

College Visit Handout Cheat Sheet

This cheat sheet provides instructions on how to facilitate a conversation with families participating in a college visit using the College Visit Family Handout.

PART 1: TYPES OF COLLEGES

To facilitate a conversation around the different types of colleges, start with the exercise on page 1 of the College Visit Handout. Ask participants to use their handouts to connect the listed college types on the left with the matching definitions to the right (see correct answers below).

Ask for volunteers to provide the definitions for each term. Be sure to review all term definitions as a group.

Correct answers to Types of Colleges Activity:

COLLEGE TYPES:	DEFINITIONS:
Universities	Colleges that offer many types of courses in the humanities, social sciences, and sciences
Colleges	Higher education institutions that contain several smaller colleges
Community Colleges	Educational Institutions that specialize in fields such as engineering, physical science, and mathematics
Public Colleges & Universities	Colleges offering the courses required for an associate's degree. This coursework is designed to be completed in two years of full-time study
Liberal Arts Colleges	Not-for-profit colleges and universities primarily supported by private funding
Private Colleges & Universities	Higher education institutions offering instruction in a specific field such as business or liberal arts
Technical Schools	Colleges with a focus on the visual and performing arts. For admissions, students are judged mostly on their artistic skill or talent
Vocational Training	Not-for-profit colleges and universities primarily supported by government funding
Art School & Conservatories	For-profit colleges and universities
Proprietary College & Institutes	Programs offered by schools, colleges, agencies, unions and employers that focus on skill training for a specific career or job

After participants have filled out their handouts, debrief the activity by discussing:

- What experience have you or family / friends had with college and career training? Which options did you/they pick and why?
- What is the difference between college and career training?
- Are there particular types of colleges that you think are better? Why or why not?

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PART 2: COSTS OF COLLEGES

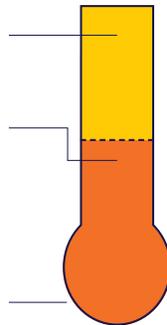
To facilitate a conversation around the cost of attending college (on page 2 of the College Visit Handout), see the below talking points.

- Total cost of attendance includes direct and indirect costs. In order to fully prepare to go to college and career training, you must have a plan to cover both.
- **Direct Costs** are the costs that appear on your bill. These include tuition and fees and in some cases room and board.
- **Indirect Costs** do not appear on your bills but must be covered in order to be successful in college and career training. These include travel to and from the school (metocard, bus ticket, plane ticket), books, supplies, and personal expenses.
- Let's walk through the costs of different types of colleges we reviewed in the last exercise.

CUNY Baruch

- This is a public four-year college.
- It is part of the City University of New York (CUNY system)
- Public institutions offer in-state tuition benefits for in-state residents. This is one way to save money and one great reason to study in NY.

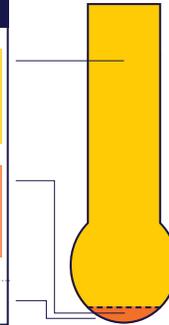
Type of Cost	Cost
Direct Costs:	\$7,855
Tuition	\$7,262
Average Misc Fees	\$593
Indirect Costs:	\$9,870
Books & Supplies	\$1,364
Transportation	\$1,088
Room & Board	\$4,390
Food (Lunch)	\$1,232
Personal Expenses	\$1,796
Total Cost of Attendance:	\$17,725



Syracuse University

- This is a private university. The costs represented here are for a student attending a senior college within Syracuse.
- College is expensive but students get a lot from going to college. Data shows that students that complete some type of postsecondary training, make more money and have more job opportunities than students that don't.

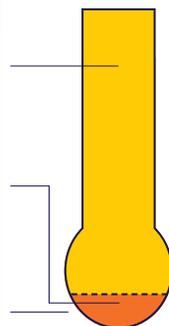
Type of Cost	Cost
Direct Costs:	\$67,403
Tuition	\$50,230
Average Misc Fees	\$1,623
Housing and Meals	\$15,550
Indirect Costs:	\$3,233
Books & Supplies	\$1,500
Transportation	\$1,051
Personal Expenses	\$682
Total Cost of Attendance:	\$70,636



SUNY Stony Brook

- This is a public university which is part of the State University of New York (SUNY) system.
- The costs represented here are for a student attending SUNY Stony Brook and chances are a student will live in a dorm at this school.

Type of Cost	Cost
Direct Costs:	\$23,286
Tuition	\$6,870
Average Misc Fees	\$2,718
Housing and Meals	\$13,698
Indirect Costs:	\$2,768
Books & Supplies	\$900
Transportation	\$500
Personal Expenses	\$1,368
Total Cost of Attendance:	\$26,054



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PART 3: COLLEGE FUNDING SOURCES

To facilitate a conversation around available funding sources (on page 3 of the College Visit Handout), see the below talking points.

