



# What TIME is it? It's...



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Georgia's School Superintendent  
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• TIME to



• TIME to



• TIME to

**SPICE  
IT UP!**

# Show Me the Money...



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## DATA

- What is our graduation rate?
- What is our college application rate?
- What is our college acceptance rate?
- Is academic rigor encouraged for ALL students?
- Are we reaching parents with information about college & career culture?
- How often do our administrators, counselors, and teachers consult college professors and administration about curricular decisions regarding student preparation or ask for data on the performance of graduates?
- What percentage of our students take the SAT? ACT? PSAT/NMSQT?
- How many AP classes does our school offer?
- How many MOWR Participants does our school typically have?
- **What percentage of parents hold undergraduate or graduate degrees?**
- **What are our school counselor's top three priorities, and how are his or her year and day structured?**
- **What is our faculty's attitude toward the notion that every student at our school can succeed in college?**
- **What do we do to promote college information sessions?**



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# Developing a Plan?

- What have you done in the past?
- Who has been involved in the past? Who needs to be involved NOW? \*Develop list.\*
- Responsibilities of the team: Develop a comprehensive calendar of activities, events, deadlines, including the school-specific agenda
- The elephant in the room...ratios & non-counseling duties

# Who's On the Team?

Essential Question: Who should you contact to help carry out your college counseling initiatives?



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## Students:

- Student Representatives to provide information from student's perspective on what they need in terms of college & career counseling

## Faculty/Staff:

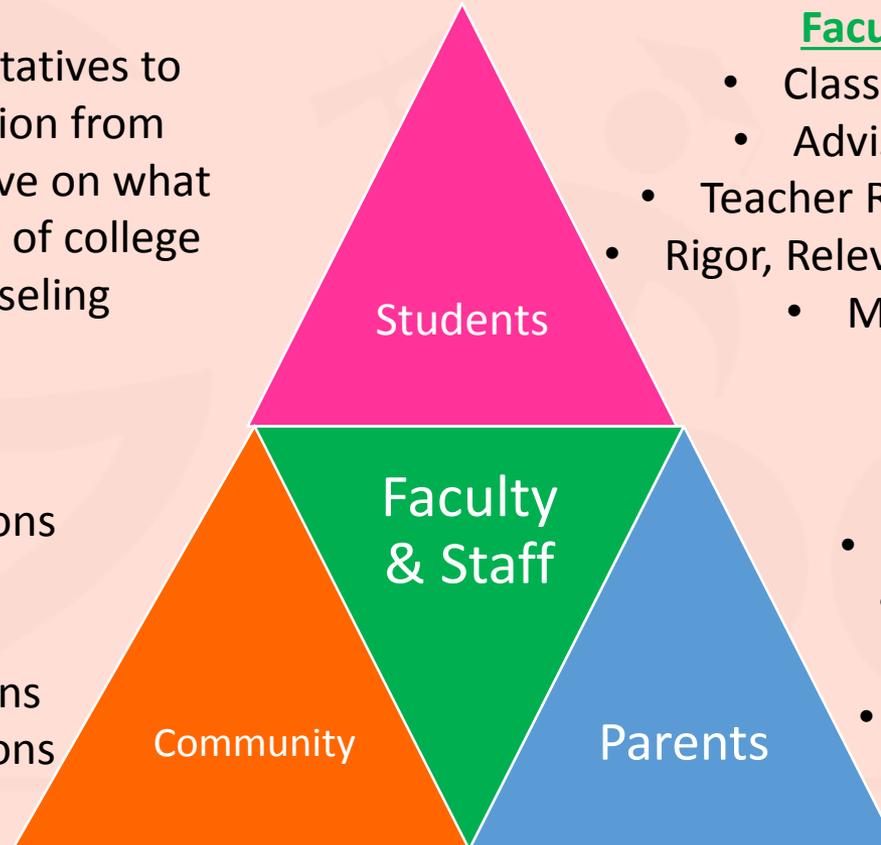
- Classroom Lessons
- Advisory Sessions
- Teacher Recommendations
- Rigor, Relevance, Relationships
- Mouthpiece

## Community:

- Neighborhood Associations
  - Local Businesses
  - Libraries
- Faith-Based Organizations
- Civic & Social Organizations
  - Colleges/University

