



NEGOTIATING FOR MORE FINANCIAL AID?

Here Are Five Effective Things to Say

If the financial aid package in your award letter isn't everything you hoped it would be, you can negotiate it. While negotiating won't guarantee more aid, it can't hurt to try.

Keep in mind, negotiations are different from an appeal. If your financial situation has changed since you filled out the Free Application for Federal Student Aid (FAFSA®), you can appeal your award letter through a separate formal process.

If you're simply looking for more aid, here are five phrases that could help.

Find more resources on planning and paying for college at CollegeCovered.com.

1. THIS IS WHAT MY FAMILY CAN AFFORD

Your first instinct may be to make your financial situation look dire, but that can backfire. If colleges think that even with a more generous offer, you won't be able to afford the school, they may not offer anything additional.

Instead, demonstrate how you've planned and budgeted for college. It can even help to be specific with the exact amount you need.

2. ANOTHER COLLEGE HAS OFFERED ME MORE

Merit-based negotiation requests can be strengthened by award letters from other schools. Simply attach the offer to your request and ask if anything else can be done.

3. MY SENIOR YEAR HAS BEEN MY BEST YET

A solid senior year GPA along with additional teacher recommendations and a personal statement might be able to garner extra merit-based money.

4. YOU ARE MY FIRST CHOICE

Colleges want to know you will attend if they approve your request, so it's good to tell them you will, if it's true, of course. Let the school know it's your first choice and the only thing holding you back is money.

5. PLEASE AND THANK YOU

Politeness is paramount. Don't be pushy or harsh. You don't want to upset the school.

If you haven't heard anything back within a week or two of submitting your negotiation request, follow up with a phone call. Confirm your request was received, ask for an update or see if the school needs anything else.