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# ABOUT



## The Affordable College Plan

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### *Achieving Your Family's Education Goals*

Through our programs, parents have access to an end-to-end platform to College and Debt financing with the tools that will make a generational impact for students, parents. CDEP (College Debt Elimination Program) & ACP (Affordable College Plan) is an evolutionary step in the solution to managing the cost of college by creating tools for the organizing, monitoring, funding, and strategic elimination of student/parent debt. We encompass the whole higher-education lifecycle from college preparation to paying-off the last penny for a degree. Always placing families at the center of their solution.

The programs work by alleviating the stress of the cost of education by providing strategies and savings tools that help parents/graduates minimize the out-of-pocket impact of their *Pay-for-College* plan. It's a knowledge-based solution that empowers graduates and their families to systematically build savings, organize debts in the most efficient pay-off timeline, strategically eliminating that debt, returning interest into their accounts and making what is often a family's most important goal - Affordable! Followed with an ongoing management and monitoring system that evolves through graduation and debt repayment process and walks with participants until the final pay-off of their debt.

For the last decade the CDEP/ACP team has been working as *Pay-for-College* Specialists; presenting to over 50 high-schools annually and helping thousands of families and students ease the burden of higher education. Born from these experiences the team began working with universities over the last years to implement its programs and develop the most efficient Pay-for-College strategy, achieving their educational goal while minimizing the financial impact.



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College Advocates<sup>®</sup>



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### We Are Active Educators and Industry Recognized Speakers- Presenting Regionally and Nationally:

- ✓ SE Michigan Radio: College Connection Show WMUZ 103.9 FM (for the 6 years)
- ✓ Our book available on Amazon: *Cracking the College Financial Code*
- ✓ Chicago Federal Reserve Money Smart Week 2018 – Detroit Area
- ✓ Michigan Association of Certified Accountants (Continuing Education Credits)
- ✓ Society for Advancement of Management National Conference (SAM) 2018 – Washington D.C.
- ✓ National Association for College Admissions Counseling National Conference (Webinar)
- ✓ Michigan Association for College Admissions Counseling State Conference
- ✓ Michigan Association of School Administrators
- ✓ Michigan Student Financial Aid Association Midwest Conference 2018



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# The Affordable College Plan

## HOW IT WORKS

A consultant will meet with parents individually via conference call or on campus to create a customized *Pay-for-College* solution based on your family's specific needs. At a second meeting, you will be presented with a detailed timeline (turn pg. for example) illustrating your individual resources, assets, savings plan, and/or debt elimination strategy to cover the **entire cost** of your family's educational goals. This plan is provided as a complimentary benefit to all families through our association with National Non-Profit, Heartland Institute of Financial Education.

## COLLEGE SELECTION

- 🎓 Finding the college that is the **perfect fit** for your student
- 🎓 Identifying colleges that will compete for your child
- 🎓 Applying to colleges with a specific career path in mind
- 🎓 Focusing on graduation in 4 years instead of 6 years (National Average)

## FAFSA OPPORTUNITIES

- 👍 Organically find dollars in your household to pay for college
- 👍 Reduce **Expected Family Contribution** (EFC) to ensure a fair assessment

## MAXIMIZE MICRO-SCHOLARSHIPS & MERIT AWARDS

- \$ Earn scholarship funds doing college preparation activities
- \$ Achieve **up to one full year** of tuition paid at many colleges
- \$ Get merit-scholarship ready

## COLLEGE DEBT ELIMINATION PROGRAM

- 🏠 Pre-College: Using current debt payment strategy to help pay for your college
- 🏠 Post-College: Solving the remaining college debt

## THE RESULTS

- ✅ A **family specific timeline** that explains each step in your *Pay-for-College* strategy
- ✅ Have less stress regarding college decisions
- ✅ MINIMIZED PARENT DEBT & MANAGEABLE STUDENT LOANS
- ✅ Students can choose the best college, **regardless of price**, so they have the most impactful college experience
- ✅ Families don't need to put life on hold to afford college!



