

Finding the Right Fit Using *College Scorecard*

Operator: Welcome and thank you for joining today's Financial Aid Bootcamp. Today's Session One is Finding the Right Fit Using College Scorecard. With that, I'll turn it over to Miesha Challenger. Miesha, please go ahead.

Miesha Challeng...: Thank you so much. Greetings to all of you joining us today. We are extremely delighted to welcome you to our April Financial Aid Bootcamp. My name is Miesha Challenger, and I'm an awareness and outreach specialist here at Federal Student Aid. For those in attendance Federal Student Aid will be hosting a two-day virtual Financial Aid Bootcamp today, April 20th, and tomorrow, April 21st. We are so excited to share some great information to help you on your financial aid journey and provide some valuable resources to help you in the process.

Our 2021 bootcamp will focus on information designed to help participants learn about which college might be the right fit using a tool that we're going to talk about in a bit, College Scorecard, or maybe you want to know more about loans and understand what your options may be. We going to talk about Loan Simulator in a future webinar. Or attendees may want to know how to empower students during their financial aid journey. We have a 4:00 p.m. session on Tools for Financial Aid Empowerment. Attendees will also learn how to navigate the federal financial aid process and steps after completing the free application for federal student aid. A step-by-step guide to the federal financial aid process will occur at 6:00 p.m. this evening, Eastern time.

Then what happens after you receive your award letter? What do you need to know? We have an exciting session tomorrow at 11:30 a.m. about that. All these things are coming your way and more over the next two days. This bootcamp is ideal for students, parents, guidance counselors, college access professionals, college and career coaches, and other members of the financial aid community. Again, all of our sessions are Eastern Standard Time, and these sessions will also include a question-and-answer component.

Now that you've gotten a high-level overview out of the way as it relates to the bootcamp, let's get started. Our first of our six webinars we will be providing over the next two days is entitled Finding the Right Fit Using College Scorecard. Our exciting presenters are Brent Madou and Brian Phou. They are both management and program analysts in the Office of the Chief Data Officer.

A few housekeeping notes: As I mentioned earlier, you will be able to ask questions using an email address, FSAOutreachWebinars@ed.gov. We will absolutely share that with you during the presentation. At the conclusion of the

webinar, we will share out some of the questions and answers and give our presenters to provide additional information. A lot of you have asked prior to the webinar, will this be recorded? It will absolutely be recorded, and we should be able to post the recording on our social media site, studentaid.gov, in the financial aid toolkit in the coming weeks. We will also provide a PDF version of the PowerPoint slides, along with a brief survey. There was also a poll question sent out to registrants prior to today, and some of you had difficulty opening up the poll, the link. If you can, please go back in. The link should be up and available to you all now. We'd appreciate your feedback.

Let's begin. I want to turn our exciting first webinar over to Brent Madou, who's going to talk about finding the right fit using College Scorecard. Brent?

Brent Madou:

Thank you, Miesha. Yes, my name is Brent Madou, and I'm here with my colleague, Brian Phou. We work in the Office of the Chief Data Officer here in the Department of Education, and we're excited to be part of this bootcamp today to show you how to use the College Scorecard to find the right fit for your post-secondary education. Let's jump right into our agenda.

Today we'd like to talk to you, really introduce you to the College Scorecard and explain to you why it is such an important resource, talk to you a little bit more about what key information is available within the College Scorecard, also show you where you can find the site. The bulk of our conversation today will be showing you and taking you through the website and showing you how to use it and find the information that you need to make decisions. Finally we'll wrap that up with any of your questions that you have. I want to remind you that if you do have questions, please submit your questions to FSAOutreachWebinars@ed.gov. Please send your questions there. Let's begin.

What is College Scorecard? College Scorecard is a consumer information initiative. What it does is it brings together information on college costs, graduation rates, student loan debt, post-college earnings and more. There are really three components to this initiative, and today we'll be focusing on the consumer website which is a subset of data metrics to help you students, parents, and counselors, make informed college choices.

There are two other components to this, and one of the other components is the downloadable data files. We here at the Department of Education believe in open data, making our data accessible to the public, so College Scorecard provides data files and documentation to explain how we arrived at our metrics and what metrics we're providing on the website.

