Does the Early Bird Get The Worm?:
Supporting International Students
Seeking Aid and Early Admission

Session 1 - 9:15-10:25 AM
Presenters

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Case Study

- You are working with a full financial aid student who wants to go to the US
- His EFC is 0
- Would you encourage him to do an early decision? Or a regular decision application?
- What would your advice to this student be?
How did this come about?

While traveling internationally, we have heard counselors telling their students that if they need any kind of funding, ED/EA is not an option for them.

We are seeing significant increases in our early application numbers.

Misconceptions about need-based financial aid versus “scholarships”

Enrollment management: implications on the university side
Trends in Highly Selective US Admissions

- Highly selective admissions are NOT representative of American higher education broadly
  - There are over 5,000 colleges and universities in the U.S.A. According to a 2016-2017, NACAC report, the average acceptance rate across all 4-year colleges in the U.S. is approximately 65.4%
  - Almost 500 four-year colleges accept more than 75% of applicants and FEWER than 70 US Colleges admit less than 25% of applicants (Source: The College Board).
- High school population demographics are changing.
  - The number of high school graduates overall are declining in the United States.
  - Application numbers from outside of the United States continue to grow.

- Impact of technology → Rise in application numbers while college enrollment remains relatively steady, especially at the most highly selective institutions

- Implications of Early Admission: Early Decision, Early Action, etc.
  - Parent perceptions are often shaped by what admission rates were when they were applying to university and/or if they were applying to undergraduate versus graduate programs in the U.S.
What does meeting full demonstrated need mean?

- Less than 1% US universities that meet 100% of demonstrated need for admitted students

- The benefits of need-aware financial aid process for international students requesting aid

- Rise in % of ED/EA students in first year classes

- While numbers may seem high, still competitive pool for different reasons
The Counselor’s Role

Mentor
Coach
Facilitator
Steward
Advocate
Negotiator
Advisor
Timekeeper
Facilitator
Bystander
Dictator
Case Study

- What would you do - if you had an EFC 0 kid, and their dream university is scheduled for a fall school visit.

- What would you do?

- What has worked for you?
How can we work together across the desk?

- Calculator resources (domestic students)
- Better leveraging interactions: school visits and phone calls
- Use your visit schedule
- Demonstrate interest
- Obtain information that helps your students
- Assess the student’s chances
- List management is key
- Be a proactive advocate and strong negotiator, vs a facilitating bystander
- Understand that fit is a privilege
- Be thoughtful about terminology: need-based aid versus scholarships
Q&A
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