

# Welcome to our ABACC Webinar!



- **How to get the most out of payment plans for your students and business office**

**CompuWerx**  
Ez Giving Online



# Agenda



- Today's 30-minute webinar will cover
  - 1. Introduction
  - 2. Benefits of Payment Plans for your Business Office
  - 3. Ways to Increase Student Adoption of Payment Plans
  - 4. About CompuWerx
  - 5. Questions & Answers

# Benefits of Payment Plans for your Students & Family



- Providing Flexible option for funding an education – Such as a monthly payment plan – Can be a lifeline for many students.
- Rather than taking out a loan that incurs interest, participating in a payment plan allows students or their parents to imply spread their tuition payments throughout the semester.

# Benefits of Payment Plans for your Business Office



The benefits of payment plans aren't limited to your students and their; they're also valuable to your staff in streamlining processes and saving administrative time and cost.



# Benefits of Payment Plans for your Business Office

- Payment plans facilitate a steady stream of revenue on a predictable schedule for your office staff.
- Your staff can process on-going monthly payments rather than an influx of payments at or after the deadline.

CompuWorx  
Ez Giving Online

Test Test

Make a Payment

Manage AutoPay

My Payment Methods

Payment History

Invoices

My Profile

Help Request

1 Payment Details 2 Payment Method 3 Review & Approve

My Balance \$0.00  
Last update on 01/01/70

One time Payment Scheduled payment

Select Payment Date: October 21, 2015

My Payment Details

Special Assessment \$ 200.00

Late Fee \$ 25.00

HOA dues \$ 0.00

Parking Fee

Security Key

Need Help?  
For Balance, Account#, Billing Issues,  
& Maintenance requests please contact  
your Management Company at:  
t2.admin@revpay.com  
Q http://revpay.com  
t 355-555-1234

Use your VISA Card to schedule  
at least 3 payments & get a  
\$10 Amazon.com gift card!

1 2 3

Payment Details Payment Method Review & Approve

My Balance \$0.00  
Last update on 01/01/70

One time Payment Scheduled payment

Select Start Date: October 21, 2015

☒ I want to be automatically debited for my full balance. [Terms](#)

☐ I want to schedule a \$ fixed payment amount. [Learn More](#)

Frequency Monthly

End Date Until Canceled

# Benefits of Payment Plans for your Business Office



- The payment plan option is vital to the university's tuition collection efforts, according to College Business Offices.
- “We view ourselves not as collectors but as partners and counselors for the students and families we serve.”
- “I also feel very strongly that monthly payment plans help to condition families and students to adopt good habits when it comes to paying their education expenses. So, the more families that we can enroll in our monthly payment plan, the better I feel about our overall approach to managing our receivables.”

# Benefits of Payment Plans for your Business Office



- Payment plans also ease the workload associated with accounts that been put on hold or given late fees due to late/delinquent payments.
- - *i.e.* Students who cannot register for classes due to their account being placed on hold will call the office for help in unfreezing their account. Eliminating these sorts of scenarios will free up your office resources.
- Offering a payment plan may also be a recruiting tool. Most colleges and universities offer some type of payment plan,

# Benefits of Payment Plans for your Business Office



- While most colleges offer payment plans, many are underutilized and are not well advertised to students and their parents.



- To reap the benefits of payment plans, your school can work to increase payment plan adoption by students and their families.



