



EDUCATE TO CAREER

The Leader in Educational Attainment to Career Outcomes Data

College planning is not about 'getting in'. It's about getting out, with a degree that matters, and doing it all cost effectively. Advisors can work with clients by providing a range of services. This document provides an a la carte' documentation of common services you can offer clients, along with the associated fees.

Function	Description	Fee low	Fee high
FAFSA	An eform that is completed once and then electronically submitted to all colleges the family applies to. FAFSA requires detailed income and assets information which colleges use to determine the family's net tuition.	A family with low income and no assets would pay \$400	A family with high income and significant assets would pay a minimum of \$1200
CSS Profile	Similar to the FAFSA, the CSS Profile determines if the student will receive scholarship monies.	25% of FAFSA fee	25% of FAFSA fee
College pricing & admissions	Two-fold involvement: 1- Understand the pricing models employed by colleges. ETC provides this information . This is very strategic intelligence and will help the family to choose the most appropriate college, and avoid over-paying. 2- Use the ETC Admissions Probability Program to 'run the numbers' for the family on all of the colleges they are considering. This program will provide the family with the probability of admissions, and the expected tuition.	\$1000 for running the Admissions Probability Program and then selecting a low cost, close to home college.	Up to \$5000 for strategically selecting a group of target colleges where the family has negotiating leverage and the student has a high probability of graduation. This entails a deep engagement, utilizing the Admissions Probability Program.

College financial plan	The College Business Plan Program is a scenario modeling tool that will help you build a financial plan – based on 4, 5 and 6 years to graduation. The output is in Excel which enables you to update information as the student moves through college. This information also helps determine 529 drawdown rates.	\$1000 for a one-time financial plan set up.	Up to \$5000 first year for set up and deep scenario modeling. Subsequent years can be \$2500 for checkups and updates.
Administration/Checklist mgmt	We provide a College Checklist that is an excellent project mgmt tool. Use this to manage docs and keep track of important dates and deadlines.	\$1000 to set up and then hand off to the client.	Up to \$5000 for full maintenance for the client.

Additional information:

- We provide data to hundreds of ‘Professional College Consultants’ who serve families in the college planning process. The services they typically provide are assistance with the FAFSA, and college selection. Rates charged by these Consultants range from \$100 to \$400 per hour.
- The [Financial Advisors College Planning System](#) is a ‘one-stop shop’ for all of the college planning resources and guidance that you would need for working with clients. Use of the System is free. Premium data from programs are available via subscription for \$99 annually, per Advisor. The subscription provides Advisors with unlimited access, regardless of the number of families who are served by the data.
- Financial Advisors may consider having a staff member who is responsible for FAFSA’s, CSS Profiles, applications, College Checklist, scheduling management, and other administrative functions.

About Educate To Career (ETC). Founded in 2013, we are 501(c)(3) nonprofit with a mission to help young people succeed in college and career. Our premium data are available via subscription for \$99 annually, per Advisor. The subscription provides Advisors with unlimited access, regardless of the number of families who are served by the data.