

Collegiate Funding Solutions

When it comes to paying for college, there are two prices, one for the informed and one for the uninformed. *What price will your clients pay?*

The cornerstone of CFS is its highly-acclaimed web-based college planning software. With CFS you can deliver the comprehensive college planning value – beyond just the usual savings strategies – that families want and need from their financial advisor, helping them save ON, not just for the cost of college. Save your clients thousands of dollars on the cost of college, look like a hero and get more referrals from happy clients.



Expand your capability.
Expand your opportunities.
Expand your income.



For Middle-America Client

Expected Family Contribution (EFC)

This is what the family will be expected to pay toward the cost of college at the school selected before qualifying for any need-based financial aid at that school. This is the all-important starting point for becoming an informed buyer of a college education. By starting with the EFC, the family will have a much better idea which schools are REALLY affordable!

The EFC formula used by the school

There are two different methods for determining EFC. The method used by the school being evaluated can make a big difference in how much a family will be expected to pay at the school as well as strategies for increasing financial aid eligibility at that school.

Projected four-year college costs at selected college

You can adjust the college inflation rate to see the effect on projected costs.

Strategies for maximizing education tax credits.

Tax credits can help significantly reduce the cost of college. Every tax dollar saved is like a “scholarship dollar” so you need to know the strategies for maximizing them.

Comprehensive financial aid analysis at the school selected.

This is a reasonable estimate of the amount and type of financial aid that can be expected at the school being evaluated as well as how much will likely have to be paid out-of-pocket, after accounting for financial aid. It is based on school-provided data. You'll be amazed to learn that at many of the higher priced schools - particularly private colleges - actual out-of-pocket costs will be less than many public schools with a lower sticker price. Many schools that you'd think are not affordable may be very affordable to your client when you factor in financial aid! This information can be very helpful in determining what school to apply to in the first place! The family shouldn't give up on the school of their student's dreams just because they don't think they can afford it. They may be delighted to learn they can!

Strategies for increasing financial aid at the school selected.

This is one of the most valuable aspects of the software-generated report. Drawing from CFS' proprietary database of hundreds of financial aid enhancing strategies, developed over the last decade with the help of top college-planning experts, the report will include client-specific strategies that can be implemented to help maximize their financial aid eligibility and minimize their out-of-pocket college costs.

Savings strategies

From the myriad of options, the software-generated report will help you advise your client as to which savings option is best suited for them. The options are rated based on critically important categories such as whether the option is favorable for financial aid eligibility or disastrous, is it a good dual purpose option - for college and retirement savings, etc. Choosing the wrong option can cost a family thousands of dollars in lost financial aid!

School-specific merit scholarships

School-specific scholarships that the student qualifies for based on academic performance and how to obtain them can be included in the software-generated reports. This actionable information, which cannot be easily obtained otherwise, will help families reduce their out-of-pocket costs. It's one more way that financial services professionals affiliated with CFS can help families save on and not just save for the cost of college.

Funding strategies for covering shortfalls

Most families will need loans to help cover the total cost of college. Knowing which options to choose - based on circumstances - can be complicated and confusing. Choosing the wrong option can cost a family thousands of additional dollars on out-of-pocket college costs! The report will include a client specific, rank ordered list of loan and other funding strategies for covering any shortfalls not covered by family resources or financial aid.

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For High-Income Client

Expected Family Contribution (EFC)

This is what you will be expected to pay toward the cost of college at the school selected before qualifying for any financial aid assistance at that school. This is the all-important starting point for becoming an informed buyer of a college education. By starting with the EFC, the family has a much better idea which schools are REALLY affordable. For a parent with younger children, knowing the EFC is important to developing an effective college-funding plan and is used by the college-planning software during its analysis of the client to make suggestions for an overall gameplan for the client.

The EFC formula used by the school

There are two different methods for determining EFC. The method used by the school being evaluated can make a big difference in how much the family will be expected to pay at the school. This is particularly helpful for families with younger children that may end up being candidates for financial aid because it can help their strategic planning to maximize financial aid opportunities.

Projected four-year college costs at selected college

The projected four-year college costs based on the school being evaluated. You can adjust the college inflation rate to see the effect on projected costs.

Analysis

Based on the EFC, the cost of the college selected and the amount of lead time till the student begins college, the college-planning software will provide practical recommendations for an overall gameplan for planning for and paying college costs.

Planning and Funding Strategies

Drawing from CFS' proprietary database of hundreds of strategies, developed over the last decade, with the help of top college-planning experts, the report will include client-specific strategies. Many of these college planning strategies can help increase cash flow which can help pay education expenses (or be reallocated) or reduce taxes. Every dollar saved on taxes through a college planning strategy is like a "scholarship"! Areas covered include:

- Strategies for high income earners
- Strategies for business owners
- Strategies for grandparents
- Trust planning strategies
- Estate planning strategies
- Education tax credit strategies
- Gifting strategies - for parents and grandparents
- And much more!

Savings strategies

What is the best savings option for the family, based on their circumstances? The software-generated reports will help you evaluate the options for your client and assess critically important categories such as whether the option is tax favored for college use, rate of return versus college inflation, and use of the option for college and/or retirement. Choosing the wrong option can cost the family dearly! The report will help you wisely advise the family.

Strategic use of 529 savings plan for college savings and funding.

There has been a lot of buzz about 529 plans over the years but the fact is they can be confusing and many families don't consider them because they don't understand how they work and the benefits for their particular situation. CFS' proprietary college savings and funding optimization model will help you assess the merits of using a 529 savings plan as the cornerstone of your client's college savings and funding plan. The model will yield:

- Practical strategies for maximizing 529 resources for college AND tax savings for the family.
- Complementary strategies that will multiply the benefits of using the 529 plan and maximize tax savings for the family.
- Projected college funding surpluses or shortages using this approach.
- The amount of tax benefit to the family - if any - of using their state's 529 plan. This can help you and the family decide if their state's 529 plan is the best option or if another alternative should be considered.
- Coordinating 529 withdrawals with education tax credits (this can be tricky) so as to maximize tax savings.
- Estimated overall tax savings by using the 529 plan as well as the other suggested strategies.
- And much more!

School-specific merit scholarships

School-specific scholarships that the student qualifies for based on academic performance and how to obtain them can be included in the software-generated reports. This actionable information, which cannot be easily obtained otherwise, will help families reduce their out-of-pocket costs. It's one more way that financial services professionals affiliated with CFS can help families save on and not just save for the cost of college.

Loan options for covering shortfalls

Most families will need loans to help cover the total cost of college. Knowing which options to choose - based on circumstances - can be complicated and confusing. Choosing the wrong option can cost a family thousands of additional dollars on out-of-pocket college costs! The report will include a client specific, rank ordered list of loan and other funding strategies for covering any shortfalls not covered by family resources or financial aid.

Advisors affiliated with these organizations rely on CFS everyday

