

GBA Webinar On Student Debt and Repayment Strategies

Julie Fresne

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Association of American Medical Colleges (AAMC)

November 21, 2019





Current State of Debt

2019 Debt Fact Card

ŠAAMC

October 2019

Medical Student Education: Debt, Costs, and Loan Repayment Fact Card

Class of 2019	Public	Private	All
Pct. with Ed. Debt	74%	71%	73%
Mean Ed. Debt of indebted only	\$193,186 (†2%)	\$215,005 (†3%)	\$201,490 (†3%)
Median Ed. Debt of indebted only	\$200,000 (†5%)	\$215,000 (†2%)	\$200,000 (†0%)
Education Debt (including premed) of:	Public	Private	All
	Public 84%	Private 84%	All 84%
(including premed) of:			
(including premed) of: \$100,000 or more	84%	84%	84%

Education Debt Breakdown	% Graduates	Median
Premedical Education Debt	31%	\$25,000
Medical Education Debt	70%	\$200,000

Non-Education Debt	% Graduates	Median
Credit Cards	13%	\$5,000
Residency/Relocation Loans	3%	\$10,000

Source: FIRST analysis of AAMC 2019 GQ data. Education debt figures include premedical education debt plus medical education debt. Non-education debt collected by category.

Cost, M1 In-State, 2019-20	Public	Private
Median Tuition & Fees	\$39,153 (†2%)	\$62,529 (†2%)
Median Cost of Attendance (COA)	\$63,069 (†2%)	\$86,356 (†2%)
Median 4-Yr. COA for Class of 2020	\$255,517 (†2%)	\$337,584 (†2%)

Source: AAMC TSF Survey data from 90 public schools and 62 private schools.

aamc.org/FIRST

Sample Repayment – \$200,000 in Federal Direct Loans						
Description	Repayment Years	Monthly Payment	Interest Cost	Total Repayment		
PAYE during residency and after with \$200,000	Residency: 3 Post-Res.: 17	\$320 to \$370	\$254,000	\$416,000 then ~\$38,000		
starting salary	Post-Res.: 17	\$1,600 to \$2,400		forgiven		
REPAYE during residency and after	Residency: 3	\$320 to \$370	\$221,000	\$421,000		
with \$200,000 starting salary	Post-Res.: 17	\$1,600 to \$2,500	\$221,000	3421,000		
REPAYE during residency and after	Residency: 4	\$320 to \$400	\$164,000	\$364.000		
with \$275,000 starting salary	Post-Res.: 11	\$2,400 to \$3,000	\$104,000	\$304,000		
Forbearance during residency, then	Residency: 3 Post-Res.: 10	\$0 \$3,000	\$165,000	\$365,000		
Standard	POSI-Res.: 10	\$3,000				
Forbearance during residency, then Standard	Residency: 7 Post-Res.: 10	\$0 \$3,700	\$240,000	\$440,000		
REPAYE during residency and after with \$170,000 starting salary and PSLF	Residency: 3 Post-Res.: 7	\$320 to \$370 \$1,400 to \$1,600	\$135,000	\$135,000 ther ~\$221,000 forgiven		

Notes: PAYE is Pay As You Earn. REPAYE is Revised Pay As You Earn. PSLF is the federal Public Service Loan Forgiveness program. All figures are approximate, rounded for clarity, and estimated for a 2019 graduate. Full assumptions for each scenario available on request. Salaries in 2018 dollars. Non-PSLF amounts forgiven are taxable.

2019 1st Post-MD Year median stipend: \$56,880

Federal PAYE/REPAYE monthly loan payment based on above stipend: \$318 See aamc.org/stloan for state and federal loan repayment/scholarship programs.

Interest Rates for federal Graduate/Professional loans disbursed 7/1/19 to 6/30/20 Direct Unsubsidized: 6.08% Direct PLUS: 7.08% Rates change annually

Contact Information

Julie Fresne, jfresne@aamc.org Jay Youngclaus, jy@aamc.org Matthew Shick, mshick@aamc.org Kristen Earle, kearle@aamc.org The AAMC is the leading source of education debt management information for medical students and residents including the MedLoans® Organizer and Calculator.

aamc.org/FIRST

Education Debt Class of 2019

	Public Schools	Private Schools	All Grads.
Pct. w/ Education Debt (includes premedical debt)	74%	71%	73%
Median Education Debt (of those with debt)	\$200K	\$215K	\$200K
Ed. Debt of \$200K or more	50%	59%	54%

AAMC AIB September 2018

Analysis



IN BRIEF

Volume 18, Number 4 September 2018 Association of American Medical Colleges

An Exploration of the Recent Decline in the Percentage of U.S. Medical School Graduates With Education Debt

After decades of stability1, the percentage of U.S. medical school graduates with education debt has decreased dramatically in recent years. This change represents a near doubling of the number of graduates with no education debt compared with previous years. While all the reasons for this change are not yet clear, this Analysis in Brief (AIB) examines several variables that may help explain this recent trend: graduates from new medical schools, the loss of a financially advantageous federal loan, and changes in scholarship resources and the self-reported parental income of medical students. Among graduates who did borrow, the median education debt reported for the class of 2017 was \$192,000, making debt issues of great interest to many stakeholders. including the students taking on this debt.