## Parents:

- Alumni Nights
- Resources
- Seminars
- Mouthpiece



Thought....Reminds me of the Counseling Advisory Council

# College Entrance Exams



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- Question of the Day in Core Classes or AM announcements
- SAT/ACT Prep Class or SAT/ACT Prep Club
- Flash Cards of CEE practice questions on tables in cafeteria
- Day before CEE, invite students to a "chat session" to get last minute tips (College Registration Report)
- Wallet sized card to distribute to students with school code, testing dates, KHAN Academy webpage. Develop flyer for teachers to post in their classroom.
- Encourage your school to become an SAT and/or ACT test site or to become an SAT test site for school day testing to provide greater access to all students.
- Are your teachers familiar with the redesigned SAT?
- Once scores are received, do you interpret results for students? Do you [Review scores with staff](#) to see what changes can be implemented in core areas to assist students?
- On CEE test days, School Counseling Department, Teachers, Administrators, Parents and/or Volunteers go to designated sites to "cheer" on students and distribute snacks and water during breaks

# College Access Resources

Essential Question: How are you sharing and distributing information, materials and resources to the student body and their families?



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- Establishment of a College Corner in the Media Center
- Provide daily morning and afternoon announcements that highlight college-related services, activities and events
- Redesign of the School Counseling Office, incorporating a College Access Resource Center
- Design and distribute a College Connection Newsletter (can be done electronically)
- Display of materials in cafeteria
- Stay connected...digitally
- Athletic Events: Counseling Table with resources, Page in program booklet (college night, military night)
- Counseling the Student Athlete: Arrange to meet with your sports teams to provide pertinent information
- Automated Phone Messages
- Designate various school bulletin boards as "College Information Only"
  - Financial Aid Board
  - Careers & Majors Board
  - College Spotlights Board

# Stay Connected Digitally



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## Campus College Readiness Opportunities:

- Application Drives
- FAFSA Nights
- Testing
- College Fairs
- College Campus Visits
- Scholarships
- Recruiter Visits

## Ways to Connect:

- Notices about upcoming events & reminders
- Share college information (links to articles)
- Send a college planning tip of the day
- Videos for missed presentations
- Trivia Questions
- Acceptance Letters (initials)
- Approaching Deadlines



# Get In the Zone

Essential Question: How can you deliver information to large groups of students at a time?



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- How often do you get to deliver core curriculum lessons in the classrooms?
- Is there an advisement program at your school that allows teachers to deliver lessons? What's your involvement with advisement program?
- Advocate to get in the zone (in front of the students) to share information. Make these lesson plans your own and share with administration in a way to advocate for the need to get in the classrooms.
- Curriculums:
  - [NACAC's Guiding the Way to Higher Education: Step-by-Step to College Workshops for Students Grades 9-11](#)
  - [NACAC's Guiding the Way to Higher Education: Step-by-Step to College Workshops for Students Grades 11-12](#)
  - [College Board School Advisory Session Guides](#) (INCLUDES GRADES 6-12)

[NOTE: NACAC Middle School Curriculum also available.](#)

# SMALL GROUP COUNSELING



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- Targeted Students:
  - First Generation College Bound Students (Sept.-November)
  - The Dreamers...Dream Act (Nov.-Jan.)
  - Student Athletes (Jan.-March)
  - Accepted Students (April/May)
- When to Offer:
  - Before School/After School
  - Lunch
  - Certain Classes
- Components:
  - Information Driven
  - Project Based
  - Experiential Activities

## INDIVIDUAL COUNSELING

- Two Minutes Check In
- College Planning Checklist Progress (**Career Domain**)
- Academic Study Habits (**Academic Domain**)
- Handling Anxiety About Future (**Social-Emotional Domain**)
- Provide Homework (a task for students to do) & Follow Up
- Use your laptop/tablet to input responses on a google doc form
- Paper/Pencil method works too

[Small Groups](#)  
[Future Webinar:](#)  
[November 18](#)

