



THE IMPACT OF SAT AND ACT SCORES ON COLLEGE FINANCIAL AID

Presented by Hoon Kim, Ed. M.

Hosted by Tom Dickson, Founder, Financial Experts Network
www.financialexpertsnetwork.com

FINANCIAL EXPERTS NETWORK

Focus: Team of national expert to educate financial advisors and clients on important financial topics

- Launched in 2008 with webinar on 529 College Savings Plans
- 300 webinars with over 130,000 advisors
- Original objective was to provide value-add for Mortgage Lenders to offer advisors
- Evolving into Multi-sponsor Model

90% OF ADVISORS SURVEYED:

“I LEARNED SOMETHING ON TOM’S WEBINAR THAT WILL HELP ME BETTER SERVE MY CLIENTS.”

UPCOMING WEBINARS

FINANCIALEXPERTSNETWORK.COM

Life-Cycle Financial Planning and Investing Presented by Larry Kotlikoff, Economist and Rick Miller, Financial Planner	Thursday, June 13, 2019 at 4:00 PM ET
Housing Choices for Boomers Presented by Tom Dickson	Thursday, June 27, 2019 at 12:00 PM ET
Best Practices for Retirement Income Planning to Manage Retirement Risks Presented by Wade Pfau, PhD, CFA	Tuesday, July 23, 2019 at 12:00 PM ET
Financial Planner's Ethical Dominance: 2 CE Ethics Credits Presented by Jeff Rattiner, CFP	Tuesday, August 13, 2019 at 3:00 PM ET
Get Expert Advice on Medicare Enrollment Options Presented by Aaron Zobrod	Thursday, September 26, 2019 at 4:00 PM ET



POLLING

- Do you advise clients on college planning?
- Do you share college scholarship sources with clients?
- Would you like to learn more about Hoon's services?

What Are Your Designations (E.G. CFP Or CLU)?

Please Provide Your CFP ID #

WHICH TOPICS ARE OF INTEREST TO YOU? (OPTIONAL)

- Financial Planning
- Investment Products
- Economic Updates
- Life Insurance
- Retirement Income
- Long Term Care
- Estate Planning
- Mortgages
- Alternative Investments

WHICH FINANCIAL PLANNING PROGRAM DO YOU USE? *

- Select -

PLEASE COMPLETE THE SURVEY

- Would you like to learn more about Hoon's services?
- How would you rate the webinar?
- Would you like to learn about today's mortgage options?
- Would you like a copy of the FAFSA materials Tom mentioned?



HOON KIM

ED. M., HARVARD UNIVERSITY
FOUNDER, PITTSBURGH PREP



Hoon has been teaching for the past 21 years, including stints at Kaplan and Princeton Review.

He founded Pittsburgh Prep 10 years ago with the goals of helping students achieve their personal bests on standardized tests while instilling within them powerful lifelong learning skills applicable to college-ready success and beyond.

Average SAT Score Improvement*: 200 points

*Based on scores from ~2,000 students

AGENDA

- SAT and ACT Origin and History
- Top 10 Things Parents Should Know About the SAT and ACT
- Scholarship Information
- Appendix



SAT ORIGIN AND HISTORY

In the early 1900s, many of the country's leading universities and colleges sought a way to standardize the admissions process. Though the first College Boards were administered in 1901, the invention of the IQ test in 1905 and the results of IQ tests administered to Army recruits during World War I prompted the College Entrance Examination Board to explore how these tests could be adapted for use in the college admissions process. In 1926 the first group of high school students took the SAT, beginning a rite of passage that continues to this day.

Test Optional Movement

Traditional SAT/ACT use as a Predictor for College Success.

Formatting changes to new SAT: no analogies, no vocabulary needed, math is more traditional





ACT ORIGIN AND HISTORY

The ACT originally stood for American College Test and was based off of the Iowa Tests of Educational Development. **The goal for the ACT as an alternative to the SAT was that it wouldn't just test cognitive reasoning; it would test information actually learned in school.** It was the first standardized test to include a science section. It was also more focused on identifying strengths and weaknesses to guide student placement rather than determining cognitive reasoning strength across the board like the SAT.

The first ACT was administered to 75,460 students in 1959. The original sections were English, Mathematics, Social Studies, and Natural Sciences, with 45 minutes for each section and scores on a scale of 0-36. It gained popularity as a college admissions exam in the central and midwestern US where the SAT had not yet established its dominion. In fact, part of the purpose of the ACT was to provide other colleges and public universities with an admissions exam to use since the SAT was only used by selective institutions in the northeast.

Top 10 Things Parents Should Know About the SAT and Act college admissions exams

Hoon Kim, Ed. M.