- Grants and Scholarships are free money. This is money provided by the government, private organizations or colleges that doesn't have to be paid back.
- Loans is money that must be paid back. This money is usually provided by the government but may also be provided by a bank or private organization.
- Federal Work-Study is money from the government that students can earn once they are in college. They must first find a job and then will be paid every other week. This money is best for covering indirect costs.
- **Financial aid exists to help you afford college and career training.** College is expensive but most students can access some type of financial aid. This will help cover the high cost.
- **Some scholarships are based on merit (talent, academics, etc.) and some are based on financial need.** If you're not an A+ student or an athlete, there are still scholarships you can apply for.
- **Even though you have to pay them back, loans are a type of financial aid.**
- **Loans aren't necessarily bad.** As mentioned, most students borrow. It's just a matter of figuring how much to borrow. This is an important decision for a student and their family to make.
- **Most students must borrow in order to attend college.** If a student doesn't want to borrow, they either have to attend a college that is very inexpensive or come up with another plan for covering the cost of attendance.
- The NYC Kids Rise Save for College Program has a two account structure. Every Kindergarten, 1st, 2nd or 3rd grade parent who does not opt out receives a scholarship account with \$100 initial deposit. They can earn rewards to increase the amount of their scholarship account such as by registering to view their scholarship account (Building Block 1). Other community stakeholders can contribute to the scholarship account to help it grow. NYC Kids RISE can then help a family to open their own savings account and link it to the scholarship account (Building Block 2). Families can save according to the amount and frequency that is right for them.
- Savings help reduce loans. Whatever amount you save in advance of your child attending college and/or career training, will help you pay for the cost of attending and help your child borrow less. The Save for College Program's scholarship and savings components can help your family reduce the number and amount of loans they need to take out. NYC Kids RISE offers another workshop called College Savings Strategies that can help you make a plan for saving in the context of your overall financial health. You can ask your parent coordinator or check the calendar on our website to find out when the next one is happening if you would like to participate.
- To understand how the Save for College Program affects future financial aid, you can check out the handout on the topic. [Hand out How College Savings May Impact Financial Aid Document]
- **NYC Scholarship Account:** Because the NYC Scholarship Accounts are owned and managed by NYC Kids RISE, having a scholarship account will not affect financial aid while held in the account. NYC Kids RISE will provide more information in future years about the effect, if any, that the scholarship account may have on financial aid eligibility once money in the account is spent.
- **Your Own Savings Account:** If you save money in your own college savings account, this may impact your child's financial aid package. This will depend on the account option you choose, the amount of money your family makes, the financial aid rules at the time, and other factors.

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PART 4: AID-O-METER EXERCISE

To facilitate the Aid-O-Meter Exercise (on page 3 of the College Visit Handout), see the below talking points.

- On page 3 of your handout, you see sample costs of attending Binghamton University and the financial aid offered to an exemplary new student.
- We will use a tool called an 'Aid-o-meter' to help us understand how the cost of attendance relates to the example student's resources. It's like a thermometer but it's telling us how much money a student needs in order to attend Binghamton University.
- They need to raise the total cost of attendance, which we said is \$28,800.
- We've also indicated the direct costs which are \$26,400, the Indirect costs which are \$2,500, and the tuition which is \$7,100. (Tuition is part of the cost of attendance. It is how much it costs to be registered at the college)

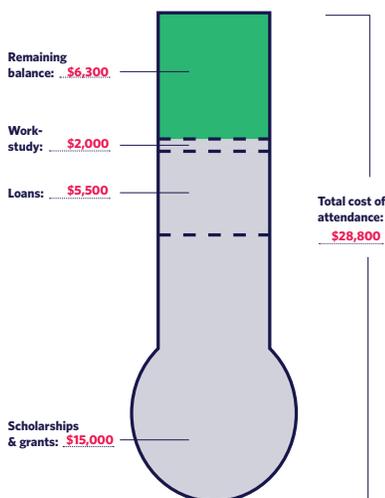
SAMPLE COST OF ATTENDANCE

Type of Cost	Cost	Total Cost
Direct Costs:	\$26,300	}
Tuition	\$7,100	
Fees	\$3,100	
Room & Board	\$16,100	
Indirect Costs:	\$2,500	\$28,800
Books & Supplies	\$1,200	}
Personal Expenses	\$1,000	
Travel Costs	\$300	

SAMPLE FINANCIAL AID

Type of Financial Aid	Amount	Total Aid
Grant and Scholarships:	\$15,000	}
Pell Grant	\$4,000	
TAP Grant	\$4,000	
Institutional Academ Sc.	\$7,000	
Loans	\$5,500	\$22,500
Federal Student Loans	\$5,500	}
Work-study:	\$2,000	
Work-study	\$2,000	

- Fill in the aid-o-meter on your handout to map out how the student could fund the cost of attendance. As you will see, financial aid doesn't always cover everything. Some students get full packages (including scholarships, loans, and work study) but sometimes there is a gap and the student and her family must figure out how to cover it.
- How would the student fund their cost of attending Binghamton University? Is there anything missing? What could you use to make up the difference? Fill in your answers in the aid-o-meter below:



- What if the student was part of the Save for College Program?
- What if we're looking into the future and the student is one of your kids?
- The space wouldn't be blank at all! Depending on how you'd used the resources offered to you through the program, you'd have some or all of this space covered. You might even be able to borrow less than this amount.
- Don't forget that you can use the NYC Scholarship Account and your college savings account to pay for the cost of attending college or career training.