

The Debt Squad

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Default Prevention Counselor

Debt Management Services

- Our students
- Our colleagues
- Our university
- Our industry



Serving the Student

Provide proactive debt management strategies throughout the borrower lifecycle:

- Entrance/orientation
- In school
- Exit/graduation
- Beyond graduation/withdrawal



Serving the Student

Entrance/Orientation

- Electronic process
 - Regulatory requirement for new borrowers
- Live Orientation Sessions - Strategic Borrowing
 - Undergraduate through the 1st Year Seminar
 - Optometry
 - Pharmacy
 - Doc Psychology
 - Fischler Doctoral Program (online and through Summer Conference)



Serving the Student

In School

- NSLDS aggregate breakdowns
 - At aggregate notifications
- Group Workshops
 - Undergraduate Students
 - Projected salary
 - Decisions now = lifestyle later
 - Credit and student loan smarts
 - Graduate Students
 - Budgeting and credit card tips
 - What kind of spender are you?



Serving the Student

In School *(continued)*

- Group Workshops

- Guest lectures
 - Residence halls
 - Brown bag luncheons

- One-on-one Debt Management Counseling

- Budgeting
 - Strategic borrowing
 - Etc.



Serving the Student

Exit/Graduation

- Web-based Exits
- Live Exit sessions
 - Loan types
 - Deferment
 - Forbearance
 - Repayment
 - Plans
 - Forgiveness options
 - Consolidation



Serving the Student

Exit/Graduation

- Live Exit sessions
 - Law School
 - Osteopathic Medicine
 - Dental
 - Optometry
 - Pharmacy
 - Physical Therapy
 - Occupational Therapy
 - Doctoral Psychology



Serving the Student

Exit/Graduation (*continued*)

- One-on-One Sessions

- Repayment plan strategy
- Deferment and forbearance options
- Consolidation



Serving the Student

Beyond Graduation/Withdrawal

- One-on-One Sessions
 - Repayment Plan Strategy
 - Deferment and Forbearance Options
 - Consolidation
- Proactive outreach to at risk borrowers
 - Courtesy outreach at various intervals
 - 120 days delinquent
 - 240 days delinquent
 - 360 days delinquent



Serving Our Colleagues

Training Sessions

- NSLDS Breakdown Training & Reviews
 - Counselors and other ESS Staff
- Train-the-Trainer Sessions
 - Provide program offices with the tools to advise their students in the areas of debt management and financial literacy



Serving Our University

All previous methods discussed proactively reduce delinquency.

- Cohort Default Rate Appeal

- Every TITLE IV school receives a rate
- % of a school's borrowers who enter repayment during a particular fiscal year, and default prior to the end of the next fiscal year
- Cohort default rates drive a school's ability to disburse Title IV funds.



Serving Our University

- Schools with high cohort default rates can ultimately lose TITLE IV eligibility.
- NSU has a low cohort default rate in comparison to the national average.
- Draft rates are distributed in February and schools are permitted to appeal these rates by challenging the data.
- NSU has been consistently successful in challenging the data and lowering the rate.



Serving Our University

Financially literate students with lower debt indirectly benefit the institution as well.

- Positive perception of the university
 - More likely to return to future programs
 - More likely to suggest NSU to friends and family
 - Serve as good examples to prospective students



Serving Our Industry

The Debt Management staff represents NSU at various financial aid industry events:

