

# CampusLink<sup>SM</sup> CompliancePoint

Admissions & Financial Aid Compliance Services

CAMPUS<sup>SM</sup>  
MANAGEMENT



“ CompliancePoint’s partnership with Campus Management is shaped by a continued focus on compliance and the ever-increasing complexity associated with communications management. ”

Ken Sponsler  
Vice President & General Manager  
CompliancePoint



## Campus Management and CompliancePoint

Campus Management has partnered with CompliancePoint, a PossibleNOW company, to offer a suite of compliance services for private sector colleges and universities. Campus Management clients can use CompliancePoint’s consulting and audit services for admissions enrollment verification and employment placement verification to help ensure compliance with Title IV and program integrity rules. As an industry leader in higher education compliance issues, CompliancePoint works with some of the largest and most recognized education providers and has amassed years of operational and compliance expertise.

## Ensure Title IV Compliance

CompliancePoint combines audit and business process expertise with a unique focus on program integrity rules for higher education to deliver a comprehensive suite of services for admissions and financial aid compliance. The company can help determine whether admissions activities meet regulatory requirements, including Title IV of the Higher Education Act and accreditation mandates, as well as institutional policies. CompliancePoint can also be used to determine whether the actions, processes, or practices of employees put a company at risk and recommend best practices.

# CampusLink CompliancePoint

## Admissions & Financial Aid Compliance Services

### Pre-enrollment Verification

CompliancePoint's Admissions Enrollment Verification service can help ensure that prospective students thoroughly understand an institution's policies regarding the transfer of credits, the cost per term, employment and potential salary, the required amount of terms to earn a degree, and the student's obligation to repay student loans. Additional items may be added for verification at an institution's discretion. CompliancePoint monitors the verification reports to ensure all prospective students complete the form as mandated. This process may also be conducted via phone.

### Prospect and Student Surveys

CompliancePoint creates custom Web-based surveys for prospects, applicants, and enrolled students. The surveys gauge whether the prospective student was provided with complete and accurate information as required under Title IV, an institution's accrediting entity, and admissions and financial aid policies.

### Call Monitoring

- CompliancePoint auditors review call recordings and score the admissions process in accordance with school, regulatory, and accreditor standards.
- Areas of nonconformance are clearly identified on the score sheet and escalated in accordance with the institution's policy.

### About Campus Management Corp.

More than 1,700 colleges, universities, foundations, and other organizations in 26 countries rely upon Campus Management Corp.<sup>®</sup> for its enterprise software products and services. The CampusVue<sup>®</sup> Ecosystem is Campus Management's vision for a fully integrated, centralized administrative and academic platform that unifies services, educational delivery, administrative management and reporting for a range of public, private, and proprietary postsecondary institutions. The CampusVue Ecosystem includes the CampusVue Student administrative system and CampusVue Portal solution, as well as Talisma<sup>®</sup> Constituent Relationship Management (CRM) and fundraising software.

CampusVue Student and Talisma CRM are the leading choice of the largest U.S.-based proprietary and online colleges and prestigious traditional colleges and universities, serving millions of students, faculty, donors, and other constituents worldwide. Additional offerings include performance analytics software, financials, HR, and payroll solutions. With offices in the U.S., India, Brazil, and United Kingdom, Campus Management can provide its clients with a full range of consulting, implementation, support, training, and integration services. For more information, visit [www.campusmanagement.com](http://www.campusmanagement.com).

### About CompliancePoint

CompliancePoint, a PossibleNOW company, is a recognized compliance leader for higher education. The company provides a wide array of consulting and audit services that enable institutions to establish best practices for compliance with Title IV regulations. CompliancePoint consulting services include compliance audits, written guideline development, call center and vendor certification programs, ongoing monitoring and enforcement programs, and training program design and delivery.

### Lead Generator Reviews

A major component of noncompliance is vendor oversight; therefore, an institution must ensure all of its lead generation partners are in compliance. CompliancePoint can review all landing pages that are used within a lead generator's network to collect leads for a college or university. The goal is to ensure that each lead generator is following legal compliance and an institution's guidelines appropriately.

### Remediation Training

In the event issues of noncompliance are discovered, an institution must enact an enforcement mechanism. CompliancePoint can recommend remediation training and testing. Utilizing the ComplianceWise<sup>™</sup> training system, the training courses are assigned to employees who perform poorly as identified via surveys and mystery shopping events. ComplianceWise is a Web-based system that efficiently trains employees on an ongoing basis.

### Ongoing Consulting Support & Services

CompliancePoint's ongoing consulting services include:

- Development and implementation of enterprise compliance policies and procedures
- Supplemental onsite training
- Additional investigative and audit work as necessary
- Preparation for the pending program integrity rules
- Additional graduate and employer phone surveys as needed



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