Methods

The primary data source for this research was the AAMC Graduation Questionnaire (GO), an annual survey of graduating medical students. The GO includes selfreported scholarship and debt data.2 The debt data are collected in two categories, "premedical/college" and "medical school," which are combined into the total "education debt" The AAMC Matriculating Student Ouestionnaire (MSQ), an annual survey of entering medical students, served as another data source. The MSO includes self-reported data on combined parental income in the previous year.2 Across the eight years of data analyzed in this AIB, 80% of all graduates completed the GO, and 52% of all graduates completed the GQ and provided MSQ parental income data.

Results

The percentage of graduates with education debt dropped sharply between 2013 and 2016, from 86% to 78% (Figure 1). Less than 4% of borrowers graduating from medical school have premedical debt only (data not shown), so the decrease is almost entirely due to the decline in the percentage of graduates with medical school debt. The largest annual charges in percentage of graduates with medical school debt were for the class of 2015 (down from 38% to 78%) and the class of 2016 (down from 78% to 75%).

Impact of New Schools GO data in recent years include

information from graduates of newly accredited U.S. medical schools. Four schools had their first graduating class in 2013, and one to four schools have been added each year since. These graduates had little impact on the percentage of all graduates with medical school debt for two reasons. First, the overall percentage of graduates from this "new schools since 2013" group varies from just 1% to 6% each year from 2013 to 2017. Second, since 2014, the percentage of new-school

graduates with no medical debt is slightly lower at these new schools compared with the percentage for all graduates, typically by 4% (see Table 1, first and third rows).

Changes to Federal Loan Programs In contrast, a change in the type of

federal loans available has had a major impact on the percentage of indebted graduates. Nearly all medical student borrowing is done via federal Department of Education loans. Students used to be able to borrow up to \$34,000 over four years, or \$8,500 per year, in subsidized federal loans, which were interest-free during the years in medical school and periods of eligible deferment.² Discussions with students, purents, and financial aid staff suggest that many used this strategy when it was available.

However, the subsidized loans were not available after the 2011-12 academic year, which means that the number of students with such loans gradually phased out of the data (i.e., decreased over the next



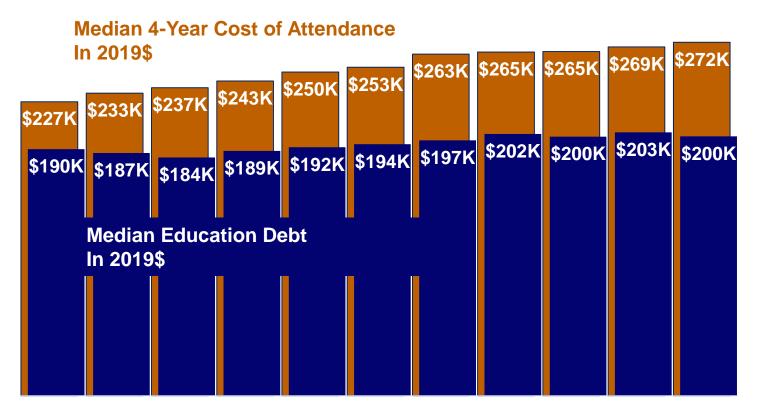
Source: AAMC Graduation Questionnaire (GQ).

Figure 1. Percentage of U.S. medical school graduates with education, medical school, and premedical debt, 2010-17.

Education Debt Class of 2019

	Public Schools	Private Schools	All Grads.
Pct. w/ Education Debt (includes premedical debt)	74%	71%	73%
Median Education Debt (of those with debt)	\$200K	\$215K	\$200K
Ed. Debt of \$200K or more	50%	59%	54%