The third piece is the application interface, or the API, and that really allows developers to tap in and integrate College Scorecard data within their own applications. Sometimes if you're using a site, perhaps you're doing a Google search or you're reading a news story, you might be seeing College Scorecard data. Often they are tapping into either the data files that we make available or the API, but again, today we're going to focus on the consumer website. The

data metrics are updated primarily on an annual basis, and this is to keep the data fresh for you and relevant, so we do that on an annual basis.

What information will you find in the College Scorecard? What will be provided to you? The College Scorecard has over 2,000 data elements, and they're all from the US Department of Education data sources. These are the best data sources that we can find. Here are some highlighted data points.

Potential Earnings After Graduation. That answers what do typical students that attend an institution typically make after graduating. We do that in a unique way where we can show you for a particular area of study or field of study how much do typical students make after leaving an institution and graduating with a certain credential. The other thing is Typical Debt After Graduation, which is a very hot topic, so what sort of debt would you be potentially leaving with once you graduate.

Graduation Rate, which Brian will talk to you a little bit more about and will show you that, but we don't just provide one graduation rate but we provide several metrics. We're able to show you essentially graduation rates where if you transferred into the institution, if you went full time, part time. It's really customizable so that you get a sense of what are the outcomes for students.

Undergraduate Annual Average Cost. College Scorecard is an undergraduate-focused tool. We are able to show you costs. That is typically your cost of attendance minus any scholarships or grants made to give you a sense of what you would need to pay out-of-pocket to attend that institution.

Finally, Enrollment Figures. Is it a large institution? Is it a small institution? Also the demographics we do provide for you on the College Scorecard, so a lot of great information.

Where can you find the College Scorecard? You can just visit CollegeScorecard.ed.gov you can see right here, and you're welcome to follow along with us if you want to visit the site as we go through the tour. I just want to let you know College Scorecard has existed since 2015 but was majorly revamped in the fall of 2019 to include much more information that what we had, a lot of information around the field of studies and programmatic outcomes were added to the site. College Scorecard is a free resource for all to use. The department will never charge you for this information. We believe in making it open and accessible to all. It's accessible through desktop browsers and mobile browsers, so the experience you see on the College Scorecard is the same if you go on your laptop and visit the site or if you bring it up on your phone or tablet, you will have the same access, the same information. Finally, we're also available within the MyStudentAid mobile app. There's an option within there where you can just go straight to the scorecard and start your search.

Let's dive into what College Scorecard looks like. When you go to CollegeScorecard.ed.gov, this is what you will see. You'll be presented with a page that gives you three options to start your search. Certainly if you know the name of the school that you want to visit or learn more about, you can just type that into that type-to-search box over there. Once you start typing, we may give you some options to quickly identify your school, and you can just click there so you don't need to get the name necessarily right. We also give you the option to search by field of study, and we finally give you the show-me option which are more of a broad search, which I will show you in a little bit.

You could also have the option of a custom search which I will show you right here, right now. If you don't know what school you want to look at, you can search by location. We give you the option to search by Zip Code or state or even a feature where we can locate where you are right now and show you the schools within your area through your browser. There's the academic fields as well. Think of that as akin very close to majors or programs offered at the school. If you're interested in schools that have biology, nursing, you can type that in there. Degrees and certificates. Maybe you are just interested in associate's degrees; maybe you're just interest in certificates or bachelor's degrees. You can limit your search there as well by just checking those boxes. Finally, we have graduation rate. Maybe you want to look at schools that have high graduation rates. You can adjust this toggle, and finally average annual costs. Maybe there's a certain cost range that you're looking for. You can adjust that there using those filters. Once you have made your adjustments to your filters, just hit the Find Schools green box down below which is a bit cut off, sorry about that, but pretty simple to use.

Let's take a look at some of the other search features. There's the field of study search, which I talked about a little bit before, but this is just focused on what sort of programs or areas of study that institutions might be offering. You can dive into your search using that. In this example, the user is looking for accounting. Simply just type in accounting and click there, and we will show you a result of institutions we have accounting program data for.