# Outreach Activities



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- College Club (Grades 9-12)
- [College Application Week](#) ( job applications too)
  - Set a goal for students
  - During the week, cover an application component each day
  - If having students apply online, schedule times to get into the lab.
  - Photo Opp: Students and the School's Mail Carrier with applications
  - College Wall: After applying, students take a pennant template and illustrate college(s) they applied to.
- [College Term of the Day](#)
- [101 Pathways to College Activities](#)
- [College Planning Websites Scavenger Hunt](#) or college fair scavenger hunt
- College Field Trips
- [College Visitation Visits](#) (weekend & school day) **Scavenger hunt exercise**
- Host a College/Career Fair at your school. Invite your feeder middle school to attend if it's in the evening.
- How meaningful are your recruiter's visits? (make it about more than just the cafeteria) Reps meet with students in small groups.
- March Madness (College Research)
- College of the Week Bulletin Board/Video
- College Awareness Week (Themed Days)
- May 1<sup>st</sup> ...College Signing Day: It's for More Than Just Athletes

# Outreach Presentations



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- Invite college athletes to a high school game. Pep talk to crowd or teams during breaks like half-time or before/after game.
- Utilize your alumni who attends college when they come home for holiday breaks. \*Career Day speakers and/or fill ins
- Structure opportunities for genuine collaboration and communication, such as monthly meetings between counselors and higher education researchers
  - **College Planning Seminar**
- "College Knowledge for Teachers" Professional Learning Sessions
- Establish a peer college advising program with 12th graders providing basic college planning information and encouragement to 9<sup>th</sup> - 11<sup>th</sup> graders
- Incentives for students to get their parents to participate with them in college readiness activities
- Camp College: College Boot Camp

Parents attended three of six 30 min. sessions. Provided food and child care. Door prizes were college planning resource books. Parents received a CD of resources and presentations from all six sessions. Sessions were: **The Student Athlete, Military Options, Financial Aid, gacollege411, Understanding College Entrance Exams, Parent Panel of current/former college parents**

# Financial Resource\$

Essential Questions: How do you share information about financing a college education with your parents and students?



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## WORKSHOPS...

It's Not Just a Senior Thing

- Financial Aid Nights
  - The Basics...Financial Aid 101
  - State & Federal Programs
  - FAFSA Completion
  - FAFSA Interpretation
- Bring in experts
- Financial Vendors at your financial aid events
- Collaborate with other high school counselors to develop and implement districtwide financial aid events at which students can complete FAFSA and other critical forms.  
#CollegeGoalSunday



## CLASSROOM PRESENTATIONS

It's Not Just a Senior Thing

- Types of Financial Aid
- How to \$ave
- \$cholarship Awareness
- Your HOPE GPA

**GUEST PANELISTS:**

## CURRICULUM RESOURCES

- GA Student Finance Commission
- Sallie Mae
- Wells Fargo

# We're Here to Help You

## Contact your GSFC Representative



**Angie Wilson**  
angiew@gafc.org  
678.495.8101

**Katie Minich**  
katiem@gafc.org  
404.556.0545

**Ben Meadows**  
benm@gafc.org  
678.495.8103

**Marcus Hilliard**  
marcush@gafc.org  
404.694.8844

**Brenda Vaughn**  
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770.570.2204

**Natasha Powell**  
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404.985.4117

**Carol Ann Lott**  
caroll@gafc.org  
678.495.8884

**Tavis Caldwell**  
tavisc@gafc.org  
404.985.4149

**Hal Wilkinson**  
halw@gafc.org  
678.495.8965

## Free Plan for College Resources from Sallie Mae

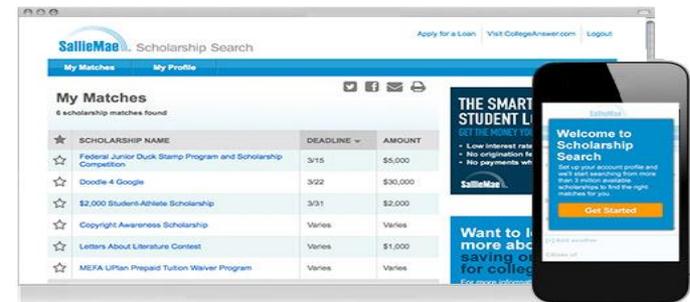
[www.Salliemae.com/collegeplanningtoolbox](http://www.Salliemae.com/collegeplanningtoolbox)

- [College Ahead<sup>SM</sup> Mobile App](#)

This fun, interactive experience engages high school students in a step-by-step journey to college. You'll find helpful tools like the FAFSA Roadmap, which offers tips to help make applying for financial aid less stressful. Trophy Showcase, providing students one place to keep track of awards, club activities and such for those College Applications

- [Scholarship Search](#)

Search more than 3 million available scholarships – worth up to \$18 billion. Sallie Mae will match you to scholarships suited to your skills, activities, and interests.