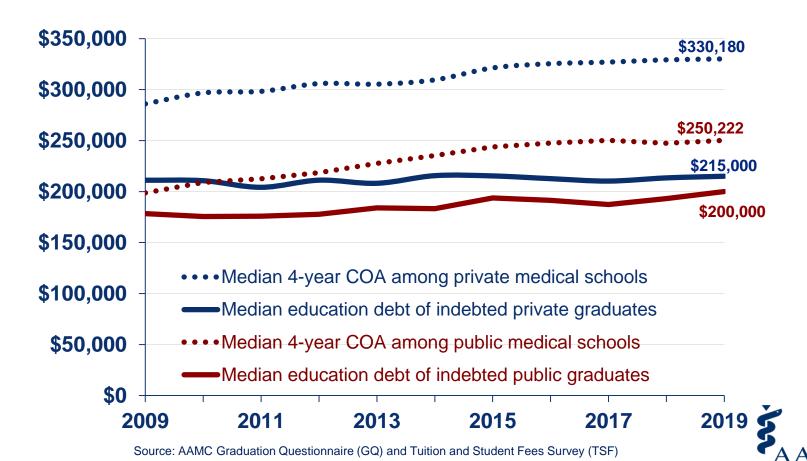
Debt Nearly Stable Despite Cost Growth



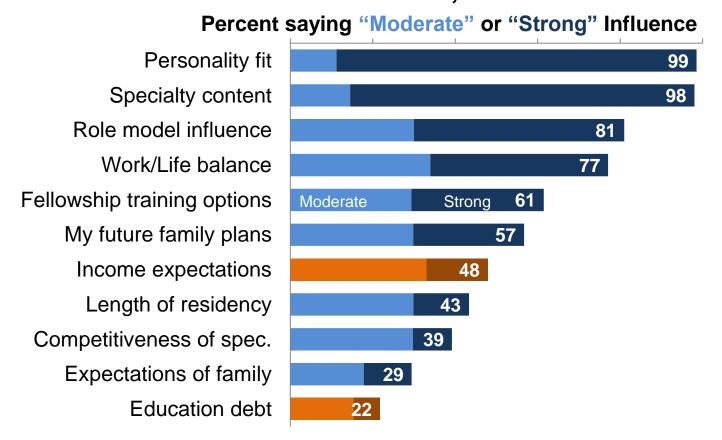
2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019



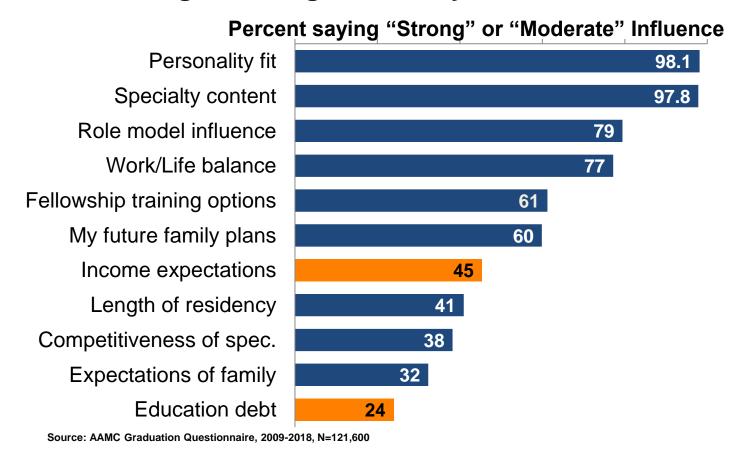
Debt and Cost at Public and Private Schools



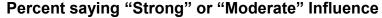
Influence of various factors on the specialty choice of graduating medical students, 2019

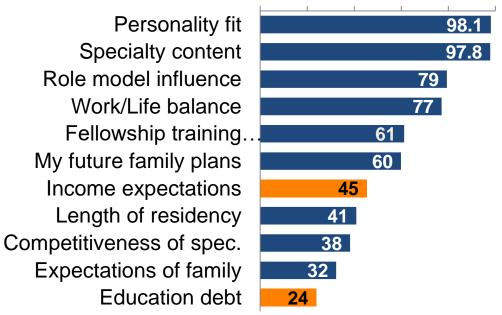


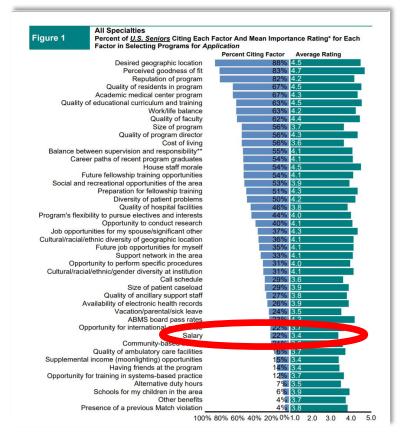
Influence of various factors on specialty choice of 121,000 medical students graduating in the 10 years from 2009 to 2018



Influence of various factors on the specialty choice of graduating medical students, 2019







NRMP Applicant Survey Results, 2017 Salary: 22%, 3.4 / 5 average rating

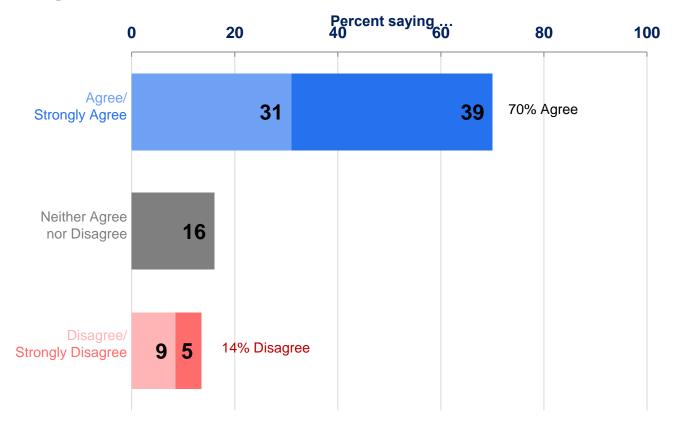
... And Debt Varies Little Across Specialties

