



In light of recent concerns regarding the appearance of possible conflicts of interest among lenders and financial aid administrators, we have decided that it is in the best interests of the Association and its members to redefine the scope of permissible involvement by prospective contributors, exhibitors and advertisers in the NASFAA Annual Conference. Chief among these changes is the adoption of the following policies and procedures, which are applicable to all entities that desire either to support NASFAA activities as a donor, exhibit at a NASFAA conference, or advertise in a NASFAA publication. We believe that the adoption of these policies and procedures will clarify our relationship with the entities that support our efforts in a manner that is consistent with our NASFAA Code of Conduct for Financial Aid Administrators in avoiding any appearance of conflict of interest, as well as being consistent with NASFAA's obligations as a tax-exempt educational organization pursuant to Sections 501(c)(3) and 509(a)(2) of the Internal Revenue Code.

Each form of relationship is discussed separately below.

1. Advertisers

All existing advertising agreements, including those for the Conference program, will be honored. There is no change in NASFAA policies respecting advertising in NASFAA publications and on NASFAA's website, provided all such advertising is consistent with Internal Revenue Service requirements.

2. Exhibitors at the Annual Conference.

Contracts for exhibit space at the NASFAA Annual Conference will continue to be honored. However, prospective exhibitors must agree to the rules and procedures outlined below. A prospective exhibitor who does not agree to these rules and procedures will not be permitted to exhibit, and an exhibitor who violates any of these rules must promptly cease any such action, and, at the discretion of NASFAA, may be required to remove his or her exhibit.

- Gifts or give-aways must be of nominal value (i.e. less than \$10 fair market value).
- All prize drawings, including scholarships, are prohibited. Exhibitors may not offer conference participants the opportunity to sign up for or enroll in any contests or to receive gifts or give-aways at a later time in excess of the stated nominal value.
- Exhibitors are expected not to organize, sponsor or conduct any social activities directed towards Annual Conference attendees.
- Exhibitors may sell their products and services; however, such sales may include only products and services that are normally marketed by the exhibitor.
- Exhibitors may not sell their products and services in conjunction with Financial Aid Business Solutions Seminars (FABS).

- Demonstration rooms may not be used for meal or reception purposes. Non-alcoholic beverages and light snacks may be served.
- Exhibitors may organize, sponsor or conduct non-social events, such as focus, advisory or user groups. Only non-alcoholic beverages and light snacks may be served.

3. Support for the Annual Conference

We have eliminated named sponsorship of specific Annual Conference activities and events. We have also discontinued the practice of recognizing “tiers” of sponsorship by contribution level. Contributors will be acknowledged in the Annual Conference program and at appropriate points throughout the year via a listing in alphabetical order by organization name.

Organizations will continue to have the opportunity to make charitable contributions in support of the general activities of the Association, the Annual Conference or any other NASFAA activity, and that support will be properly recognized and substantiated in accordance with Internal Revenue Service requirements. However, contributors must agree to abide by the following rules and procedures in conjunction with the Annual Conference:

- Contributors are expected not to organize, sponsor or conduct any social activities directed towards Annual Conference attendees.
- Contributors may organize, sponsor or conduct non-social events, such as focus, advisory or user groups. Only non-alcoholic beverages and light snacks may be served.

4. The NASFAA Scholarship Program

In light of NASFAA’s commitment to avoid activities that could give rise to any inference or appearance of conflicts of interest, we have decided to terminate this program.

In order to ensure compliance with these policies and procedures, for a period of five years beginning in 2007, a representative of the New York State Attorney General’s Office will be invited to attend NASFAA’s Annual Conference and any other NASFAA meetings the Office wishes to attend.

Any questions respecting the implementation of these policies and procedures should be directed to Jennifer Jackson, associate director of exhibits and advertising, at jacksonj@nasfaa.org or 202-785-0453, ext. 125. We appreciate your understanding and cooperation.

May 29, 2007