

MEGA CONFERENCE XXV AGENDA

SUNDAY, OCTOBER 22, 2017

4:00-6:00 PM	Partner Display Setup	Grand Ballroom
4:00-7:00 PM	HOSPITALITY AND PRE-REGISTRATION	Room 215

MONDAY MORNING, OCTOBER 23, 2017

7:30-8:30 AM	REGISTRATION AND CONTINENTAL BREAKFAST	Grand Ballroom
8:30-9:00	Opening Remarks	Grand Ballroom
9:00-10:15	General Session: <i>Legal Hot Topics</i> Chad Echols, The Echols Firm The session will discuss current legal status of the industry, state law changes, assessing fees and much more!	Grand Ballroom
10:15-10:45	VENDOR DISPLAYS AND BREAK	Grand Ballroom
10:45-12:00	Concurrent Sessions: <i>a) Bankruptcy</i> Chad Echols, The Echols Firm Overview of bankruptcy basics along with current trends and cases relating to bankruptcy and higher education. <i>b) 1098T</i> Robert Frick, UAS This session will provide an overview of 1098T reporting requirements focused on updates for the current reporting year. <i>c) Financial Aid 101/PPY</i> Susan Brady, University of St. Thomas This session will cover the basics in the financial aid process and discuss the impact of PPY (Prior-Prior Year) FAFSA requirements.	Atrium Bloomington Edina
12:00-1:00	LUNCH	Grand Ballroom

MONDAY AFTERNOON, OCTOBER 23, 2017

1:15-2:30	Concurrent Sessions: <ul style="list-style-type: none">a) <i>SELF Program</i> Andrew Wold and Marilyn Kosir, MN Office of Higher Education An overview of the loan program and OHE's approach to collections.b) <i>EOCA and the Financial Services Office</i> Richard Brown, Ontario Systems The Equal Opportunity and Credit Act and how it affects your office.c) <i>Conquering Collection Burnout</i> Greg Ruffino, Williams & Fudge Burnout is inevitable for any employee and collections is no exception. We will discuss the reasons why this happens, how it can be recognized and potential solutions.	Atrium Bloomington Edina
2:30-3:00	VENDOR DISPLAYS AND BREAK	Grand Ballroom
3:00-4:15	Concurrent Sessions: <ul style="list-style-type: none">a) <i>Peer Counseling</i> Kathy Czech, St. Catherine University Peer money mentors empower students with money management skills and provide a comfortable environment to discuss financial matters.b) <i>Best Practices in Financial Arrangement Agreements</i> Larry Rock, Concordia College, Moorhead Tips and tricks for developing a comprehensive tuition repayment agreement.c) <i>Negotiations – A Breakdown of Approaches</i> Greg Ruffino, Williams & Fudge There is science & art to negotiating. Concepts and best practices will be explored.	Atrium Bloomington Edina
5:00-8:30	MONDAY RECEPTION <i>Cash Bar, Dinner & Trivia and DJ Night</i> <i>Trivia & Halloween Costume Prizes!</i>	Foyer & Grand Ballroom

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TUESDAY MORNING, OCTOBER 24, 2017

7:30-8:30 AM	CONTINENTAL BREAKFAST	Grand Ballroom
8:30-8:45	Business Remarks	Grand Ballroom
8:45-10:15	General Session: <i>Staying Up in a Down World</i> How To Be Positive, Proactive, and Productive at Work and at Home Dr. Alan Zimmerman, CSP, CPAE Speaker Hall of Fame With never-ending changes, with tighter budgets, and conflicting demands from our leaders and students, negativity, stress, conflict, and demotivation can be a natural byproduct. Comments such as, "It won't work... We already tried that...and...I can't do it" become all too familiar. Unfortunately, our attitudes will defeat us faster than anything else. But you can build a work environment that is alive, exciting, and positive. You can build an environment where satisfaction and fulfillment are the rule, not the exception. OBJECTIVES: <ul style="list-style-type: none">• To identify the markings of a negative work environment• To understand the benefits of an enjoyable, energized work environment• To acquire skills that build a positive work environment• To implement strategies that turn around a stressful work environment• To feel empowered by what can be done rather than feel stuck with what is	Grand Ballroom
10:15-10:45	VENDOR DISPLAYS AND BREAK	Grand Ballroom
10:45-12:00	General Session: <i>Staying Up in a Down World</i> How To Be Positive, Proactive, and Productive at Work and at Home Dr. Alan Zimmerman, CSP, CPAE Speaker Hall of Fame	Grand Ballroom
12:00-1:00	LUNCH	Grand Ballroom