	Count	%	% \$1 to	% \$150,000	% \$250,000	Median Ed
Intended Specialty Choice	w/ Debt	No Debt	\$150,000	to \$249,999	or more	Debt (\$)
Pediatrics	1,481	25.5	20.4	30.6	23.5	200,000
Family Medicine	1,305	16.6	21.5	33.3	28.6	200,000
Internal Medicine	2,894	31.4	20.7	27.0	20.9	200,000
Psychiatry	878	27.9	20.3	25.3	26.5	200,000
Neurology	358	29.9	25.7	24.9	19.6	184,000
Obst⊍trics and Gynecology	1,000	22.9	20.0	31.6	25.5	200,000
Physical Medicine and Rehab	168	23.2	17.9	27.4	31.5	220,000
Pathology	160	30.6	26.3	20.6	22.5	200,000
Emergency Medicine	1,407	21.9	19.5	29.1	29.5	212,951
Radiation Oncology	127	33.9	22.0	25.2	18.9	175,000
Surgery-General	958	21.3	20.6	29.0	29.1	205,500
Ophthalmology	330	35.5	25.8	22.7	16.1	170,000
Anesthesiology	912	25.3	19.6	26.8	28.3	210,000
Urology	250	29.6	21.6	30.8	18.0	190,000
Radiology	659	29.3	21.5	27.2	22.0	200,000
Dermatology	350	41.1	20.9	20.6	17.4	187,000
Otolaryngology	295	26.4	21.7	29.2	22.7	200,000
Plastic Surgery	133	32.3	13.5	32.3	21.8	205,000
Orthopaedic Surgery	607	32.0	19.6	25.5	22.9	200,000
All Specialties	14,963	26.6	20.7	28.1	24.5	200,000

Source: AAMC Graduation Questionnaire, 2018

income estimation

"Taking out loans to pay for my medical education was a good financial investment for me."





Financial Information, Resources, Services and Tools (FIRST)

Mission:

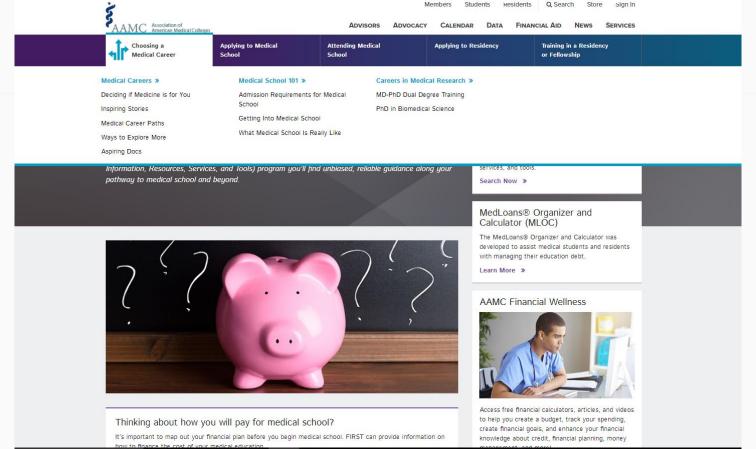
To empower medical school students to borrow wisely and repay responsibly

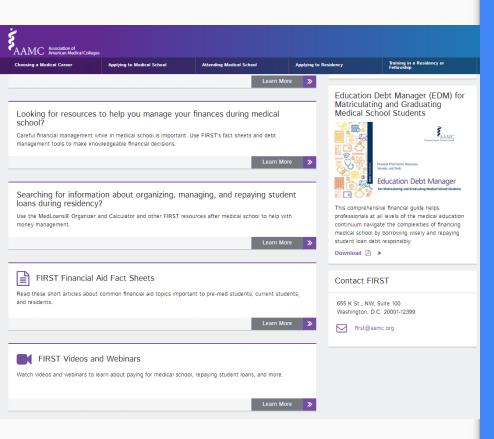
To support the medical school staff who provide financial aid advising services