# Ways to Increase Student Adoption of Payment Plans

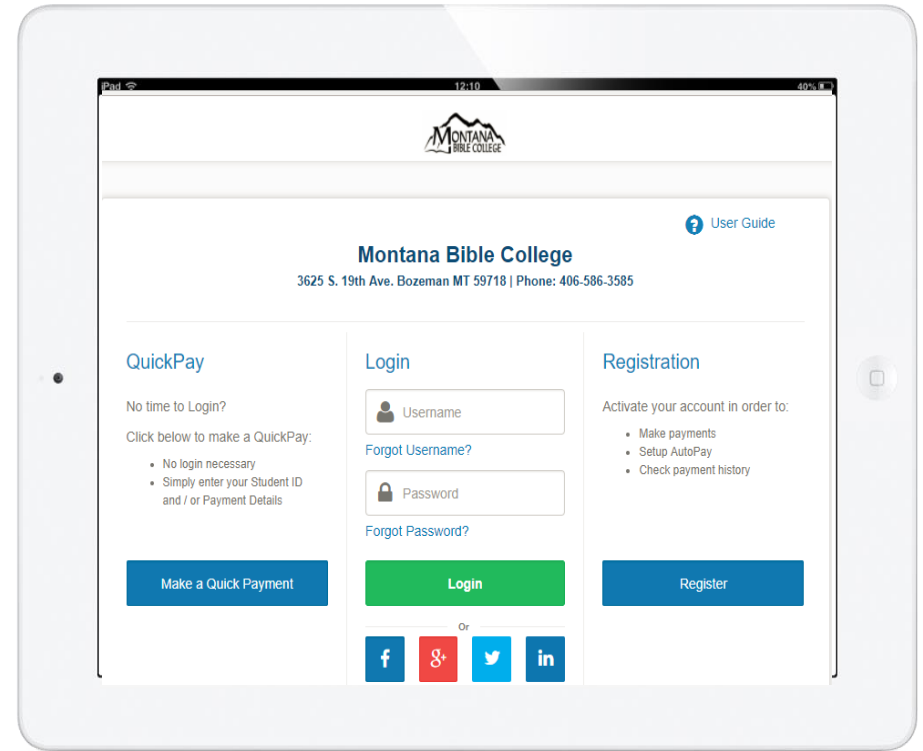


- Parents and students stand to benefit from the ease of online payment plans and the financial flexibility that comes with it.
- In order for your school to most effectively offer an online payment plan (and reap the benefits from online and automatic payments), consider implementing the proven tips.

# Ways to Increase Student Adoption of Payment Plans



- Improve Marketing
  - Are Students/Parents aware of your school's payment options?
  - Use of informational and promotional materials that can be printed, emailed, or posted online by your school.

