



EXCITE Initiative Training Encourage X-tra Cash Investment Towards Education

Training Agenda:

1. **Introductions**
[Time Estimate: 30 Minutes]
[Presenters: VP - Regulatory / Financial Aid Employee]
 - What do you want to accomplish?
2. **90/10 Overview**
[Time Estimate: 1 Hour]
[Presenters: VP - Regulatory / Financial Aid Employee / FAST Team Managers/Group Controllers]
 - What Is The 90/10 Rule?—FA
 - What Funds Cannot Exceed 90%?—FA
 - What Funds Can Contribute to the 10%—Group Controllers
 - Agency-Scholarships-Tuition Reimbursement-State Grants (discussions of current resources and future ideas)—Shared between FA and Group Controllers
 - Tuition Payment Benefits--Shared
3. **EXCITE Presentation**
[Time Estimate: 1 1/2 Hours]
[Presenters: VP - Regulatory / Financial Aid Employee / FAST Team Managers/VP of Admissions]
 - Who Are Our Students?—VP of Admissions.
 - What Is Value?—VP of Admissions
 - Is There Value At Your Campus?—Shared between FA and Admissions
 - Asking For Money – It's An Investment Towards Education—FA
4. **Cash Collection Presentation**
[Time Estimate: 45 Minutes]
[Presenters: Group Controllers]—Please let me know how you want this section indicated on the agenda and send me your presentation information.
5. **Overcoming Objections:**
[Time Estimate: 2 Hours]
[Presenters: VP - Regulatory / Financial Aid Employee / FAST Team Managers/VP of Admissions]
 - What Is An Objection?—FA
 - How To Prepare For Objections?—VP of Admissions
 - Feel-Felt-Found-Example Role Plays--FA
 - Educational Investment Checklist (EIC)—VP of Admissions-do you have any ideas for Tips on completing the EIC?
 - Budget Assistance Worksheet--FA
 - Practice=Success (Role Playing Sessions)—Shared between FA and Admissions
 - Recap and Wrap Up