Resources For Students

AAMC Financial Information, Resources, Services and Tools (FIRST) Program

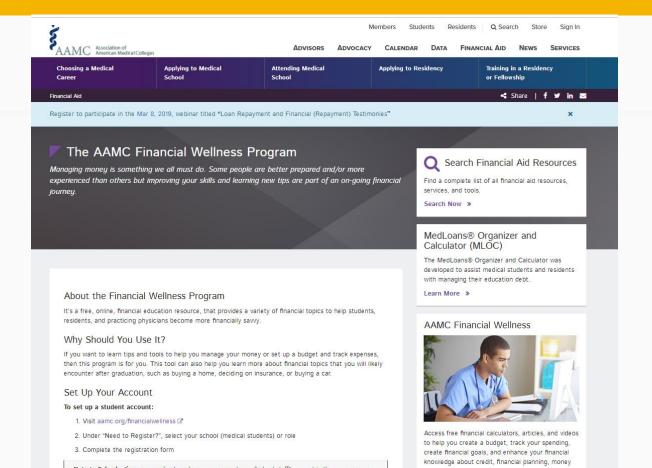




Information and Resources On:

- Cost to Apply to Medical School
- Financing Medical School
- Loan Repayment Options and Strategies
- Fact Sheets
- Videos and Webinars

AAMC Financial Wellness



School

Financial Aid

Register to participate in the Mar 8, 2019, webinar titled "Loan Repayment and Financial (Repayment) Testimonies"

MedLoans® Organizer and Calculator (MLOC)

The MedLoans® Organizer and Calculator (MLOC) was developed to assist medical students and residents with managing their education debt. The MLOC provides a secure location to organize and track student loans while also displaying possible repayment plans and costs based on the borrower's student loan debt.



MedLoans® Organizer and Calculator (MLOC)

MLOC Sign In Screen

Sign In

PFRESNE	
•••••	

Forgot your username? | Forgot your password?

Sign In

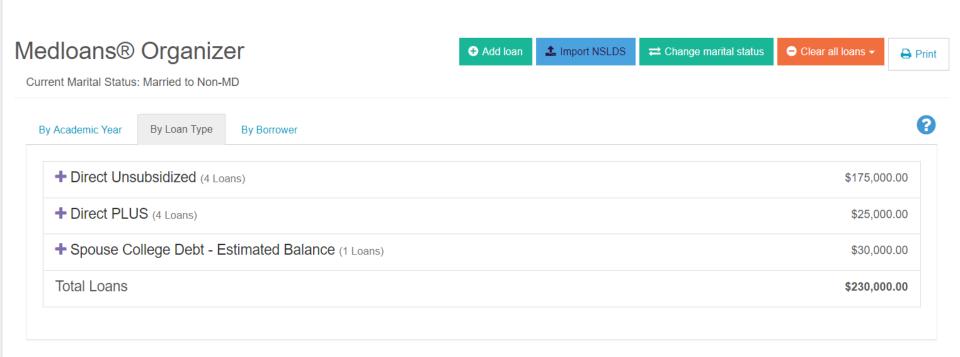
Create AAMC Account

Register for an AAMC account to begin accessing products and services

Create AAMC Account

Need help?

MedLoans® Organizer



DISCLAIMER

This organizer provides estimates intended for use as a planning guide only. While we believe this material to be complete, we cannot guarantee the accuracy or timeliness of this information. Please contact your loan servicer(s) to discuss the exact terms of your loan(s). You may also want to consult a qualified professional for assistance in analyzing your overall financial situation.

MLOC Input Values

Medloans® Calculator Fill in the values below. If you previously completed this information, the values are already populated. Input Values (all fields required) Marital Status Married to non-MD 250,000 Spouse current Salary Total Residency/Fellowship Yrs. 2 3 years Expected first year Residency stipend ? 57.000 Expected starting salary post-residency/fellowship ? 200.000 Medical school graduation date? 05/2019 Household size 2 persons From where do you file your taxes? Continental US Select repayment scenario ② Compare Income-Driven Plans (REPAYE vs PAYE vs IBR)

Medloans® Repayment Scenarios





Marital Status: Married to Non-MD Total Loans: \$ 230,000 Repayment Scenario: Start Full Repay Res. Yrs.: 3 Res. Stipend: \$57,000 (\$4,750/month)

Post-Res. Salary: \$200,000 (\$16,667/month) Grad Date: 5/2019 HH Size: 2 Loc.: Cont. U.S. Spouse Salary: \$250,000 (\$20,833/month)

NOTE These are estimates only, based on federal regulations, and are subject to change. Contact your loan servicer(s) to discuss your exact balance, payment amounts, and IDR eligibility. The calculator does not verify IDR eligibility based on the academic years of your loans but it does verify IDR eligibility based on income levels.

