



2023 Fall Conference



Connect Learn Innovate

November 13-15

BREAKOUT SESSIONS (Preliminary)

No.	Title	Description	Track
Monday, November 13 • 2:30–3:30 P.M.			
101	Featured Breakout: Courageous Discomfort: Having Brave, Positive, Life-changing Conversations: Part Two	Join this workshop to build on the ACE Talk’s foundation of Courageous Discomfort and the principle of dignity to learn specific skills you can apply in even the most contentious moments. The focus will be on the most common yet challenging dynamics and interactions when participating and facilitating conversations involving diversity, equity, and inclusion.	College, Schools, Therapeutic, Graduate, LD/ND, Global (International), Business and Communication
102	Cracking the Code of Next-Gen Admissions Testing	In October 2023, hundreds of thousands of US students are expected to take the first-ever digital adaptive PSAT (dPSAT). Although scores will not be available until November, the experiences of students and proctors will throw light on the benefits and challenges of the new format. The presenters will discuss their learnings from the inaugural dPSAT, review the testing policy landscape, and consider the impact of federal and state legislation on the use of test scores.	College
103	Working with College-Bound Neurodiverse Students for Newer IECs	Do you feel equipped to guide ND students pursuing higher education? Are you capable of determining gaps in executive functioning and academic skills and providing resources that will facilitate skills acquisition? The presenters will provide you with a toolbox for best practices in working with ND college-bound students. Learn how to meet a student and family where they are, and illuminate a pathway that engages them in process-oriented and outcomes-driven collaboration.	College, LD/ND
104	Support Services for Students Studying in the UK	Two experienced UK university representatives will outline support services available to your students while they’re studying in the UK. The presenters will cover support services, including: mental health, medical health, disability, academic, religious and cultural, LGBTQAI+, careers & employment, sport & performance, and more. Join us and find out why studying in the UK might be the best fit for your students.	Global (International)
105	Accelerated JD Programs: Who, What, and Why	As higher education costs continue to increase, accelerated law school programs have become an increasingly attractive option for students planning to attend law school. Accelerated programs present an opportunity for IECs to support college clients because decisions about college and law school happen significantly earlier than the traditional law school journey.	College, Graduate
106	Leading-Edge Advanced Breakout: What Do Zombies, Superheroes, and Animals Have in Common?	The presenters will discuss several brainstorming exercises they have developed to help students pinpoint pieces of themselves they want to share with admission readers. Their goal is always to try to approach each piece of the college search and application journey with creativity and meaningful engagement, and they’ve found that students often enjoy these out-of-the-box exercises.	College

Leading-Edge Advanced Breakouts: These advanced sessions are in-depth or/and esoteric and are geared for experienced professionals seeking supplementary knowledge.



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107	2-for-1 Package: How to Manage Parental Expectations	A critical job in the role of the IEC is empowering students and navigating parental expectations. Often, practitioners work with parents who have different ideas about their students' aspirations. Students may feel torn between following their dreams or pleasing their parents. In this session, the presenters explore tools to empower parents to give their students autonomy, avoid unrealistic expectations, and, ultimately, explicate the IEC's role in the familial dynamic.	College, Business and Communication
108	Neurodivergent Thinking in a Neurotypical World	The presenters will discuss the non-traditional ways in which students with learning differences and educators are approaching their own learning. Executive functioning skills are imperative to instill in students as soon as the learning difference is discovered. Whether a student is on an IEP, 504, or even undiagnosed, it is important for educators to recognize the most impactful ways to teach content in and out of the classroom.	College, Schools, LD/ND
109	Unique Considerations: The LGBTQ+ College Search	LGBTQ+ students have unique needs, preferences, and considerations that make their college search complex and nuanced. Besides having a range of identities, they have different circumstances and are in different places in their personal journey. Join this session to learn five pride factors you can observe in your college visits and how to match specific students to their best-fit, safe, supportive campuses.	College
110	Leading-Edge Advanced Breakout: Applying to College When You Have Mental Health Issues	In 2022, 35% of students were diagnosed with anxiety and 27% had depression. This session will focus on the unique needs of students with mental health issues during the college readiness, search, and application process. A veteran college admissions officer and an IEC who specializes in mental health will share their experiences and use case studies to help participants more effectively support students with mental health needs.	College, Therapeutic, LD/ND
111	Skills in Residential Care and Post-Discharge Outcomes	The presenters will discuss research on Dialectical Behavioral Therapy for Adolescents in residential treatment, exploring its effectiveness in reducing depression, emotional dysregulation, and distress. They will analyze treatment outcomes and post-discharge results over two years, emphasizing the significance of skills-building in residential care for positive post-discharge outcomes. The program structure enabling a successful transition home will also be explored.	Therapeutic
112	The Role of Resilience in Post-Covid Boarding Schools	At a time when there is a record number of educators leaving the profession, there is a need to shore up the skills for those serving students at every level of their education. This workshop will provide research-based professional development information for schools/programs that address solutions to problems facing educators and provide a plan to build a healthy school community.	Schools, College, Therapeutic

