

# Financial Aid Appeals

## Tips:

1. **Be realistic.** Do not expect a full ride or a huge jump in the financial aid package. Know that by talking to the Financial Aid office they will try their best with their means, but the jump will most likely not be tens of thousands of dollars.
2. **Be tactful and polite.** A calm conversation or respectful letter is more effective than an angry/demanding conversation or letter.
3. **Provide any applicable updates.** For need based aid: Has there been (or will there be) a change in your financial situation? Are there financial difficulties that wouldn't be revealed through the FAFSA (medical bills, etc.)? For merit aid: Has the student earned a higher ACT/SAT score since applying? Did the student's GPA go up at the semester? Don't hold back any information--you have nothing to lose.
4. **Put the request in writing.** It can be helpful for the Office of Financial Aid to have all of the information in one place, in writing.
5. **Be specific.** Be specific as possible. How much money are you asking for? If there is an amount you have in mind, include that number. Just asking for "more money" is not usually helpful.
6. **Be prepared to share financial aid packages from other schools.** Did the student receive a larger financial aid award from another school, making that school a more affordable option? Share this information with the college you are trying to negotiate with. Overall, **cost of attendance** is the most important piece of information. Colleges don't look to match scholarships--they are looking at what the overall cost of attendance will be for families.

## Things to consider:

- Some colleges have non-negotiating policies
- Is the same "type" of aid being compared? (merit vs. need-based)
- Are the cost comparisons amongst "peer" institutions (Are they both private institutions? Do they attract similar applicants, etc.?)

## Articles on Financial Aid Negotiating:

[4 Tips for Negotiating a Better Financial Aid Package](#)

[How to Write a Great Financial Aid Appeal Letter](#) by The College Essay Guy