TUESDAY AFTERNOON, OCTOBER 24, 2017

1:00-2:00	Concurrent Sessions: <ul style="list-style-type: none">a) <i>Keeping it Personal – Retention Strategies</i> Atrium Matt Lukach, University of North Dakota Learn how targeted communications, electronic forms and collaboration all contribute to you doing your part for retention.b) <i>Millennial Banking</i> Bloomington Betsy Burton-Strunk, BankMobile This session will discuss these challenges & tools that can make banking better for the millennial generation.c) <i>A/R Panel</i> Stacey Molgaard, University of Nebraska Omaha Connie Rasmussen, Iowa State Theresa Shidaker, University of Dayton Open forum on accounts receivable issues and best practices. Hot Topics: Credit Reporting; International Students; Natural Disasters; Enrollment Edina
2:00-2:15	VENDOR DISPLAYS AND BREAK Grand Ballroom
2:15-3:15	Concurrent Sessions: <ul style="list-style-type: none">a) <i>Completion Funds: Collaborating Across Units for Student Retention & Graduation</i> Atrium University of Minnesota - Stephanie Kearley, Richard Campo, Alexandra Cummelin, University of Minnesota's Academic Support Resources has created a cross-functional committee to provide a financial boost to students who need a little help to complete their degree.b) <i>Crucial Conversations</i> Bloomington Will Maron & Lori McElheny, ConServe Crucial Conversations® Training teaches skills for communicating when the stakes are high, opinions vary, and emotions run strong. In this fun, interactive session, you will learn a few of the skills necessary to make it safe to talk about almost anything, with almost anyone.c) <i>Perkins Panel</i> Nichole Lofald, University of Minnesota, Duluth Carol Loss, Minnesota State Colleges & Universities Lori Hartung, Todd, Bremer, & Lawson, Inc. Edina Open forum on Perkins issues and best practices.
3:15-3:30	VENDOR DISPLAYS AND BREAK Grand Ballroom
3:30-4:30	Concurrent Sessions: <ul style="list-style-type: none">a) <i>Public Schools Round Table</i> Atrium Moderator: Lydia Self Join your peers in discussing current issues or ideas on your campuses.b) <i>Private Schools Round Table</i> Bloomington Moderator: Bill Peterson Join your peers in discussing current issues or ideas on your campuses.c) <i>Community College Round Table</i> Edina Moderator: Judy Yang Join your peers in discussing current issues or ideas on your campuses.
4:30-5:00	General Session: Perkins Loan Grassroots Meeting Atrium Lori Hartung, Todd, Bremer & Lawson Karen Reddick, National Credit Management A short meeting to coordinate grassroots efforts to bolster efforts to extend the Perkins Loan program.

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WEDNESDAY, OCTOBER 25, 2017

8:00-9:15 AM	Breakfast Buffet and Closing Remarks	Grand Ballroom
9:15-10:30	General Session: <i>Red Flag/Identity Theft</i> Karen Reddick, National Credit Management How to Protect Against Identity Theft and Complying with Safeguarding Regulations. Practical ways to protect your identity and steps to take if you become a victim.	Grand Ballroom
10:30-10:45	BREAK	Grand Ballroom
10:45-11:30	<i>Federal Update</i> Lori Hartung, Todd, Bremer & Lawson, Inc. The Perkins Loan Program expired on September 30. We will discuss current extension efforts and provide Department of Education updates on HEA reauthorization and other legislation.	Grand Ballroom

Please visit the website for registration: www.MNNetwork.org

Hotel:

Doubletree by Hilton Bloomington-Minneapolis South
7800 Normandale Boulevard
Minneapolis, MN 55439

**THANK YOU FOR ATTENDING AND SAFE TRAVELS HOME!
SAVE THE DATE – NEXT YEAR’S CONFERENCE IS 10/14 – 10/17/2018**