgeville, GA and serves SACAC Government Relations Committee as Co-Chair for the Georgia Legislative Day. In his 4th recruitment season in Georgia, he's partnered and led efforts that have resulted in increased freshman and transfer applications, a superior freshman academic profile, and increased student retention. Under his leadership Georgia College joined the Common Application, increased professional development among his staff, enrolled the most ethnically diverse freshman class in school history, reorganized middle management leadership, increased out of state applications, and recently completed renovation of a new state-of-the-art campus welcome center. Ramon has a passion for helping students and admission professionals achieve their goals and has the pleasure of leading a team at a university that supports this vision.

Hailing from St. Louis and being a native Midwesterner, Ramon has very fond memories of Indiana and is glad to be back. From recruiting in Indianapolis while working at Saint Louis University, to being named the Rising Star Program Awardee for TACAC's Webinar Wednesdays Initiative at the NACAC Conference in 2014, Indy has been good to him!

Blakley earned a Bachelor's in Communication from Southern Illinois University in Edwardsville, IL and a Master's in Guidance & Counseling from Missouri State University, in Springfield, MO.

2:00 p.m. – 3:00 p.m. **SESSION BLOCK C**

C1 Leveraging Resources to Help Military-Connected Students

Grand 3, 2nd Floor

With the continued influx of service members, veterans, and their family members into higher education and the community at large, it is important for professionals to have an understanding of the military community and culture. This session will offer an intensive and interactive professional development experience to enhance the attendee's understanding of today's military-connected student and strengthen their ability to better serve this growing population from an Admissions perspective. ***Brought to you by the Inclusion, Access, and Success Committee***

Presenter: Lauren Runco (Military Family Research Institute at Purdue University)

Moderator and Recorder: Jane Stormer (Hanover College)

C2 Searching Smarter: Strategic Uses of ACT Enrollment Management Services and Predictive Modeling Data

Capitol 1, 1st Floor

More students in the United States take the ACT assessment to demonstrate their College and Career readiness. The student record of The ACT contains more than 265 fields of data that provide a detail student profile. ACT Enrollment Management Services allow an institution the ability to search for a particular set of criteria among the millions of students who take the ACT to target those students most likely to attend their institution and thereby increase the efficiency of their recruitment efforts. This workshop will provide an overview of ACT Enrollment Management Services and how the Predictive Modeling data in each student record can aid in recruitment efforts.

Presenter: Michael Monson (ACT State Lead for Indiana)

Moderator and Recorder: Abby Haworth (Ball State University)

TUESDAY, FEBRUARY 27, 2018

C3 Truth and Transparency in College Admissions

Capitol 3, 1st Floor

This session will present the new Statement of Principles of Good Practices (SPGP): NACAC's Code of Ethics and Professional Practices (CEPP). Protecting the best interests and rights of students is a central concern of our profession. The Code of Ethics fosters ethical and socially responsible conduct among those who work with students making the transition from secondary to postsecondary education. The new CEPP protects NACAC's postsecondary members from unfair competition. It says that it's OK for colleges to compete for students, but they must compete fairly and ethically. It sets ethical standards for secondary school members that speak to the information they share about students, the information they include on school profiles and transcripts, and respect for student confidentiality and privacy. This session will include highlights of the major provisions of the CEPP and case studies dealing with ethical issues in college admissions.

Presenters: Sue Stemen (Park Tudor School) and Lori Greene (Butler University)

Moderator and Recorder: Karen Reinoehl (Trine University)

C4 Financial Aid 101

Grand 2, 2nd Floor

An overview of the FAFSA and FSA ID process; and discovering scholarships. **Brought to you by the Indiana Student Financial Aid Administrators (ISFAA)**

Presenter: Michael McClure (Vincennes University)

Moderator and Recorder: Brandon Curry (Manchester University)

C5 Comprehensive College Planning, a Four-Year Approach

Capitol 2, 1st Floor

Counselors detail an approach that can be adapted for your school. Prepare your students through personality tests, career assessments, college exposure, academic success planning, and support to allow them to develop and execute a game plan. Presentation will include a year-by-year guide of how to approach students through various methods.