1. MAKE THE STUDY PROCESS AUTOMATIC.

- Safe and consistent environment
- Large impact through small, incremental, daily work





2. CONTENT EXPERTISE first, then TIMING and SPEED.

- Misconceived priority = timing
- Content mastery takes 4-6 weeks





3. BUILD TEST FLUENCY

- What is the question REALLY asking?
- Familiarity: types, passages, formatting, timing, strategy





4. Test EARLY and obtain FEEDBACK

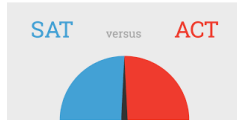
- Illness requires an early diagnosis from a doctor
- Available resources: test prep organizations in your city, online, and the collegeboard





5. RISING JUNIOR summer prep then JUNIOR YEAR exam

- Take the test ONCE, but no more than THREE times
- Take the exam like you mean it





6. Prepare to FAIL. And fail often.

- Fixed vs. Growth Mindset
- Statistics: 4 exams minimum over 6 week study period
- SAT/ACT is a standardized test





7. REVIEW, REVIEW, REVIEW.

- Rule of thumb: Spend equal time studying versus reviewing
- Consistent, disruptive effort





8. Testing ANXIETY is NORMAL.

- Historical record of success
- Seek professional guidance and therapy, as needed





9. What RESEARCH say?

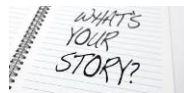
- Not much + Inconsistent + Bias = CONFUSION
- Independent research shows 30-40 hrs. per subject area recommended
- Historical record of success
- Seek professional guidance and therapy, as needed





10. Use the exams as part of student NARRATIVE

- Use the SAT/ACT and Subject Tests as part of the application
- Take control of the narrative! Show and explain discrepancies





Summary Points

1. Make it **AUTOMATIC**
2. Focus on **CONTENT** then **TIMING**
3. Build **FLUENCY**
4. Practice **EARLY** with **FEEDBACK**
5. Time the test at the very start of **JUNIOR YEAR**
6. Prepare to **FAIL** and **OFTEN**
7. **REVIEW, REVIEW, REVIEW**
8. **ANXIETY** is normal (... *but seek professional guidance*)
9. Research says: 30 hrs. per subject + 6 weeks of study
10. Use **SAT/ACT** exams as part of student **NARRATIVE**



Scholarship Resources

GREAT SOURCE OF INFORMATION

Mark Kantrowitz

<http://finaid.org/>

SEARCH FOR SCHOLARSHIPS ONLINE

- Use a free scholarship matching site to find all of the scholarships for which you are eligible.
- Start searching for scholarships ASAP. The sooner you start, the fewer deadlines you'll miss.
- The odds of winning a scholarship are about 1 in 8 and the average amount received is about \$4,000.
- Answer the optional questions for more matches
- Free scholarship matching sites include:
 - Fastweb.com
 - College Board's Big Future



25

APPLY FOR SCHOLARSHIPS

- Apply to all the scholarships for which you are eligible. It's a numbers game. But only apply for a scholarship if you satisfy all the requirements.
- Pursue less competitive scholarships, such as small awards and essay contests
- Read and follow the directions carefully. Do not leave any question blank. Be specific and avoid vagueness and generalities. Tailor your application to the sponsor's goals.
- Proofread the application for spelling and grammar. Don't miss deadlines. Keep a photocopy of the final application.
- If you have difficulty writing essays, record yourself as you answer the question out loud and transcribe the recording.
- Maintain a professional presence online.

26

NATIONAL MERIT SCHOLARSHIPS

VISIT: [HTTPS://WWW.NATIONALMERIT.ORG](https://www.nationalmerit.org)

The PSAT Test is key.

Types of Scholarships:

- National Merit® \$2500 Scholarships
- Corporate-sponsored Merit Scholarship awards
- College-sponsored Merit Scholarship awards
- Special Scholarships



Appendix

SAT Overview

Source: <https://collegereadiness.collegeboard.org/>



SAT OVERVIEW

The SAT is a standardized college entrance exam that's accepted by every college in the U.S. and over 600 institutions internationally. It assesses the knowledge and skills your child is learning in the classroom—the same skills that are key to success in college and career.



FAST FACTS

- The SAT is administered seven times a year in the U.S. at test centers throughout the country. [See SAT test dates.](#)
- Most students take the SAT for the first time in spring of their junior year; some take it again in fall of senior year. [Learn more about when to take the SAT.](#)
- Students can take the SAT as many times as they like; we recommend taking it at least twice.
- Some schools participate in SAT School Day, which lets students take the test in school, during the school day. [Learn more about SAT School Day.](#)



FAST FACTS

- Students can choose whether to take the SAT Essay portion of the test, but some colleges require it. [See which colleges require the SAT Essay.](#)
- Most students pay a fee to take the SAT, but income-eligible students can take it for free with a fee waiver.
- Students tell the College Board which colleges to send their scores to. Colleges then review their SAT scores as part of their application.
- Different colleges evaluate SAT scores differently. In general, test scores aren't the most important part of a student's application—their high school transcript is.