TOTAL Repayment Summary

Repayment Plan	Total Years (includes residency/ fellowship)	Monthly Payment	Monthly Payment Cap	Total Repayment	PSLF Paid/Forgiven (for me only)	Program Forgiveness
REPAYE	8	Res.: \$ 2,349 - 2,523 Post-Res.: \$ 3,724 - 4,335	N/A	\$ 342,392	Paid: N/A Forgiven: N/A	N/A
PAYE	11	Res.: \$ 2,349 - 2,523 Post-Res.: \$ 2,887 - 2,894	Me: \$ 2,549 Spouse: \$ 347	\$ 360,294	Paid: \$ 289,536 Forgiven: \$ 26,671	N/A
Standard	10	Res.: \$ 3,054 Post-Res.: \$ 3,054	N/A	\$ 343,517	Paid: N/A Forgiven: N/A	N/A
Extended	25	Res.: \$ 1,988 Post-Res.: \$ 1,988	N/A	\$ 482,691	Paid: N/A Forgiven: N/A	N/A
Income-Based	N/A	N/A	N/A	N/A	N/A	N/A

Income Driven Plans

Revised Pay As You Earn Repayment

Total Repayment over 8 years **\$** 342.392

Monthly Repayment \$ 2,349 - 4,335

Total Interest **\$** 112.392

REPAYE 25-yr. Forgiveness Me \$ 0; Spouse \$ 0

PSLF 10-yr. Forgiveness Me \$ 0

VIEW DETAILS

Pay As You Earn Repayment

Total Repayment over 11 years \$ 360,294

Monthly Repayment \$ 2,349 - 2,894

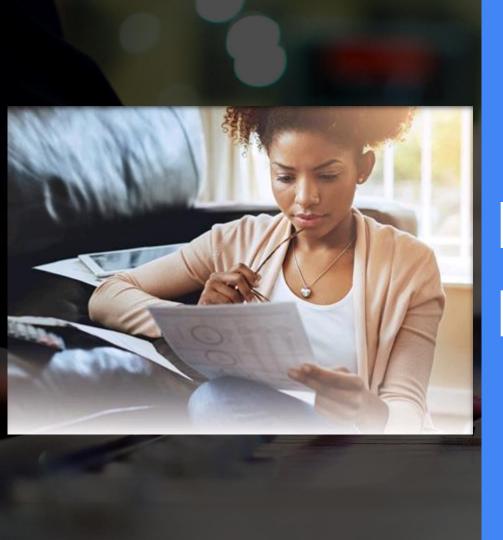
Total Interest **\$** 130.294

PAYE 20-yr. Forgiveness Me \$ 0; Spouse \$ 0

PSLF 10-yr. Forgiveness Me \$ 26,671

Monthly payment cap for PAYE eligible loans: Me \$ 2,549; Spouse \$ 347

0



Resources For Faculty & Staff

AAMC Onsite Visits



Julie Gilbert Sr. Education Debt Management Specialist



Julie Fresne Senior Director, Student Financial and Career Advising Services



Nicole Knight Sr. Education Debt Management Specialist & Trainer

Partnering with Government Affairs





Matthew Shick, JD Senior Director Government Relations & Regulatory Affairs



Kristen Earle
Office of Student Financial Services
Senior Specialist
Group on Student Affairs



Brett Roude Legislative Analyst Government Relations & Regulatory Affairs





"Can Medical Students Afford to Choose Primary Care? An **Economic Analysis of Physician Education Debt Repayment**"

Updated Look at Economic Diversity of **US Medical Students**

Analysis An Updated Look at the Economic Diversity of U.S.

% With Debt



Jay Youngclaus **Senior Education Analyst**

"Physician Education Debt and the Cost to Attend Medical School"



Physician Education Debt and the Cost to Attend Medical School



February 2013

Debt Fact Card

October 2019		\$ _{AAl}	мС
Medical Student Edu Debt, Costs, and Loa		ment Fact Ca	rd
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\$200,000 or more	50%	59%	54%
\$300,000 or more	13%	25%	18%
Planning to enter loan fo	rgiveness/n	payment progra	am: 44%
Education Debt Break	down 1	6 Graduates	Median
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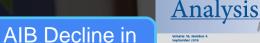
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dagree can lead to a lifetime of serson

to a U.S. medical school will be able

"Borrow or Serve" and "The Good Investment"



IN BRIEF

An Exploration of the Recent Decline in the Percentage of U.S.

Medical School Graduates With Education Debt

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lower at these new schools compared with the percentage for all graduates, typically

AAMC

and periods of eligible defermen



Health Professions Financial Aid Administrators Meeting Feb 6-8, 2019 Hyatt Regency Savannah Savannah, GA

Group on Student Affairs (GSA) - Careers in Medicine (CiM) - Organization of Student Representatives (OSR) Professional Development Conference