Presenters: Pam Nixon (Bishop Chatard High School) and Cody Johnson (Franklin Community High School)

Moderator and Recorder: Shari Sutton (Park Tudor School)

C6 Indiana Student Voice

Grand 1, 2nd Floor

Hear what 75,000 Indiana students said about their postsecondary plans and preparation on the 2017 Indiana College and Career Readiness Survey. Learn how Indiana schools and postsecondary institutions can send targeted communications to students in grades 8-12 based on their survey responses. At the conclusion of this session, participants will have an understanding of: Indiana students' postsecondary goals; The steps Indiana students are taking (or not taking) to explore careers and postsecondary institutions; Where guidance gaps may exist in Indiana between various federal student groups; How to engage students in the 2018 Indiana College and Career Readiness Survey; How Indiana schools and postsecondary institutions can use the CCR Survey Student List Generator to contact students based on their survey responses. **Sponsored by American Student Achievement Institute**

Presenter: Sue Reynolds (American Student Achievement Institute)

Moderator and Recorder: Joshua Jones (Bradley University)

TUESDAY, FEBRUARY 27, 2018

3:00 p.m. – 3:15 p.m.

BREAK AND EXHIBITS

Grand Ballroom Foyer, 2nd Floor

3:15 p.m. – 4:15 p.m. **SESSION BLOCK D**

D1 Reframing the Community-Based Partnership

Grand 3, 2nd Floor

Whether you are in higher education or at the high school level, we know that community-based partnerships work. One such program, Project Ready, seeks to expand on the success seen by students in its programs. Through partnerships with Wayne Township, Indianapolis Public Schools, Warren Township and city-charter schools, Project Ready has constructed a robust vision to link vulnerable students to mentors and supports that increase their college readiness. The following session will highlight the success of the Project Ready program and colleges can better support students in these programs. This interactive discussion will also feature how other schools and districts can implement their strategies into new or existing programs. **Brought to you by the Inclusion, Access, and Success Committee**

Presenters: Khala Granville (Indiana University Bloomington), Tolvi Patterson (Project Ready at Ben Davis High School), and Whitney Ramsay (Butler University)

Moderator and Recorder: Joshua Jones (Bradley University)

D2 Transitioning to “The Other Side of the Desk”

Capitol 1, 1st Floor

This session will feature a panel of four recent admissions professionals who made the switch to high school counseling. It will explore their transitions through PowerPoint and panel discussion. Attendees will get a feel for whether or not such a transition might be for them, while also learning more about the daily life of high school counselors.

Presenters: Kelly Meyer (Roncalli High School), Nathan Kober (Canterbury High School), Terry Knaus (Cathedral High School), and Travis Reber (Plainfield High School)

Moderator and Recorder: Abby Haworth (Ball State University)

D3 Recruiting for “The Other Guys”

Capitol 3, 1st Floor

Can you recruit for an institution that you yourself did not attend? How do you tell “their” story, how do you build trust with students, families, colleagues, the campus and community and how do you best represent an institution without personal experience as a student there? As professionals who have “been there and done that” let us share best practices, personal experiences, the do’s and the don’ts along with current trends. Participants will leave ready to recruit the best and brightest for “The Other Guys” while building their personal and professional “tool kits”.

Presenters: Lindsey Speer (Ball State University), Megan Dorton (Purdue University), and Tara Evans (Franklin College)

Moderator and Recorder: James Crawley (Purdue University)

TUESDAY, FEBRUARY 27, 2018

D4 Understanding Indiana State Awards and 21st Century Scholar

Grand 2, 2nd Floor

Requirements and Credit Hour Completion. *Brought to you by the Indiana Student Financial Aid*

Administrators (ISFAA)

Presenters: Barbie Martin (The Indiana Commission for Higher Education) and Lynn Ann Roberson (Vincennes University)

Moderator and Recorder: Ashley Hardy (Marian University)

D5 IamABurmeseStudent. AMA! How I Need(ed) Support in My College Search

Capitol 2, 1st Floor

To gain greater context on immigration and refugee student populations in Indiana, join a panel of Burmese high school and college students for a session of "Ask Me Anything" as seen on Reddit. Those present are welcome to inquire and learn directly from students about how to best serve and support our Burmese college-going population.

Presenters: Alecia Kissel (Marian University), Jodi Johnson (Marian University), and Tara Meussling (Wayne High School)

Moderator and Recorder: Jane Stormer (Hanover College)

D6 College Board K-12 Updates

Grand 1, 2nd Floor

Join us for an interactive session designed to provide updates regarding enhancements for SAT, free personalized practice on Khan Academy and upcoming changes for AP. After this session you will understand the new SAT School Day opportunity available for every student, experience the new coaching feature on Khan Academy and be in the know about what's on the horizon for AP.

Presenter: Mark Parson (College Board)

Moderator and Recorder: Karen Reinoehl (Trine University)

4:30 p.m. – 6:00 p.m.