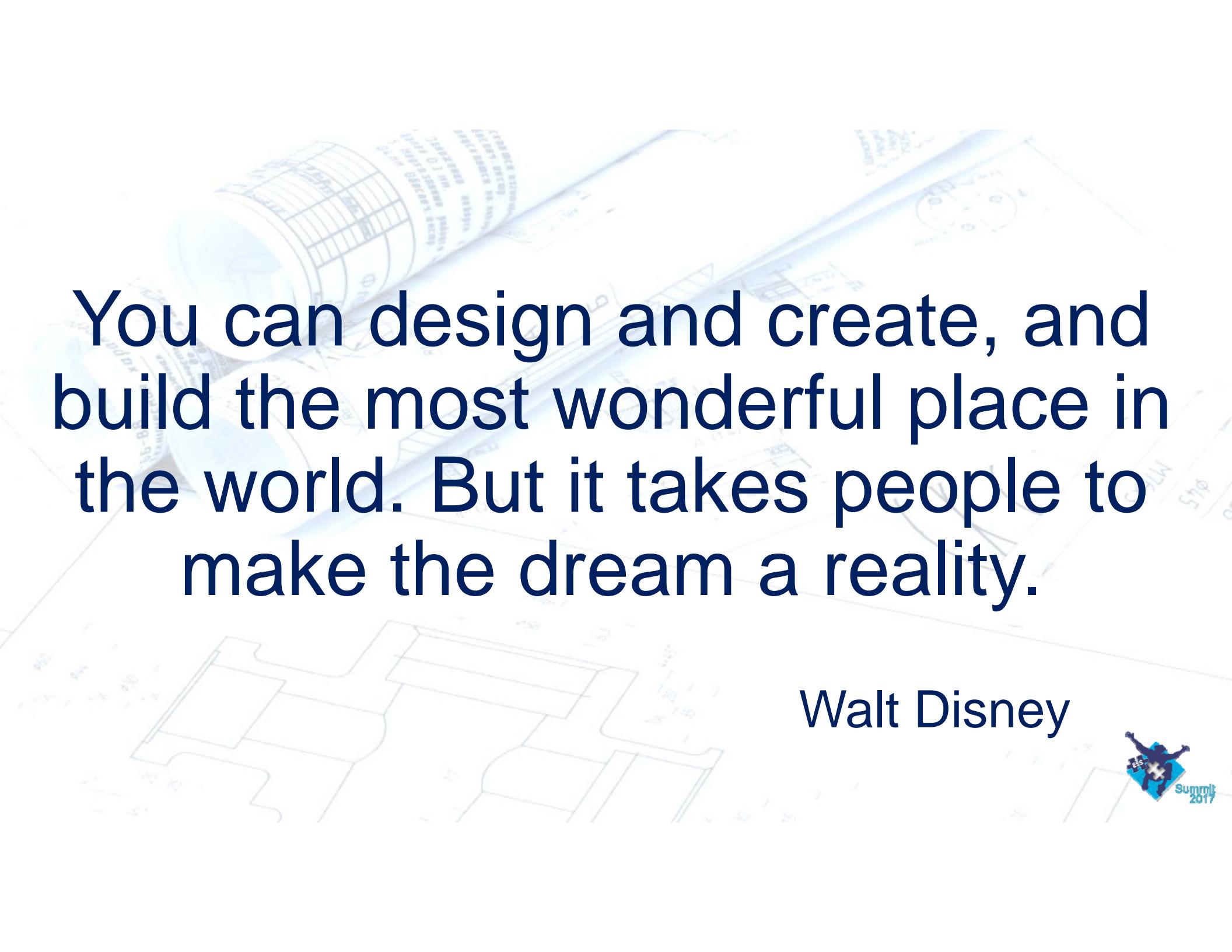
- Serve as conference speakers and facilitators
- Serve as FASFAA Graduate and Professional Chair
 - Train-the-Trainer webinar
 - Conference sessions
 - Workshop sessions
- Serve on FASFAA Region V Workshop Planning Committee



The Future of Debt Management

- Expand live orientation and exit sessions
- Continued Promotion of “The Debt Squad”
 - Continued notifications to students introducing the Debt Management area and our services
 - Increased presence at student events
- Expand train-the-trainer sessions



A faint background image of architectural blueprints, including floor plans and a globe, serves as the backdrop for the text.

You can design and create, and
build the most wonderful place in
the world. But it takes people to
make the dream a reality.

Walt Disney