March 26-29, 2020 Sheraton Grand Chicago Chicago, IL





Questions



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first@aamc.org

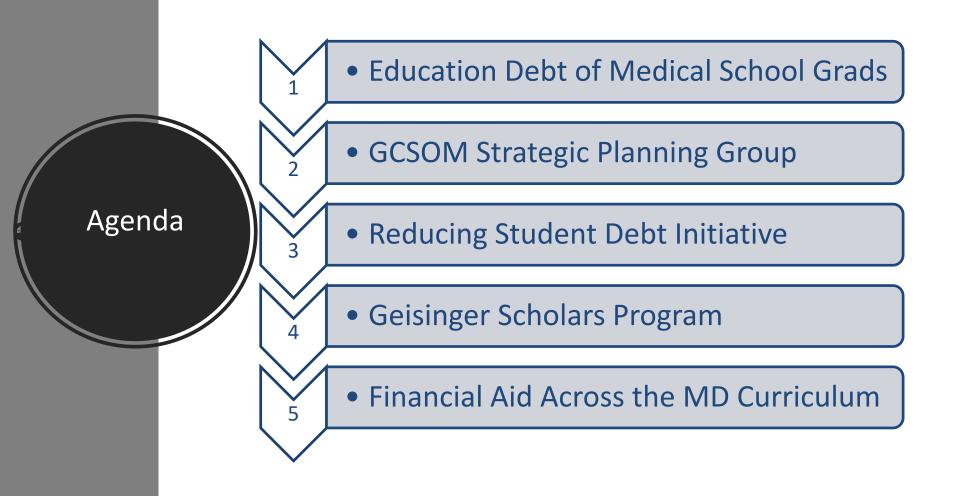


Geisinger Commonwealth School of Medicine



Student Debt Strategies

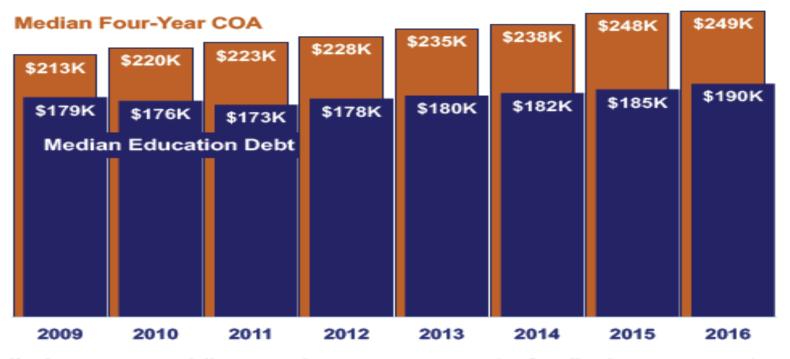
Ann Arvay, CPA, MBA Michelle Schmude, EdD, MBA





Geisinger Commonwealth School of Medicine

Figure 1. Median four-year cost of attendance (COA) and education debt of indebted medical school graduates of U.S. medical schools, 2009–2016.



Note: All values are in 2016 dollars using the Consumer Price Index for All Urban Consumers (CPI-U). COA data are based on costs for in-state medical students.

Source: Authors' analysis of the AAMC Graduation Questionnaire (GQ) and Tuition and Student Fees Questionnaire (TSF).

GCSOM Strategic Planning Process



Leadership Retreat held in August 2018

Develop a proposal for a new

Cabinet structure to support education at Geisinger

Develop strategic initiatives in collaboration with faculty and staff representatives

Ten Initiatives resulted which were a result of the self study conducted for the LCME visit

Alleviating Student Debt was identified as one of the initiatives

Cross sectional team members were identified to address each initiative with Cabinet level sponsorship

Strategic Goal: Reducing Student Debt

- What are the factors contributing to the issue / problem:
- GCSOM's students rank 4th highest in terms of overall medical student debt accumulated when they leave medical school
- GCSOM's average debt was increasing
- GCSOM's cost for student health insurance is in the top 10%
- GCSOM's tuition is among the highest for private medical schools for out of state students
- GCSOM's donor base for solicitating additional scholarships has been exhausted
- GCSOM's average scholarship award to students who receive awards is \$5,109 for FY 18 compared to the average of all other schools which is \$15,406
- GCSOM has a higher percentage of needy students (23% 1st generation to college)

Strategic Goal: Reducing Student Debt

Obstacles to progress

- Students borrowing more than they actually "need"
- Number of first generation, economically disadvantaged as well as underrepresented medicine students
- Student understanding of financial literacy

Actions taken to date

- Hold increase in tuition and fees to 2.0% per year
- Successful \$25M fundraising campaign with \$14M for scholarships
- Tripled the amount of operating funds committed to scholarships since FY 2012
- Partner with Geisinger Health Plan to develop a student health insurance plan for GCSOM students
- GCSOM's fundraising is now with the Geisinger Foundation which has identified student scholarships as a major fundraising priority
- Geisinger Scholar Programs......

