

Not-So-Tricky Transfers

The Big Picture

Transfer Stats

What Does it Mean to Be a Transfer Student?

- * There are two types of students in higher education:
 - * Traditional student – retention at same school
 - * Mobile or transfer student
 - * 2-year → 4-year; 4-year → 2-year; 2-year → 2-year; 4-year → 4-year
- * Transfer students are students who complete a secondary degree, receive any type of post-secondary credit, and apply to another institution of higher education.

Transfer Data & Trends

1/3 of Students Enroll in a Different Institution within 5 Years of Their First Enrollment and Before they Earn a Degree

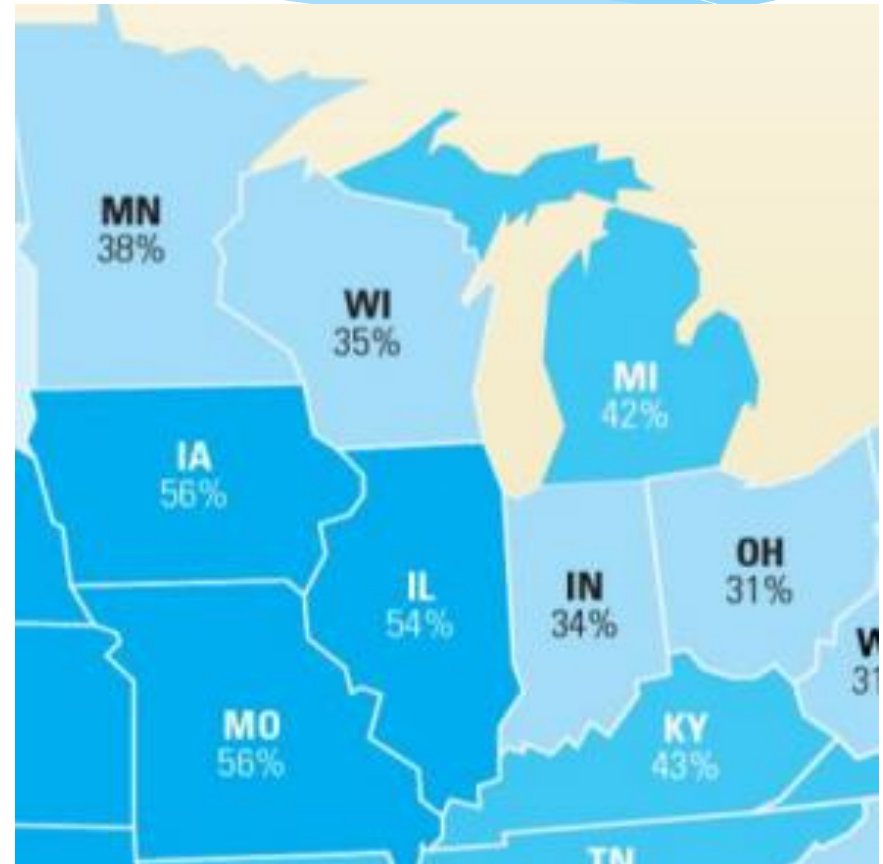
**Prevalence of Transfer and Mobility
Among All Students in Entry Cohort, Fall 2006**

	N	%
Transfers	923,196	33.1%
Non-Transfers	1,869,765	67.0%
Total	2,792,961	100.0%

The National Student Clearinghouse's study on transfers and mobility began with the survey of 2.8 million part-time and full-time students who enrolled in the fall of 2006 and were tracked up to 5 years or until they obtained their first degree.

Transfer Data & Trends

In the 2010-2011 academic year, 45% of students nationwide who earned a 4-year Bachelor's degree had previously attended another institution of higher education – more specifically, 54% of students in Illinois, which is above the national rate!



(Shapiro, 2013)

The Places They'll Go! : Where Transfers are Coming From and Going To

- * Where they started: Entering class of Fall 2006
 - * 47.4% two-year public, private, for-profit
 - * 45% represented two-year public
 - * 34% four-year public
 - * 18.6% four-year private / not-for-profit and for-profit
 - * Note: 15.3% represented four-year private not-for-profit
- * Transferred to:
 - * 43% of mobile students surveyed transferred to a community college
 - * The data also showed that 25% of students who transferred did so more than once!

(Shapiro, 2013)

Excited for More Facts & Trends?

- * As of November 2013, the NACAC 2013 Admission Trends Survey is in progress!
- * Is your institution interested in participating? See <http://www.nacacnet.org/research> for more information



The Typical Transfer

- * Community College coursework
- * Has researched your institution
- * Top choice



Easing Their Anxieties – Let Them Talk

- * Let them lead the appointment
- * “Tell me your story...” or “So you’re thinking of transferring; what can I help you with?”

Be Prepared for Questions!

- * Admission requirements
- * Application deadlines
- * Transfer scholarships
- * Overall fit
- * Dream-shattering conversation

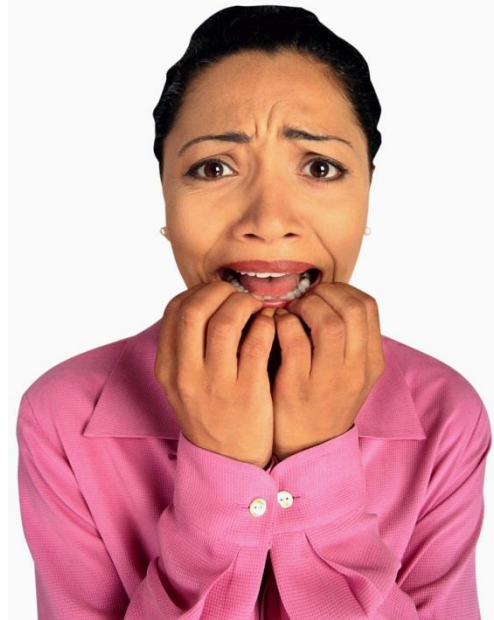


Customer Service & Transfer Credit Evaluations

- * Accepting transfer credits
- * How long to graduate?
- * Maximum number of credits

Easing Your Anxieties – Confidence!