FAST FACTS

- The SAT connects your child to scholarship opportunities as well as to colleges that are looking for students like them.
- In addition to the SAT, there's another college entrance exam called the ACT. The ACT isn't associated with the College Board. [View the SAT vs. ACT comparison chart.](#)
- **Read More About It**
- [For Students: SAT Home](#)
- [For Students: Register for the SAT](#)



HOW TO REGISTER

- Your child must sign up to take the SAT by the registration deadline for the test date they choose. When they register, they also choose a testing location; there are test centers throughout the country, and your child should be able to reserve a seat at a center near you. The test center may even be their high school.
- Remember: You can't register for your child. The registration has to be under your child's name and connected to your child's College Board online account. However, many parents help their child through the registration process. There's a registration fee, which can be paid by credit card or via PayPal.
- **Read More About It**
- [For Students: SAT Registration Home](#)

ON TEST DAY

- Test center doors open at 7:45 a.m. on test day and close at 8 a.m. Parents aren't allowed in the building during testing. If your child is taking the SAT with Essay, they should finish testing around 1 p.m.; otherwise they'll be done around noon.
- **Read More About It**
- [For Students: SAT Test Day Home](#)
- [For Students: Test Day Checklist](#)

2019-2020 SAT
NETWORK

SAT PRACTICE

- Your child can practice for the SAT for free by using [Official SAT Practice on Khan Academy](#), where they can get a personalized study plan by taking short quizzes or providing their scores on the PSAT/NMSQT, PSAT 10, or PSAT 8/9.
- They'll also find interactive problems, video lessons, and full-length practice tests. Official SAT Practice shows your child which specific skills they need to work on most and customizes their practice plan to help them turn areas of weakness into areas of strength.
- Here's another reason to encourage your child to use Official SAT Practice: A recent study showed that 20 hours of practice on Khan Academy is linked to an average 115-point increase from the PSAT/NMSQT to the SAT.

2019-2020 SAT
NETWORK

SAT PRACTICE

- Other free ways to practice include the Daily Practice for the SAT app, full-length practice tests, and online practice questions. You can also buy *The Official SAT Study Guide* at bookstores everywhere or at the College Board online store.
- **Read More About It**
- [For Students: SAT Practice Home](#)
- [For Students: Official Practice on Khan Academy](#)

2019-2020 SAT
NETWORK



SAT SCORES

- In general, your child will be able to see their scores online about 13 days after test day. If they have a College Board online account, they'll get an email letting them know their scores are ready. Then they can log in to see their scores and send them to colleges.
- Your child's online score report includes detailed information on their test performance so they can see which areas they're strongest in and which areas they need to continue developing as they prepare for college.



SAT SCORES

- Most colleges want an official score report from the College Board—they don't accept copies or screenshots. We send these score reports to the colleges that your child requests. Your child gets four free score sends with registration—they can choose their score recipients at registration or up to nine days after test day. There's a fee for sending scores after that deadline or sending additional score reports.
- If your child is eligible for an SAT fee waiver, they can send as many scores as they want to colleges for free. Some colleges require applicants to send all SAT scores, while others encourage them to send only their best score or best section scores, even if they're from different SAT tests.



SAT SCORES

- Read More About It**
- [For Students: SAT Scores Home](#)
 - [For Students: How to Send Scores](#)



Appendix

ACT Overview
<https://www.act.org/>

SAT AND ACT

Features	SAT	ACT
Widely accepted	All U.S. colleges	All U.S. colleges
Measures	What students learn in high school What they need to succeed in college	What students learn in high school
Everyday math formulas provided	Yes	No
Tests the vocabulary you'll use	Yes	Yes
Essay is optional	Yes	Yes
Penalty for guessing	No	No

SAT AND ACT

Structure and Timing	SAT	ACT
Testing time	3 hours + 50-minute essay (optional)	2 hours 55 minutes + 40-minute essay (optional)
Structure	3 tests + optional essay	4 tests + optional writing test
Number of questions	154	215
Time per question	1 minute, 10 seconds	49 seconds
Score range	Composite 400–1600 (SAT Essay reported in 3 dimensions, each 2–8)	Composite 1–36 (writing domain scores: 2–12)
Test components	Reading Test 65 minutes 52 questions Writing and Language Test 35 minutes 44 questions Math Test 50 minutes 58 questions	Reading Test 35 minutes 40 questions English Test 45 minutes 75 questions Math Test 60 minutes 60 questions Science Test 35 minutes 40 questions