Then we have the show-me options. This is a very interesting way to search. What we do is present toggles here to give you a broad list of schools to start your search. We have schools that are near you. As I said earlier, we can detect where you are with your browser, and if you toggle that we will return schools that are in your radius, in your area. Where most people get in, that's tied to graduation rates. I'm sorry, acceptance rates. Where most people graduate, that's tied to graduation rates. Then on the right-hand side we have the certificate, associate's degree, bachelor degree options. You can toggle as many as you like or as little as you like. You would hit Find Schools to move on to get your search results.

Once you hit that green button that I showed you earlier, you're going to be presented with essentially a list of schools. You're going to be brought to another screen. On the left-hand side you can further refine your search to

whittle it down by some of the areas that I talked about a little bit earlier. There's some others such as SAT scores of students that are accepted. You can do a toggle there and whittle down your search. You can clear your search up top. You can even change your sort, or you can share your list out to ... We'll provide a link and you can share your list out on social media or email it, so forth.

But really the heart of it is these cards that we provide here that provide information on schools. We show you information on the type of school. As you can see over to the right-hand side University City College, and these are all state schools. It's a four-year school. It's private. It's in a city. It has a small population of student enrollment. We also show some institutional highlights such as graduation rates, salary after completing, and average annual costs. If you want to dive in and learn more about University City College you can do it in two ways. You can either click on the name of the school, for an example University City College, you can click on the green, or you can view more details. That's how you can start to take a look and see a lot more information about the schools.

Let me show you another way of looking at it if you toggle field of study, we can show you more information at the program level. In this example here, State College University, we can show you information on their nursing program that's offered there, and you can start your search by simply clicking on the registered nursing green link there.

Some other items to show here. You can start to ... Sorry, let me go back. I did miss one thing. I'm sorry. Apologize. Over on the right-hand side you can see this compare green icon and yellow icon. Really, what we've designed this to do is if you click these checkboxes on the pages, you can start to build a list akin to an Amazon shopping cart where you can start to list ten schools and compare them by using that feature up top. Brian will talk a little bit more about that. Later we'll show you that compare feature.

Let's go forward and dive into our school profile page which has a plethora of data that you'd be interested in viewing. Brian, you can take it over from here.

Brian Phou:

Thanks, Brent. I thought Brent did a really good job of describing how to navigate the site. What I'm going to try to do is give you a better sense of once you're done with the navigation, what are the real data? What do they mean? How are you going to use them? How are you going to interpret them?

Imagine you have just done your browsing. You click in and this is what we call School Profile, and this is the very top of that profile. Each profile has what we call accordions because they're expandable sections. I'll just call them sections for now. This is the header section, but it includes a lot of information that Brent showed you earlier and the search cards, the name of the institution, the number of graduates, the URL, whether it's a four-year school, a two-year school. It also provides a map and some other characteristics of the institution.

At this point we also repeat some of the information you saw on the cards, for example, graduation rate and salary after completing. In addition we allow users who are interested in a particular field of study to type in here as well what field of study they're interested in. There'll be information in this yellow highlighted box for that particular field of study. If you actually come through this through fields of study by search a field of study it will be prepopulated with some particular values. Let me see if I can actually click through this. Yep, okay.

So the next section of a school profile is more details on field of study, so what we provide as a default is the top five fields of study. You can order those top five by the highest earnings, the lowest debt, or the largest size, the one that most students attend. To the extent that institutions, especially large ones, have more than five, there's the ability to type into the search queue to find other fields of study that you're interested and a green box at the bottom if you want to look at just the entire list of the fields of study offered at the institution. In this example screen, the highest earnings is what's selected as the sorting function. You would get a different set of fields of study if you were to hit largest size or lowest debt. In this particular example, management science and quantitative methods bachelor's degrees have typical earnings of around \$79,000 per year.

Let me go down and show you the full suite. If we were to actually click on one of those. I'll go back here. [inaudible 00:20:20] to find one of these items you're interested. You can click on there and get a little bit more information. For example, the number of graduates, and this is kind of how we [inaudible 00:20:34] In one year at this institution, in the most recent year, 133 students graduated from this particular field of study. The typical earnings was \$54,000, and this refers generally to second year earnings. So the second complete year after they graduate, that is the median, the typical earnings for those who completed this field of study. We also have information on the typical debt after graduation. In this hypothetical scenario the typical graduate left with \$25,000 of debt. That would equate roughly to \$239 per month if you're on the standard 10-year repayment plan. There's other repayment plans, so we provide links for those who want alternatives in terms of longer timeframes, for example, to pay down their debt.