- * Dress professionally
- * Learn about other offices on campus, know your resources
- * Have a “cheat sheet”
- * Know your transfer events



Digging Deeper & Thinking Critically:

Approaches to answering questions that may appear to be a simple “Yes” or “No”, but are not

NACAC Principles & Competencies

- * “Ethical college admission is the cornerstone” of NACAC
- * Transfer TLC and Competency #3...
 - * “The Ability to Facilitate Transitions and Counsel Students Toward the Realization of Their Full Educational Potential” (NACAC *Statement of Counselor Competencies*).

(NACAC, 2000, 2010)

Before answering any of the transfer questions on the following slides, consider:

* Your Institution's:

- Admission policies
- Financial aid policies
- Policies on obtaining records from all colleges attended
- Use of the National Student Clearinghouse for enrollment verification

Also Consider...

- * NCAA eligibility requirements
- * NACAC's Joint Statement of Transfer and Award of Credit
- * Federal regulations for transfer student financial aid eligibility and Financial Aid History (FAH)
 - <http://ifap.ed.gov/ifap/>
- * Familiarizing yourself with career sites and college major resources:
 - <http://whatcanidowiththismajor.com/major/>
 - <https://bigfuture.collegeboard.org/explore-careers/careers/matching-careers-to-degrees>
 - <http://www.princetonreview.com/Majors.aspx>

Steps to Take in Answering These Questions



Address the
“short answer”



Think of pertinent
follow-up
questions to ask



Think “outside
the box”



Communicate the
“why”

Question One

“I’ve gone to X different colleges. Can I get you my last college transcript that has all my credits listed on there?”

Short answer: “No.”



Question Two

“I still owe money at X institution. Can I fax/email/turn in my unofficial transcript for admission?”

Short answer: “No.”



Question Three

“I already have a Bachelor’s degree, how do I get another?”

There is no short answer for this one.



Question Four

1.) “Can you ignore what I did at my last school? Can’t I just start over as a freshman?” OR: 2.) “I attended X school and then withdrew. Do I have to get you my transcripts from there?”

Answer 1.) No

Answer 2.) Yes



Question Five

“I attended a trade/vocational/non-regionally accredited school. Do I need to submit a transcript from there?”



Short answer: “Yes”

Review accreditation websites:

- * All regionally accredited institutions: Council for Higher Education Accreditation (CHEA):

<http://www.chea.org/Directories/regional.asp>

- * Degree-granting institutions in Illinois: The Higher Learning Commission (HLC)

<http://www.ncahlc.org>

Illinois Articulation Initiative

IAI

What is it?

The Illinois Articulation Initiative is...

- * A statewide transfer agreement
- * Over 100 participating colleges and universities
- * All 4-year institutions agree to accept a “package” of general education courses in lieu of some or all of their general education requirements

The Benefits...

- * Facilitates students transferring among Illinois institutions
- * Allows students greater flexibility during their college search process
- * Efficient transfer of credits without the loss of credits



What Should You Know?

- * How does your institution accept IAI?
- * Do students still have courses within their general education program to complete after transferring with IAI?
- * The website: www.itransfer.org

Wait a Minute...



Things to Learn

- * What programs are more transfer friendly than others?
- * How to do a thorough transfer credit evaluation
 - * Know about repeats, withdrawals, remedial courses
- * How to use the evaluation to suggest future coursework
- * Does your school have a 3+1, 2+2 or dual admission programs?
- * How does your school accept Associate's degrees?

Don't Be Intimidated!

- * Spend time training and learning
 - * Practice evaluations as “homework”
 - * Develop transfer plans for a student right out of high school or with only one term left prior to transfer
 - * Don't be afraid to ask questions – be a knowledge seeker
- * Take your time
- * Don't guess!
- * Know a lot about the curriculum at your institution
- * Keep on-going notes about unique features of colleges

Document, Document, Document!

Why?

- * Protect the student
- * Protect yourself and your institution
- * Ensure accuracy
- * Allows for better follow-up



How?

- * Use your data system
- * Write legibly and intelligibly
- * Illustrate the importance of the word “unofficial”

Top Ten Takeaways



Be real. Transfer students are looking for a solid connection during their college search.


Make no guarantees about credit transfer, scholarships, etc. without official documents/transcripts in hand.

Be thorough. Transfer students expect a high level of clarity. They don't like any "unknowns".

Let the student lead the appointment.

Be confident! Greet them with a smile and a friendly handshake.

Top Ten Takeaways



Be honest. Let them know if they do not have the qualifications for your institution and/or major.

Be consistent in your message and in the information you share.

Have strong transfer policies and training for admission personnel.

Answering transfer students' questions with other questions can help you get a full understanding about where they are coming from, their goals, and how you can help.

Learn the “why” behind your answers so you can clearly communicate expectations and requirements.

References

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Questions??

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