HAPPY HOUR & SILENT AUCTION

Grand Ballroom Foyer, 2nd Floor

**We accept debit/credit cards along with cash or check for purchase of Silent Auction items



#IACAC2018

#INDIANA

WEDNESDAY, FEBRUARY 28, 2018

7:30 a.m. – 9:00 a.m.

CONGRESS REGISTRATION

Senate, 2nd Floor

8:00 a.m. – 10:30 a.m.

OPEN EXHIBIT TIME

Grand Ballroom Foyer

8:30 a.m. – 9:30 a.m. SESSION BLOCK E

E1 Racial Tension: Finding and Accepting Reality in the Campus Community Grand 3, 2nd Floor

Racial unrest continues to be seen across college campuses. Having a feeling of acceptance and belonging by admissions representatives, faculty and staff members on campus, and potential college student peers is a major factor in many students' college decision process and their academic success. This discussion will consider the High School Counselor, Admissions Professionals, and Student Affairs Professionals that assist students in selecting, and being successful in college. **Brought to you by the Inclusion, Access, and Success Committee**

Presenters: Monica Johnson (Indiana University Bloomington) and Ja'Niah Downing (Purdue University)

Moderator and Recorder: James Crawley (Purdue University)

E2 RepVisits: Work Smarter Not Harder This Fall Capitol 1, 1st Floor

Fall is a busy time for both high school counselors, and college representatives. While one side is working to coordinate PSAT dates, and college fairs, the other is trying to contact high school counseling staff to set up school visits. Going back and forth over the phone, and waiting for email responses to confirm a date/time can often make this task a complete nightmare! This session will introduce high school counselors and college representatives to RepVisits, a tool that allows high schools to publish their preferred visit times and college fair dates online for college reps to then select and reserve with the click of a button!

Presenters: Sarah Rogers (Franklin College), Megan Robinson (Hanover College), Lauren Sterwerf Hobsons), and Anna Coyne (Ben Davis High School)

Moderator and Recorder: Shari Sutton (Park Tudor School)

E3 Making a Career in Middle Management Capitol 3, 1st Floor

Are you in that three to eight year time frame in your office? Wondering where your career is headed next and if it is time to move up or move out? Join Illinois ACAC's Middle Management Institute committee members and past attendees to hear about how Middle Management Institute impacted their careers and how you can attend the 2018 Institute.

Presenters: Laura Schutt (Butler University), Angie Cooksy (Bradley University), and Michelle Miller (Marian University)

Moderator and Recorder: Kelly Meyer (Roncalli High School)

E4 Special Independent Students, Homeless Students, and the Professional Judgement Journey Grand 2, 2nd Floor

Identifying and understanding the many challenges youth experience in determining independency for financial aid purposes and evaluating Special Circumstances. **Brought to you by the Indiana Student Financial Aid Administrators (ISFAA)**

Presenter: Robert Wirt (Ball State University)

Moderator and Recorder: Linda Christy (International School of Indiana)

WEDNESDAY, FEBRUARY 28, 2018

E5 The Other Door: Career Paths in Operations

Capitol 2, 1st Floor

The burnout is real. Or maybe you don't connect with 16-18 year olds as easily any more. That doesn't mean you should start checking job boards to leave your institution or higher-ed! Come hear from a panel about the other career paths in admissions; operations, strategy, and more.

Presenters: Will Patch (Manchester University), Matt Moody (IUPUI), Lindsey Speer (Ball State University), and Anne Palmer (Indiana University Bloomington)

Moderator and Recorder: Ashley Hardy (Marian University)

E6 The Value of Phone Calls in Student Recruitment

Grand 1, 2nd Floor

"Ugh," is a common response I hear from admissions counselors when the topic of making phone calls is brought up. But, what do prospective students think about phone calls from admissions counselors? This session will answer that question and provide tips for effective recruitment calls using focus group research collected over the past year. **Sponsored by Tudor Collegiate Strategies**

Presenter: Jeremy Tiers (Tudor Collegiate Strategies)

Moderator and Recorder: Abigail Perdue Moore (Ball State University)

9:30 a.m. – 9:45 a.m.