The next section after the field of study section highlights average annual cost. This is a very important concept, I think, because it's not tuition and fees or [inaudible 00:21:56] of costs and attendance. What it is is the total costs, including the tuition, living, [inaudible 00:22:03], books and supplies, minus, subtracting out the average grant and scholarships for financial aid recipients. In this scenario, for example, the average annual cost is almost \$37,000. As many of you know, the price that students pay is not equal. Not all students pay the same what we call net price, because different people are getting different amounts of scholarships and different amounts of grants, and one of the key indicators is family income. On the FAFSA, on the application for federal student aid that's often a determining factor of how much students and their families

end up paying, so what we have on the right is a breakdown by family income what the average annual cost is for those particular students.

Even more granular, users are able to click on the Calculate Your Personal Net Price, and this goes to a website sponsored by the individual institutions that you can enter even more information beyond your family income to get a very precise estimate of how much you can get in terms of scholarships and grants and what your true cost will be after those grants.

Now I'm going to go to the next section of the school profile, and this describes the graduation and retention rates, something that Brent talked about earlier. This is the graduation rate that you see eight years after attending. We also have a retention rate which is the number of students who return after their first year. One of the things that you'll be able to see that if you scroll down a little bit more is that the graduation rates ... there are ways to find graduation rates for specific types of students. For example, first time students, transfer-in students, students that are part time and full time. In addition, if you will scroll down, they don't have the screen right now but you would also be able to understand after eight years how many students had transferred to other institutions or are still enrolled.

I'm going to go to the next section, so imagine we're kind of scrolling down on this individual school profile, and the next section is about financial aid and debt. There's two, I think, important components. One is how many students actually take on loans, and of those students how much do they typically take on. In this scenario, 46% of undergraduate students take out loans, and the median total debt is based on the program. Different types of fields of study, different types of students might borrow less or more depending on a field of study. Some field of studies take longer. For example, bachelor's degrees take longer than associate's degrees and may accrue more debt. So what we provide here is a range of the typical debt for different programs. In this particular institution, the typical debt on the lower end would be \$23,000 and on the higher end would be \$27,000, depending on the program. This is not a live demo, but if you were to hover over one of those numbers, you could actually see what specific field of study that was attributed to, for example if it's a nursing program or a [inaudible 00:26:05] program.

To help people understand what that means from a monthly perspective, again we break that down by a 10-year repayment plan. The payment options link takes you to a link where you can explore what that means on a monthly basis if you decided to choose a different repayment plan.

Also in our financial aid section of the school profile we have information about repayment rate, and we have eight categories of repayment. This is two years after leaving the institution what is your status? Making progress simply means that the amount that you borrowed ... you owe less than the amount that you borrowed, so you're keeping up with interest. That's what we call making progress. Paid in full is, I think, fairly straightforward. It means after two years

you met your repayment obligations. Not making progress is a scenario where you may be making payments, but you're not necessarily keeping up with interest. Deferments refers to a situation where you maybe decided to go back to school, and you're not making payments now but you're deferring those payments for later. Forbearance is a situation where there might be a specific circumstance where students are not able to make payments, and they have an agreement with the servicer. Delinquency shows you a proportion of students that are behind on their payments, and those who have defaulted is a proportional amount of those students that are in default on loans. This gives you a snapshot on the financial health of students two years after they leave. Where are they? What proportion are in different buckets of repayment.

I'll now go to the next section of the school profile. Here we have salary after completion, and this is just as a reminder, the full second year after graduating. Similar to what I showed you with debt, this is a range. The typical on the low side for a field of study at the institution, and then the highest earning field of study. Each of these numbers, 51,000 and 79,000, are associated with the typical graduate two years after graduating for different fields of study, the lowest and then the highest. Again converted to month for those who are thinking about a budget on a monthly basis. Oh, and this is particular, so what's provided in this yellow is for those who earlier in the process had indicated a field of study. This number for marketing will change depending on what you chose earlier on in the profile which field of study that you wanted to [inaudible 00:29:53]. Marketing is offered by this institution. There may be chemistry, biology, other types of things that you could also adjust this to.