# Sample Timeline: Family of 4 with Optimal Strategy

COLLEGE FUNDING SOURCES	TOTAL AVAILABLE FUNDING	Sarah		Sarah		George		George	
		Sarah	Sarah	George	George	George	George		
TOTAL COST PER YEAR	\$286,808	\$49,428	\$49,428	\$71,702	\$71,702	\$22,274	\$22,274		
UNIVERSITY GIFTING OR MERIT SCHOLARSHIPS	\$66,608	\$16,116	\$16,116	\$17,188	\$17,188				
STUDENT LOANS	\$54,000	\$5,500	\$6,500	\$13,000	\$14,000	\$7,500	\$7,500		
WORK STUDY & EMPLOYMENT	\$32,000	\$4,000	\$4,000	\$8,000	\$8,000	\$4,000	\$4,000		
529 PLAN/COLLEGE SAVINGS	\$36,270	\$18,135	\$18,135						
PARENT LOANS	\$26,382	\$5,677	\$4,677	\$8,514	\$7,514				
MICROSCHOLARSHIPS	\$20,000			\$5,000	\$5,000	\$5,000	\$5,000		
LOANS PAID BACK WITH NEW SAVINGS PLAN	\$25,470			\$4,394	\$4,394	\$4,394	\$4,394	\$4,394	\$3,500
NEW SAVINGS PLAN	\$51,548			\$20,000	\$20,000	\$5,774	\$5,774		
REMAINING BALANCE	\$0	\$0	\$0	\$0	\$0	\$0	\$0		

\*\$18,135 is the U.S. National Average College Savings

## Frequently Asked Questions

*(For your spouse, friends and neighbors who couldn't attend one of our presentations.)*

Five parts of  **The Affordable  
College Plan**

### 1. College Planning and Pay-for-College Timeline

- a. Finding the college that is the “right fit” for your child
- b. Identifying colleges to compete for your children
- c. Applying to high gifting colleges
- d. Creating focus on graduation rates close to 4 years NOT the national average of 6 years

### 2. FAFSA Opportunities

- a. Organically finding money in your household to pay for college
- b. Reduce Expected Family Contribution (EFC) and increase grants (free money)

### 3. Micro Scholarships

- a. Earn scholarship funds doing college preparation activities
- b. Achieve up to 25% of tuition at many colleges
- c. Accrue scholarships when meeting with a college planner

### 4. The College Debt Elimination Program

- a. Post-College: Solving the debt left over from college
- b. Pre-College: Using current debt payments to help pay for college

### 5. Career & Job Preparedness

- a. Resources for choosing a career path, aiding in the selection of a major
- b. Connections and wherewithal for an easy transition upon graduation

### What will you pay? Free Application for Federal Student Aid (FAFSA)

The FAFSA generates a personalized family score called your Expected Family Contribution (EFC). This is the baseline starting amount you will pay at any college in the country.

### Are there penalties for being responsible?

You get penalized for the following:

- Income
- Contributions to your retirement plans
- College Savings Plans (529, MESP, MET etc.)
- Savings/Checking, Brokerage Accounts, Inheritances
- Equity in your home, rentals and cottage
- Student savings

### What will the colleges give you?

Every college and university in the country has a different gifting formula. Gifting based on financial need is commonly referred to as grants and come from college endowment funds. Gifting percentages vary from 19% to 94 % of your family's financial need above your Expected Family Contribution amount. We will assist you in locating the highest gifting colleges for your child's career path.



### Why is the college sticker price irrelevant? Gifting is the key!

Public School		Private School
\$30,000	Cost of Attendance	\$50,000
\$20,000	Typical EFC	\$20,000
\$10,000	Remaining Financial Need	\$30,000
\$3,000 @30% gifting	College “gifts” you part of Remaining Need	\$22,500 @ 75% gifting*
\$7,000	Loans to pay balance of Remaining Need	\$7,500
<b>\$27,000</b>	<b>Family pays sum of EFC + Loans</b>	<b>\$27,500</b>

\*Schools like: Albion, Boston University, Kalamazoo, Lehigh, Loyola, Rensselaer, St. Mary’s-IN, Wheaton, Syracuse, Tulane have generous “Gifting Programs” (free money to you from their endowment funds based on financial need).

#### Who can we help?

1. Families of all income levels
2. Students of all academic levels
3. Business Owners
4. Divorced or blended families

#### What is our process?

When you choose to work with us, we generally meet multiple times. We promise to spend the time needed to create a custom plan specific to your family.

1. We gather information about your child’s education goals, possible careers, college choices, and academic abilities.
2. We gather data needed to calculate your FAFSA Expected Family Contribution and provide that financial information to you.
3. We develop a timeline to implement the various aspects of college admissions and a way to afford college with minimal or no loans.

#### How much does this cost?

Our service is complimentary. We never charge a fee for helping you. So how do we get paid? When we discover a FAFSA opportunity a third party, companies that share in our vision, pay us directly. It is up to you to implement any of our suggestions.

#### Do I even have a problem...? How big?

For those that want a look at what their individual financial situation means to them in university gifting but are not ready to meet with a *Pay-for-College Specialist*, you can learn if you are leaving money on the table with our free calculator:





