



# Virtual Connections Real Collaboration

SPRING 2021 CONFERENCE

## Roundtable Discussion Topics

Specialty	Monday Topics	Tuesday Topics	Wednesday Topics
<b>Business Practices</b>	Sharing Ideas for Record Keeping	Client Meetings: In-person, Virtual, or Hybrid?	Technology Tools: What IECs Are Using
<b>College</b>	Based on 2020, How Will You Adjust Your Advising for 2021?	Biggest Financial Aid and College Affordability Problems in 2020 and How You Addressed Them	After an Unusual Year, How Have You Adapted Your Business?
<b>Subcommittee on Affordability</b>	Unexpected Results in 2020-21 in Students' Admission and Financial Aid	N/A	Sharing Ideas for Financial Aid Appeals
<b>Global</b>	Geo-swerving in Times of Change	Admissions Changes in a Post-COVID World	N/A
<b>Graduate</b>	N/A	N/A	How Graduate School IECs Handle Different Specialties in Unique Ways
<b>LD/ND</b>	Building Your Network of Allied Professionals	Strategies to Manage Specific Common Challenges with LD/ND Students	Developing a Robust Intake Process
<b>Schools</b>	How Are IECs and Schools Dealing with the Increase in Applications This Year?	Summer Programming and Prep for Transition into the Fall	Lessons Learned in the 2020-21 Admission Cycle
<b>Therapeutic</b>	When Your College Client Isn't Ready for College	How to Select a Wilderness Program: Let's Continue the Conversation	How to Restructure Your Business in a Post-COVID World
<b>Diversity, Equity, and Inclusion</b>	DEI: What Are the Next Steps for Concerned IECs?	DEI: What Are the Next Steps for Concerned IECs?	N/A