The next section of the school profile describes the student body and the demographic characteristics of the institution. In addition to size, which is repeated from the top profile header information, there's a sense of the most students here. Are they full time? Are they part time? Socio-economic diversity is based on the number of students who receive a Pell Grant. A Pell Grant is an income based program intended for low-income students. We have race and ethnicity breakdowns on the right. Really the purpose of this is to make sure that students know that they can feel comfortable and that there's students like them at the institution that they can relate to.

The last section of the school profile is related to test scores and acceptance. We have typical scores on the SAT and ACT. In addition we have the acceptance rate.

I just kind of went through the whole list of data elements that are featured on our school profile. Now we're going to talk about one of the functions that Brent mentioned earlier, which is the compare tool. I think it's very useful to look at just one institution and then kind of get a sense of that institution, but I think what's really interesting and powerful about this tool is that you can look at more than one and compare specific data elements side by side.

In this scenario after using the functionality that Brent's mentioned earlier by clicking the check marks, you can look at more than one school. You can see in this particular case that for average annual cost you can compare State College University to Midwest College for example. Then if you'll scroll down we go through graduation rates, all of the data elements that I mentioned earlier. Not only can you compare at the institution level but at the field of study level also where we had specific [inaudible 00:32:58] information. It's a similar thing where you put in a check mark and ... Let me see if I ... Sorry, it's a little bit cut off here, but it's a similar presentation as it is above. It's a series of bar charts where you can actually compare numbers side by side.

That was an overview of the specific data elements and the compare functions. With that, I will turn it over to Miesha Challenger to talk a little bit about tools and resources. Miesha, the floor is yours.

Miesha Challeng...

Thank you, Brian. That was a lot of really helpful information about College Scorecard. I know going through it, there's a lot of key things that the compare tool seems like a really great resource, as you said, to compare data for two schools. Thank you so much for that great information. I know a lot of you are sending in questions, so please be mindful that if you do have questions send it in to FSAOutreachWebinars@ed.gov at the conclusion of this presentation we will share out some questions that have been sent to us.

At this time I wanted to share a little bit about some of our federal student aid tools and resources for those on the webinar in case you want to know where to find some important information in your financial aid journey. Next slide.

We have a couple of great social media resources for you in case you have questions about the FAFSA form, you know, what is the process. You saw on College Scorecard all of the various schools that are listed, you know, how many schools can you put on the form. These are all things that you can really find out on, first of all, our StudentAid.gov website. Then we have an Instagram page. We have YouTube videos. We have a Twitter page, Facebook page, all of these resources, social media, can really help you whether you're a student, whether you're a counselor, whether you're just trying to understand the process, or in the process and need additional information. Also, we are still in a pandemic, so a lot of people wonder how their financial aid may or may not be impacted. We do have a page of [/coronavirus](#) that provides information as it relates to how it may or may not impede upon your existing financial aid that you're receiving.

Then we do have a wonderful 1-800 number. It's 1-800-4FED AID, 1-800-433-3243, Monday through Friday and Saturdays and Sundays in case you all have questions regarding what you need to put on your FAFSA or just general questions, whether it's what is an FSA ID or you need your FSA ID or information in order to call and get access with a customer service representative. Again, we have a lot of resources and information to assist you during this process. Next slide.

This is our first session, and I want to thank Brent and Brian for kicking it off with some really important information. We always get lots of questions when we do outreach about what is College Scorecard. What does it really do? How is it helpful, so I really think that this webinar today has given you all just a little taste of what to do when you use the actual tool. I wanted to share the website. It's CollegeScorecard.ed.gov. I know some of you may be like, "Where do you go to get that information?", so it is CollegeScorecard.ed.gov to access the actual scorecard.

In our next session we wanted to share with you all a list, again this is one of six, of the upcoming sessions for our next two days. Our next session will be at 4:00 p.m. Eastern time today, Tools for Student Financial Aid Empowerment. Kevin Campbell is going to talk about that.

Then at 6:00 p.m. tonight, again Eastern time, A Step-by-Step Guide to Your Federal Financial Aid Process. We have some exciting and dynamic presenters, Greg Sunis and Tameka Mangum, who are going to talk about that.