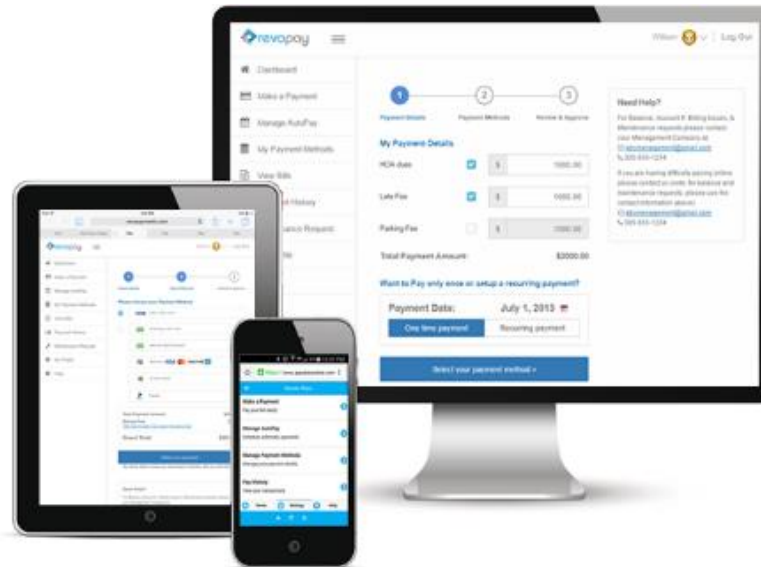


# Ways to Increase Student Adoption of Payment Plans



- Improve Outreach

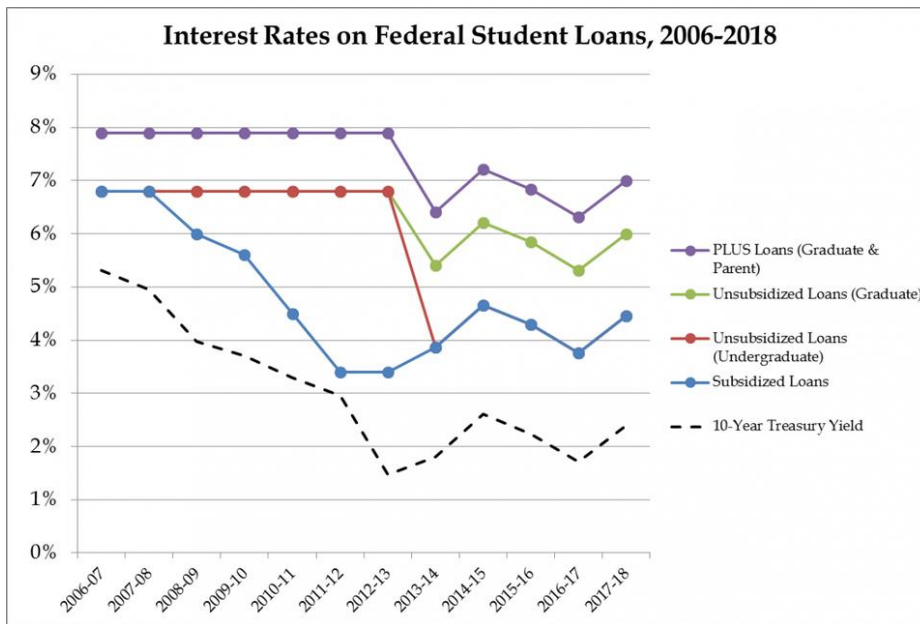
- Communicate to students early, before the first bill is put in the mail
- Use face-to-face touchpoints such as New Student Orientation
- Involve students' families in the decision making process



# Ways to Increase Student Adoption of Payment Plans



- Facilitate Financial Literacy
  - Provide cost comparison of student loans vs. a payment plan, including money saved on interest payments

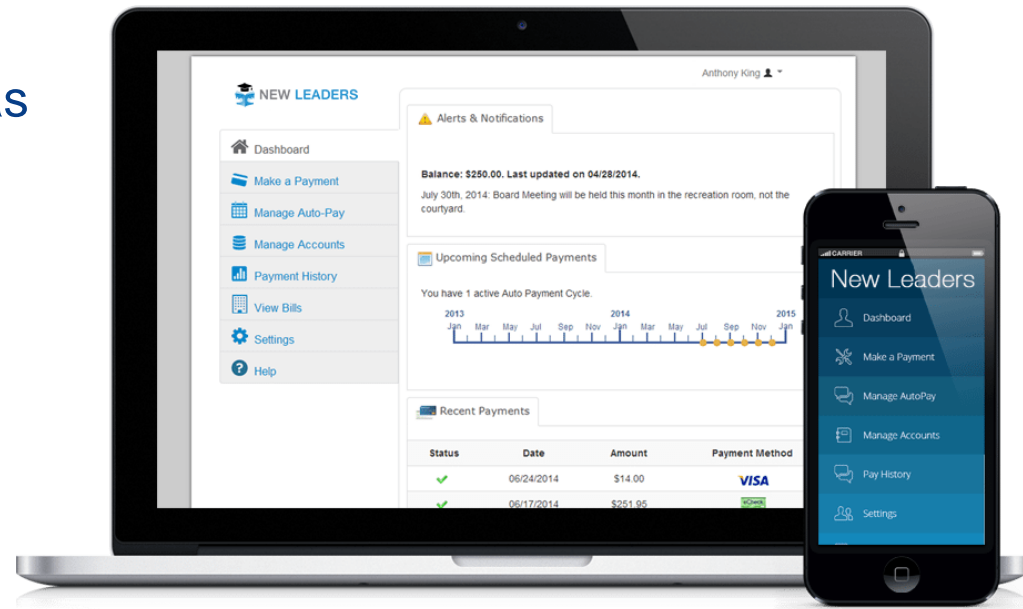


- No debt/long-term liability from payment plans
- A simple, yet concrete illustration with real numbers will provide a more appealing view of the big picture

# Ways to Increase Student Adoption of Payment Plans



- Offer Flexibility
  - Consider offering multiple payment plans – as well as flexibility within plans
  - Letting students choose their plan gives them a sense of ownership and makes for more on-time payments



# Ways to Increase Student Adoption of Payment Plans


- Technology Benefits of Online Payment Plans
  - Ease of access 24/7 from any device
  - Automatic withdrawals or recurring credit/debit card payments
  - Payment records are securely stored online for easy and instantaneous access

# Ways to Increase Student Adoption of Payment Plans




- Offer an Incentive Program
  - Payors are rewarded for setup online payment plans
  - CompuWerx offers unique programs geared towards increasing payments for schools
  - CompuWerx has forged marketing partnerships with national brands who are eager to connect with our valuable audience

## Sample Promotion:



**DID YOU KNOW YOU CAN PAY TUITION ONLINE?**

**MAKE YOUR PAYMENT ONLINE & RECEIVE A \$50  CREDIT ON US!**

✓ SET-UP AUTOPAY	✓ VIEW PAYMENT HISTORY
✓ UPDATE PAYMENT METHODS	✓ EARN REWARDS!