Geisinger Scholar Programs

Abigail Geisinger Scholars Program

- 10 awards covering tuition and required fees up to four years
- No constraints on specialty choice
- Number of years of funding equals the number of years of service as a Geisinger physician after residency

Geisinger Primary Care Scholars Program

- 40 awards covering tuition, required fees, and provides a \$2,000 per month stipend up to four years
- Must commit to the following specialties: family medicine, internal medicine, medicine/pediatrics
- Curricular track focused on innovations in primary care built around Geisinger's signature programs
- Number of years of funding equals the number of years of service as a Geisinger physician after residency



Development Process

1 3 3 5

Propose program and assemble work group

Research potential loan forgiveness programs

Work with partners for required notifications and contracts

Seek feedback from constituenci es Know your selection criteria for awards

Development Process

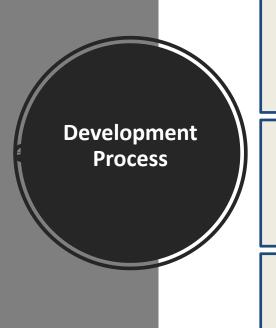


Release information internally and externally

Develop marketing materials (website, FAQs, brochure) Host student information sessions

Review applications and scored according to rubric

Create
customized
letters,
disclosures,
& contracts
for each
student



13

11 Revise financial aid packages

Coordinate paperwork with all departments

Host reception with clinical mentors

Geisinger Clinic Employment

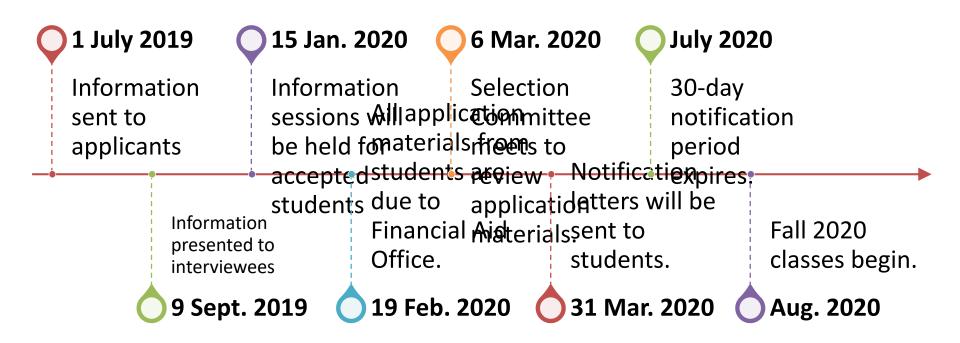


- Engagement throughout educational experience; continuous dialogue with GCSOM and Clinic team members
- Geisinger Clinic Primary Care Physician Advisor assigned during medical school and residency
- Designated team available to help with questions throughout the journey Timing: most common to provide during second to last year of training
- Contents: Compensation, start date, practice agreement, specialty/board certification, and outline of the Geisinger Primary Care Scholars Loan program
- The onboarding process (clearances and credentialing) takes approximately 90 days
- Amortization schedule provided in the first month of employment
- Loan forgiveness begins in the first Geisinger Clinic pay

Hire

Offer Letter

Geisinger Scholars Program Timeline



Financial Aid Across the MD Curriculum



LCME Standard 12: Medical Student Health Services,
Personal Counseling, and Financial Aid Services that states,
"A medical school provides effective student services to all
medical students to assist them in achieving the program's
goals for its students. All medical students have the same
rights and receive comparable services."

Standard 12.1 Financial Aid/Debt Management Counseling/Student Educational Debt

- Has effective financial aid and debt management counseling
- 2. Has mechanisms in place to minimize the impact of direct educational expenses



Financial Aid Across the Doctor of Medicine Curriculum

Course Start Date: Beginning of M1 year
Course End Date: End of M4 year

Course Director(s): Sue McNamara

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Roxanne Seymour rseymour@som.geisinger.edu MSB East, 1" floor

Course Hours: Special sessions throughout M1 to M4
Office Hours: M-F 8:00am - 4:30pm by appointment

Financial Aid Across the MD Curriculum

1	Understand curriculum approval
2	Establish qualified faculty
3	Create a syllabus
4	Process through approval process
5	Launch Canvas

2019 Fall Term

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The Financial Aid Across the Doctor of Medicine Curriculum is a four year-long program designed to assist students in their understanding of funding resources. Associations such as the AAMC and NHSC, guest speakers and financial aid personnel are utilized to weave financial literacy into their curriculum. The curriculum will focus on the following to help students better understand financial aid resources:

- · loan portfolios,
- · budget planning and debt management,
- · financial literacy development,
- reflection and counseling and self-directed webinars,
- videos and podcasts.

In addition, the Financial Aid Across the Doctor of Medicine Curriculum will address LCME Standard 12: Medical Student Health Services, Personal Counseling, and Financial Aid Services that states, "A medical school provides effective student services to all medical students to assist them in achieving the program's goals for its students. All medical students have the same rights and receive comparable services." Standard 12.1 Financial Aid/Debt Management Counseling/Student Educational Debt states, "A medical school provides its medical students with effective financial aid and debt management counseling and has mechanisms in place to minimize the impact of direct educational expenses (ie., tuition, fees, books, supplies) on medical student indebtedness."

Using Your LMS

Using Your LMS -Financial Aid Across the MD Curriculum

