The Truth About College
How to Ensure Student Success

Lynnette Khalfani-Cox,
The Money Coach

Lynnette’s Story ... The Start

• Earned B.A. in English - UC Irvine
• Earned M.A. in Journalism - University of South California
• Had $40,000 in student loan debt
• Took more than 15 years to repay
Lynnette’s Story ... The Middle
Lynnette’s Story ... The Truth

• My kids won’t have massive student loans; Daughter won $750,000+ in scholarships, but then she lost her main scholarship at UT Austin!

• Reality check: average college freshman has a 0.5 decline in GPA vs. senior year grades in high school
Lynnette’s Story ... The End?

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http://AskTheMoneyCoach.com
What Is Your Student’s Story?

Will college = success or a financial strain?

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Truth #1:
College is NOT a Meritocracy

- College bribery/admissions scandal: parents paid $25 mln
- It is NOT a level playing field: the system favors the wealthy

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Truth #2:
College in America often = Debt

- 70% of students have college debt
- $1.5 trillion in student loans
- Grads now avg. $38,000 in loans
Truth #3: College Has 3 Sets of Expenses

- Pre-College Expenses
- Upfront College Costs
- Hidden College Costs
Truth #4: Every college expense or money problem has a solution!

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Problem: Standardized Exams

- SAT (with Essay)
  - $47.50 or $64.50
- ACT (with Essay)
  - $50.50 or $67
- AP Exams
  - $94 for exams
  - $142 for AP Seminar/AP Research if your school is participating in AP Capstone

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Solution: Consider applying to “Test Optional” colleges

- 1,000+ colleges and universities don’t require SAT or ACT for admissions

- Online resource: http://FairTest.org

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“Test Optional”/”Test Flexible” colleges and universities

- Loyola University (MD)
- Texas A&M (TX)
- New York University (NY)
- Denison University (OH)
- Hampton University (VA)
- Cal State Univ. – Los Angeles (CA)
- Smith College (MA)
- Franklin and Marshall College (PA)

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Solution: Get Exam Fee Waivers from your High School

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SAT/ACT Fee Waiver Eligibility

- Enrolled/eligible 4 free/reduced lunch
- Family income < approx. $45,000/yr.
- Family receives public assistance
- In subsidized public housing/foster care
- Is a ward of state, orphan or homeless
- Enrolled in fed., state, local program that helps low-income students
  - TRiO, Upward Bound, Talent Search
Problem: Tuition, books, etc. cost a fortune

- Public Schools: $23,000+ per year
- Private Schools: $46,000+ per year
- Top US schools: $50,000-$70,000/year

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Solution: Use-money saving ideas to slash cost of Tuition & Books

- Study overseas (46,000 are now full-time)
- Attend a work college (College of the Ozarks, MO, Berea College in KY; workcolleges.org)
- Get a tuition waiver (for kids of veterans, teachers, higher ed staff or ex-foster care youth)
- Use open source textbooks & library reserve
- Buy the int’l version (see ValoreBooks.com)
- Get e-books, used books, rent textbooks
- Swap, barter or share books with friends
Truth #5: Picking the wrong school is costly

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Truth #6: Students & Parents often favor “brand name” schools

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Be careful of Brand Envy!

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College Fantasy ...
Money worries hinder student success

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Truth #7: Upfront planning and small interventions go a long way!

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Start the college selection process *early*

Fall and Spring College Fairs – all free
Online Resource: NACACnet.org

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Tap Into Online College Fairs

Blog.Cappex.com

CollegeWeekLive.com

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Encourage students beyond the classroom

Student success isn’t just about Testing & Grades

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Track 5 metrics of student financial health

• 1. Expenses (true cost & unmet need)
• 2. Income (stability of sources)
• 3. Academic Planning (resources)
• 4. Non-Academic resources
• 5. Debt
  o to completion pace ratio
  o to future income ratio
  o See: CFSI Driving College Success Study

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Recognize obstacles to student success

- Tough family circumstances?
- Commuting costs, childcare/relatives and healthcare all matter
Educate Yourself; Get More Info

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Final Tip: Pray, Plan & Prepare!