Then tomorrow morning starting at 11:30 a.m., Eastern time, I will be presenting, along with my colleague, Isiah Ellis, about What's Next After Receiving an Award Letter. Then we'll do a repeat session of the Step-by-Step Guide at 2:00 p.m. tomorrow, and then a repeat session of What's Next After Receiving Your Award Letter, 6:00 p.m. tomorrow night.

We have some really great sessions. We encourage you all to register. We will send the link out again. If you're on this webinar, that means you have registered, but again there's lots of resources that we wanted to provide to you all in the coming days. Next slide.

Then there's a brief survey. We will send this out to you all so that you can please provide us some feedback on the presentation today. Next slide.

Okay, so let's get to some questions that have come in for Brent and Brian based on College Scorecard and some of the information you all have provided. I also really appreciated the median debt information and the repayment rate information, Brian, so thank you for that.

Okay, so here is a question that came in. Here is the question. Are the graduation and retention rates figures broken down by ethnicity and race?

Brian Phou: They're not [inaudible 00:38:43] at school profile page. They're only broken down by part-time, full-time status, and transfer-in or for first time status.

Miesha Challeng...: Great, but it's good to still have that information there as well. I saw you mentioned that earlier, so thank you for that.

Okay, here's another question. Are all schools, colleges, and universities on this platform? Can you sort by national, state, or region ranking for a major? A two-part question. Are all schools on this platform, and then can you sort by national, state, or region ranking for a major?

Brian Phou: Sure, I can talk a little bit about the universe of institutions that's provided. All institutions in the country that participate in federal financial aid are required to report to a system called IPEDS. All of those institutions are captured in the College Scorecard. There are also institutions that do not participate directly in the federal financial score that voluntarily also provide information, and we also put their information onto College Scorecard. I think the coverage is pretty ... essentially all of the institutions, but it's not 100%.

Miesha Challeng...: Okay.

Brent Madou: There was another part to the question about sorting. We do allow you to sort by state, and you can play around with the filters and adjust the sorting on that, the sort of return of schools page I showed you earlier. Let me see if I can show you that again. If you look here in the location filter, you can filter by state, and then you can use the sort feature to arrange that list in a variety of ways.

Miesha Challeng...: Right. Thank you, Brent for that, and Brian. Here's a good question. Someone wanted to know how up to date is the information on the schools?

Brian Phou: It really depends on the data element. For example, like the earnings information is one of our most popular ones. That's based on calendar year 2018 information in its latest form. It kind of depends, but what we take is the most recent data. A lot of the things that take a year, like average [inaudible 00:41:51] cost and those type of things are ... It takes some institutions some time for the year to pass for them to calculate enough to put them through our data system. It really kind of depends, but we do use what's most recently available to us.

Miesha Challeng...: I appreciate you saying that, Brian. I think everyone wants everything real time, like right away. They're like, "Is this like this year?" The reality is it does take time to assemble the data and report it, so we try to provide as much up-to-date information as we can based on what we receive from the institutions. Thank you so much for that.

Here's another question related to the salary information. Is the salary shown for a particular field of study saying what someone would make if they completed that field of study or what someone who had graduated from that school's program of study in that field would make? Do you understand the distinction? Let me read that one more time. Is the salary shown for a particular field of study saying what someone would make if they completed the field or what someone who graduated from the school's program of study in that field would make? Do you understand the distinction?

Brian Phou: Mm-hmm (affirmative).

Brent Madou: Do you want me to take that, Brian? Yeah, so it's showing completers at the institution for that particular program, but there are some caveats. These are titles for recipients ... These are students that received some form of aid. That's what we're able to track. We're not able to track the larger universe based on our data set. Brian, do you want to add anything else to it.

Brian Phou: No, I appreciate that caveat. It is school specific and field of study to that school specific. In addition, Brent gave a great caveat on the earnings that it's only people that have received federal grants and loans. The debt information, also an important caveat. That repayment is only on federal loans, so to the extent that students have taken private loans, that information is not captured in the College Scoreboard.

Miesha Challeng...: Right. Thank you, guys, for that. Here's another question. What's the difference between College Navigator and College Scorecard?