- [College Planning Calculator<sup>SM</sup>](#)

Start your financial plan for college by creating a comprehensive step-by-step strategy to help you save and pay for higher education.

[www.MakeCollegeHappenChallenge.com](http://www.MakeCollegeHappenChallenge.com) Oct 15-Dec 15

[Kelly.q.Savoie@salliemae.com](mailto:Kelly.q.Savoie@salliemae.com) 770-330-4706

# Helpful College Planning Tools & Resources

- Sylvia Jones  
Marketing Relationship Manager
- 478-992-8422
- [Sylvia.m.jones@wellsfargo.com](mailto:Sylvia.m.jones@wellsfargo.com)

Now that you've learned how to find the funding you need for school, make the most of your education – and stay on top of your finances using these helpful tools and resources:

## **CollegeSTEPS® program**

Receive college planning and money management tips, tools and resources by email. Sign up at [wellsfargo.com/collegesteps](https://wellsfargo.com/collegesteps)

## **The Student LoanDown<sup>SM</sup> blog**

Check out conversations focused on everything from college planning to paying back student loans at [blogs.wellsfargo.com/studentloandown](https://blogs.wellsfargo.com/studentloandown)

## **Tuition Funding Sources**

Get access to over 7 million scholarships totaling more than \$41 billion to help you pay for college at [tuitionfundingsources.com](https://tuitionfundingsources.com)

## **My Financial Guide**

Find resources on budgeting, choosing a college, finding scholarships, and more at [wellsfargo.com/financial-education](https://wellsfargo.com/financial-education)

## **Your financial aid journey online videos**

Meet Mr. Fellows and Monty as they journey with you through the financial aid process at [wellsfargo.com/fivesteps](https://wellsfargo.com/fivesteps)





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# College Counseling Resources

- [Next Step U](#)
- [CSO College Outreach Handbook](#)
- [eCampus Tours](#)
- [Fast Web resources](#)
- [NACAC Resources and Research](#)

It's was difficult to understand the WF rep, so she has provided you an additional slide with the resources she mentioned during the webinar. Her slide from the webinar has other web addresses as well.

**WELLS  
FARGO**

- The website that link that I mentioned is [www.gocollegenow.org](http://www.gocollegenow.org). Along with the movie is an approved curriculum that helps students plan and obtain resources on paying for college.
- Go College! Now is a bi-lingual web platform inspiring a college-going culture by providing free access to the award winning film First Generation and college planning resources for students, parents, and educators to help students transition from high school to college and beyond. Go College! Now reflects the urgency of increasing the number of individuals with a high quality degree beyond high school by inviting users to pledge their commitment to closing the educational opportunity gap.
- Conduct your own screening(s) of the First Generation film during outreach activities and college events. What better way to engage the local community and promote college access!? Contact me if you have any questions.

# Click on session's topic to register.

## All Levels

10

### Getting Parents Involved in Your School Counseling Program

This webinar will explore the many different ways you can get parents on board with your school counseling initiatives.

2:00 PM

**New Date**

## Elementary

18

### Small Groups for Elementary School

This webinar will present participants with ideas on how to organize small groups from the beginning to the end.

2:00 PM

## Middle

12

### Career Exploration Activities

This webinar will provide school counselors with information on how to implement career exploration activities into their program.

11:00 AM

17

### Small Groups for Middle School

This webinar will present participants with ideas on how to organize small groups from the beginning to the end.

2:00 PM

## High

18

### Small Groups for High School

This webinar will present participants with ideas on how to organize small groups from the beginning to the end.

11:00 AM

# NOVEMBER WEBINARS

**REGISTER TODAY!! DON'T DELAY!!**  
**Click on session's topic to register.**

*That's all Folks!*

*Questions?*