



Alternative Tuition Assistance Resource Opportunities

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Who is here?

- Roles at school.
- What challenge do you want to solve?
- What opportunities do you want to create?

Why are Alternative Tuition Resources Needed?

- Managing Title IV is a challenge.
- Some schools do not have Title IV.
- Alternative sources can address 90/10 challenges.

Lessons learned from schools and colleges.

Employer Tuition Benefits

- Many companies offer tuition assistance.
- This opens opportunities to enroll their employees and discover company training needs.
- Some companies pay tuition, hire grads, and then deduct loans from their salary.

Employer Scholarships

- Some employers might offer scholarships that don't have to be paid back.
- Check regulatory agencies to be sure scholarships are in line with rules.

Tuition Payment Upon Placement

- Students begin paying tuition when they have a job.
- This does require schools to have upfront funds until tuition payments create a cash flow.

Micro School Projects

- Watch for schools that offer consulting and research work for a fee.
- Projects are completed by instructors and usually students.
- The school gains a flow of income to ease student tuition debt.
- Students learn by doing.

Native American Tribal Groups

- What Tribal Communities are in your state?
- Which offer full scholarships to their Tribal members wanting to attend institutions of higher learning?
- Do the research. Establish relationships. Maintain relationships.

State and Government Funding

- Check your state for programs like Trade Readjustment Act TRA.
- Dislocated worker. Vocational Rehabilitation.
- Others

Work Off Tuition

- This works for schools with clinics where the public pays for services.
- Students work hours in addition to services required.
- Extra work equals the amount due for tuition.
- Triple check your regulatory agencies to be sure this is not considered unpaid compensation.

Workforce Innovation and Opportunities Act- WIOA

- Previously known as Workforce Investment Act WIA.
- Establish and maintain relationships.
- Establish relationships with one office and then seek approval from others in your area.
- Great placement stats are a key to getting in the door and success.

Credit Unions

- Sometimes Credit Unions are more willing to offer student loans than commercial banks.
- Students still need to be credit worthy.
- Visit credit unions to determine how they qualify students.

Recourse Lenders

- These are companies that loan tuition funds to students, the school, or both.
- Interest is charged.
- Talk to a few companies to learn how they can assist you and your students.

Payment Plans

- Be the bank.
- It's ok to charge interest.
- Get help from a collection agency.

State Grants and Awards

- Find out what tuition assistance is awarded to students who attend state colleges.
- Determine how your school might qualify.

Market to International Students

- International students usually want degrees – on line or onground.
- International students are usually required to pay tuition in cash and show proof of funds for living expenses.
- Ongoing schools need SEVIS SEVD approval.
- An International Student Services Department is a must.

Tips for Success

- Great placement statistics help get in the door.
- The school owner or director are most successful in building relationships.
- It takes creating relationships and then maintaining them.

Disclaimers

- Always triple check with your regulatory agencies.
- Not all strategies work for all schools.
- Not all students will be eligible.
- Schulz School Advisors is not responsible for any decisions made by these resources. We are just the reporters!

Questions

Answers

Thank you

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