

Supporting your school with the right payment information at the right time

SENIOR YEAR IN HIGH SCHOOL

SUMMER BEFORE FRESHMAN YEAR

ACADEMIC YEAR BEGINS

SECOND **SEMESTER**

YEARS 2, 3, 4...

ACADEMIC CALENDAR

Students inquire

Students apply

Admissions and financial aid letters

Bill sent

Bill due Bill past due

Second semester bill due

STUDENT PAYMENT **PROFILE**

Early planners

Early payers

Procrastinators

Unprepareds

Depleted savings

YOUR GOALS

TUITIONPAY SOLUTIONS Enrollment & affordability

Cash flow

Retention

EDUCATE prospective students with:

- Payment Options Brochure
- Web site links
- Guidebook descriptions

MOTIVATE early payers with:

- · Early Decision Plan
- · Plan mailing to accepted students
- · Reminder mailings to deposited students
- · Payment Strategy Guide
- Low-cost loans
- Billing inserts
- · Outreach counseling
- · Payment consulting

MANAGE problem payers with:

- · Short-term Plan
- · Late enrollment form
- Special Arrangements Plan

RETAIN students with:

- · Online renewals
- Renewal mailings
- · Money-saving loan options for depleted savings