BREAK AND EXHIBITS

Grand 1-3 Foyer, 2nd Floor

9:45 a.m. – 10:45 a.m. **SESSION BLOCK F**

F1 Building Bridges from Homeless to College Access and Success

Grand 3, 2nd Floor

This session will start the overwhelming conversation regarding homeless youth in Indiana and the barriers that they face within the process to get them from high school to college. We will work towards developing a toolkit for high schools, colleges/universities, and community based organizations to assist with best practices and policies to help this population succeed. We will also discuss the definition of "being homeless" and legal rights that are already present and available to these students. **Brought to you by the Inclusion, Access, and Success Committee**

Presenter: Karen Bush (Pike High School)

Moderator and Recorder: Tiffany Powell (Vincennes University)

F2 College Board Program Results: The Largest Cohort in SAT History

Capitol 1, 1st Floor

The first year of performance results on the new SAT®, released on September 26 in the 2017 SAT Suite Program Results, sets the baseline for SAT performance going forward. During this session, College Board experts will go through participation and performance data from the SAT, and practitioners will discuss how new trends will impact admission processes in 2018 and beyond and what universities can do to encourage and support student use of Official SAT Practice.

Presenters: Megan Dorton (Purdue University) and Jackie Acosta (College Board)

Moderator and Recorder: Susie Bremen (North Central High School)

F3 Engaging The Next Generation of Admissions Professionals

Capitol 3, 1st Floor

Do you utilize your current students to the best of their abilities and the most effective way for your office? We will explore opportunities and strategies for small private, large public, and everything in between. Join us for a conversation on ideas to train our next generation of admissions professionals.

Presenters: Abby Haworth (Ball State University) and Jordan Dubberke (Ball State University)

Moderator and Recorder: Will Patch (Manchester University)

WEDNESDAY, FEBRUARY 28, 2018

F4 Federal Direct Loan Program and Private Alternative Student Loan Options

Grand 2, 2nd Floor

Become familiar with Student Loans, Entrance/Exit Counseling and Private Student Loans. **Brought to you by the Indiana Student Financial Aid Administrators (ISFAA)**

Presenter: Thomas Ratliff (Indiana Wesleyan University)

Moderator and Recorder: Alex Barrett (Ball State University)

F5 Oh The Places You'll Go...Career Options "Outside of the Box"

Capitol 2, 1st Floor

College isn't for everyone, but everyone needs something beyond a high school diploma. Learn about career opportunities in the advanced manufacturing pathway and how to prepare students for these opportunities. What are the important skills and knowledge base that employers need?

Presenter: Jennifer Martin (Salem High School)

Moderator and Recorder: Ange Huffman (Purdue University)

F6 The Scholarship Quest

Grand 1, 2nd Floor

During this presentation, attendees will learn about college funding resources, such as scholarships, grants, and other forms of financial aid. The presentation will help keep high school counselors invested in the process of supporting their student's scholarship initiatives. In addition, the presentation will also inform counselors on how to encourage students to build and personalize a Scholarship Portfolio and turn it into their own strategic marketing tool. The key topics of discussion will include: types of scholarships, keeping your scholarship, partners in the process, preparing a scholarship portfolio, and looking at the strategic approach. sponsored by Discover Student Loans

Presenter: Elizabeth Zachary (Discover Student Loans)

Moderator and Recorder: Jody Root (Brebeuf Jesuit Preparatory School)

10:45 a.m. – 12:00 p.m.

BRUNCH & CLOSING SPEAKER

Sponsored by The Lilly Endowment, Inc.

Walt Stasinski

Grand Ballroom 4/5, 2nd Floor

I was born the son of hard-working Polish immigrants who came to the U.S. with not much more than the clothes on their back. My father worked hard in a foundry to bring the American dream to his family. I didn't start talking until I was three years old. By that time, my parents were ready to take me to a specialist. Ironically, here I am now, a professional speaker. I guess I'm trying to make up for lost time.

After earning a Masters Degree in Education from Wayne State University and a Masters Degree in Public Health (MPH does not stand for miles per hour) from The University of Michigan, I began my real education, in the school of hard knocks. My early "speaking" career began as a teacher and football coach at Wayne State University. This is where I learned how to motivate and inspire. I also found out that people learn more when they're having fun, so I use humor to get the message across to my audience. I have my personal reasons too. Let's face it, life is just a lot easier with a smile on your face and a hearty belly laugh.

I enjoyed my success at Wayne State. I even won a football championship, but after a number of years I was eager to find another growth opportunity. I found it in the healthcare industry. I directed programs at hospitals including the Wellness Initiative for 10,000 employees at Beaumont Hospital in Royal Oak, Michigan. I graduated from the **school of hard knocks**. The solutions I offer are for the real-world. They are straightforward, common-sense ideas that will work in your life.

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Summer Institute: July 26-27, 2018 at Purdue University. Learn more at www.iacac.net

2019 IACAC Conference: February 18-20, 2019 at Indianapolis Downtown Westin Hotel