



Making College Affordable

Dear Jason and National College Planners,

Roxanne just finished her first year at Georgetown University, and what a year it was. Georgetown turned out to be a perfect fit, and when your child is somewhere they truly belong, the anxiety of them moving across the country is lifted. She worked hard to get there. I give her full credit for the dedication to her school work and becoming the overall well rounded young lady she is. However, I would be amiss if I did not thank you personally for working with her and finding that perfect fit.

As you know, when we came to you, we were completely overwhelmed, frustrated and lost with the college shopping process. With questions like, what college was right for Roxanne? Who had the strongest Political Science department? Where should she apply, since she wanted to go into politics? We were convinced that a UC or a California State University were the best choices. We assumed private schools were completely out of the question due to cost. Every possible misconception there was to have, we had. Victor saw your ad for a night at the library to discuss the college application process. Every fear we were facing you addressed, plus a few we weren't even aware of. We hadn't even begun to learn about the dreaded FAFSA form. On the way home we both agreed that there are times only a professional will due. I'm an accountant, and unless your taxes are the most basic of preparation, I always insist my clients use a CPA for tax preparation. Victor works for the Court of Appeals, and the universal rule in the courts is that only a fool would represent him or herself. This was the singularly most important decision of Roxanne's future and we were going to wade through it ourselves. This was so completely misguided of us. Thank goodness we realized we needed help; your help. We called you the next day and made the appointment.

From that day forward, the process of finding Roxanne the right college was effortless and stress free for us, except for waiting for the acceptance letters. You worked directly with her on improving her SAT scores, helped her with the letters and applications, followed up with her on deadlines, and counseled her on the schools she should look for. The colleges she applied for made perfect sense, and you kept the number of schools reasonable so we weren't going poor with application fees. She learned independence with this process as Victor and I were for the most part removed. It was all you, your very capable team and Roxanne. You took over the FAFSA process for us, with great results. And, when all the results were in, you sat with a very tearful mom and anxious dad and assured us that Roxanne would do great at Georgetown on the other side of the country (and yes, I saw that wink you gave Roxanne reassuring her you'd convince us to let her go).

As you know, Roxanne received a very generous award from Georgetown. An amazing amount of *\$115,120 of free money* that we don't have to worry about paying back! You were absolutely right when you told us that we could afford a private school and that you could help us get the most amount of aid possible. Our out of pocket costs are about equal to what we would have paid at a UC, and she will be done in 4 years, where most of my friends who have UC students are looking at 5 or 6 years plus.

We came to you and trusted you with our daughter's future completely; there is nothing more precious to Victor and I than our kids. You in turn took such care with her. We couldn't be happier. We've been asked about the college process and how we got Roxanne into Georgetown, and my response always is: "Talk to Jason". We are truly grateful for all you've done. Thank you for taking such care of our Roxanne.

Hold on to your hat, Olivia is next!

With grateful hearts,

Victor and Marian Salas

Class of 2009

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