**\$50 Lyft Credit:** Students are rewarded for making online tuition & fee payments through school website.

## About CompuWerx



- Empowering All Schools With The Most Secure, Fast, Easy and Effective Way to Bill, Collect and Manage Tuition & Fee Payments, Reduce Delinquencies and Increase On-time Payments.
- More Than 8,000 Clients Daily Trust CompuWerx's Tuition Payment Solutions.
- CompuWerx Has Been Helping Schools Since 2008.



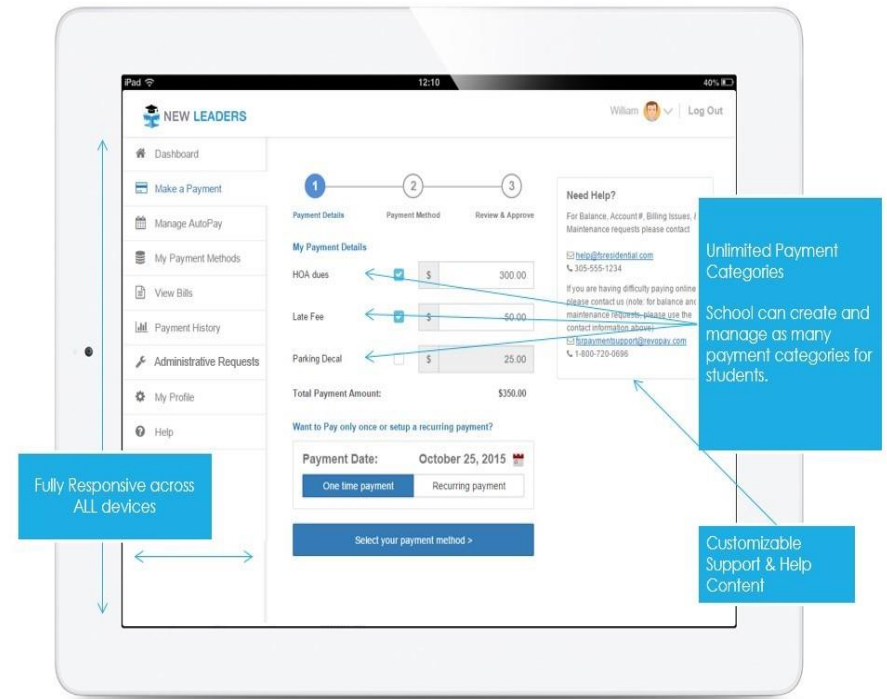
# CompuWerx Offers Free Payment Plan

## 1. CompuWerx Offers Free Payment Plan to Schools and Their Students. Frequencies of the Payment Plan:

1. Weekly
2. Bi-Monthly
3. Monthly
4. Quarterly

## 2. Flexibility of Payment Plan Setup

1. College Staff
2. Students or Parents Through College Website



# About CompuWerx: How we're different



1. Highest Security & PCI Compliance Standards in the Industry
2. Fastest Funding Time: 12 hours to School Bank Account
3. Accept Both Credit / Debit Card and eCheck Payments
4. Outstanding Customer Services and Free Staff Training: Your own account manager to provide fast and & personal service
5. No Contract or Termination Fees; No Annual Fee; No PCI Compliance Fee
6. No Payment Plan Setup Fee: Flex Payment Plan Setup by Staff or Online Through School Website by Your Students
7. Time Savings: Auto Payments; Auto E-invoice; Payments / Invoice Reminder; Auto Email Receipts; Detail Reports
8. One Fixed Monthly Fee Regardless of the Number of Students
9. Monthly Savings: Low Processing Fees for Credit Cards & ACH
10. Swipe n' Pay: Eliminate the Extra Cost of Credit Card Terminals With Our Credit Card Swiper.
11. Payor Reward Program



# Your Questions & Answers



# Thank You!



**COMPUWERX INTERNATIONAL INC**

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