Brent Madou: College Navigator's a great tool. It is managed by our partners at NCES, the National Center for Educational Statistics. The interesting part of that tool is that it is congressionally mandated that the department maintain that tool. What you'll find there is that it's more dense a tool, and there's no slight on that. You will find a lot of information. I think with College Scorecard the aim is really the student, the families, the quickest way to get the most important information, especially particularly around the consumer website where we show a subset of information that we think is important to help you make your college decisions. So, yeah, what you get with the Navigator is a lot more information presented in a dense format, but a good tool as well. Brian might have some different thoughts or he might want to add to that.

Brian Phou: Yeah, you'll get more granular information but there are somethings that are specific to Scorecard. The debt and the earnings are specific to Scorecard. You will not be able to find that on Navigator, but we ... the Scorecard has one tool in the toolbox, and I think it takes several tools to come up with a good decision.

Miesha Challeng...: Thank you for the distinction. Here's another question. Why does College Scorecard show average annual cost instead of just tuition and fee figures for schools?

Brent Madou: Go ahead, Brian. Do you want to take it?

Brian Phou: Yeah, so I think this is an important concept because when students look at tuition and fees or they look at a cost of attendance, it's not easy to interpret exactly how much they need to pay. It's only when you subtract out those grants and scholarships do you have a sense of what you as a student would pay. I think it's ... we made a decision to show that as kind of the prominent price figure for cost. [crosstalk 00:46:34]

Brent Madou: Yes, it's all about giving students and families a view of what would I potentially have to pay out of pocket here? What do I need to take out loans for? I think just presenting tuition and fees doesn't tell the whole story.

Miesha Challeng...: Definitely doesn't. Thank you for that. You know, tuition and fees, cost of attendance is the larger picture. A lot of folks don't take into account the full cost, so it's important to distinguish between those two. We're going to go two more questions. What age or grade level is it appropriate to start introducing College Scorecard to students?

Brent Madou: That's a great question. We say as early as possible just to get the narrative of college costs going and what it might potentially cost and what students need to do to prepare. I don't know if there's a recommended age. I know of some colleagues in middle school that are showing students the College Scorecard and some basic sort of data analysis courses. I know ninth grade ... We say as early as possible. That's all I have.

Brian Phou: Yeah, I think for parents to have a [inaudible 00:47:56] their kids are at a young age. It's never too early, and I think even if it's not for college selection ... It might be too early for a middle schooler to decide exactly what college they're going to target, but they could start understanding the concepts of what data points are available and how to make the decision because there's a lot of information out there, but it's not clear what information people should necessarily focus on. There's information about sports teams and other things affiliated with different schools that can influence people from a very young age, so this idea of teaching them what to look for, which data elements are available and what they might be wanting to pay attention to and start getting a feel for that, it's never too early.

Miesha Challeng...: Yeah, it's a thought process, right? I appreciate you saying that, Brian. You have a tool, but you have to start thinking a certain way in order to start preparing. It's not that it should happen in your senior year. There's times that you should start prior to that. Thank you all for sharing that.

One last question, and this is a actual scenario that someone shared with us. The person said, "I downloaded the My Student Aid app and set up an account with the College Scorecard. I ran a search for schools by field of study and was wondering what the sort criteria is for the search results. They did not appear in alphabetical order. I did not choose any other option such as near me. I chose all types, degrees and certificates."

Brian Phou: Yeah, I believe the default sort is by graduation rate of the institution so that's how you're seeing it now. We're looking for different ways to do the sort so always looking for feedback if there's other ideas on how to do those sorts.

Miesha Challeng...: Great. Thank you, guys, so much. Well, that concludes our Q-and-A session. There were some great questions. Thank you all for sharing and engaging. It is

clear that College Scoreboard is definitely being utilized, which is what we want, and more importantly expanding out its resources for students and families because we understand and we're trying to create it in a way that will engage folks and give them the information that they need. Brian and Brent, thank you so much for this wonderful information today and kicking off our April financial aid bootcamp series.

As I mentioned, our next webinar will be at 4:00 p.m. today, Tools for Student Financial Empowerment. We hope that you all have registered. With that we are going to conclude our Finding the Right Fit Using College Scorecard webinar today. Again we want to thank our wonderful presenters, Brian Phou and Brent Madou for our first session. We hope you all have a great day, and we look forward to seeing you all at four o'clock today. Have a good one, everyone.

Brent Madou: Thank you.

Operator: That concludes our conference. Thank you for using AT&T Net Services. You may now disconnect.