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201	Stop Reinventing the Wheel: Create an Operations Manual	Ever have the nagging feeling that you are constantly reinventing the wheel? If so, this session is for you. The presenter will list the repetitive tasks that consume valuable time and develop procedures for these tasks. Next, they will organize the procedures into an operations manual, a centralized practice resource, enabling anyone to execute tasks according to standardized guidelines. You will gain the freedom to delegate busy work and help more clients.	Business and Communication
202	Case of Ashley O: The Making of a Reasoned College List	Let's work collaboratively to create an initial college list for Ashley. No matter the level of IEC experience, learning from one another is how to build better college lists. We'll explore the processes and methods that are most effective in constructing a list that meets Ashley's academic, social, and financial needs. The presenter is particularly interested in the strategies, techniques, and resources essential in list building.	College
203	Unlocking Global Horizons with International Education	This is a foundational session to help US-based IECs learn about the benefits of overseas options from international admissions experts at three leading universities in Europe. A case study approach will be used to detail profiles and how to recognize the characteristics for an ideal candidate from the US to study at a global institution.	College, Global (International)
204	Assessing College Support Programs for Students with LD	This presentation will focus on ways to evaluate college support programs and other academic support offerings for students with learning differences. The presenters will discuss ways that the laws and methods of providing learning support change in college. Tools to assess the support offerings will be provided. Practical ways to evaluate students' needs and methods to approach families with this information will be explored.	College, LD/ND
205	From Admissions to IEC Work: Tips for Transitioning	Many IECs began their careers in admission roles at the school or college level. Join a panel of IECA members who have transitioned from admissions work to independent educational consulting as they share tips for making this leap. Panelists will discuss what they wish they would have known before transitioning to IEC work, and what their bright spots and landmines have been in this profession. Participants will leave with a list of important next steps to move forward on this journey.	College, Schools, Business and Communication
206	From Legal Disputes to Funding Residential Placements	This session will provide an overview of the special education legal dispute process for professionals who work with families to place their children in out-of-district settings. Information will be provided regarding the legal process and steps a family should take in order to have the best chance of successfully getting their local public school district to fund placements and the importance of a special education attorney to the process.	Therapeutic, Schools

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207	The Next Normal: Artificial Intelligence and the Path To College Admissions	As we enter a new year, a central question is how artificial intelligence (AI) will revolutionize the admissions process in 2024. The presenters will unpack how AI could simplify list development, alter test prep, and disrupt holistic review. They will examine how AI could make education more equitable, personalizing admissions, and expanding opportunities. In addition, they will address the ethical challenges of AI, strategies to reduce AI biases, and the balance between technology and the human touch.	College
208	Managing Stress During the Law School Application Process	Applying to law school can be an overwhelming and highly stressful experience. Factors such as studying for the LSAT while still in school or working full time, LSAT results, addressing character and fitness issues, waitlists, or rejections can all negatively impact an applicant's well-being. The presenters will discuss the pain points in the application process, their impact on an applicant's well-being, and ways that IECs can support and help applicants manage their stress.	College, Graduate
209	More Mentorship Matters	Mentorship is invaluable to business, college, and the community. Whether as a neighbor, supervisor, faculty member, or guidance counselor, mentors stand in the gap for those coming alongside. When mentees feel invisible, lack guidance, or seek to initiate and are uncertain of protocols, mentors serve as 'thought partners' or 'guides on the side,' connecting mentees with advisors, peers and resources. Empowering mentees to make the most of experience, mentors share networks, tips and tricks, and suggest potential pathways to explore possibilities. Plan for an engaging exchange between current IECA leaders who have both offered and received the investment of mentorship professionally and personally. Gain inspiration from effective mentoring relationships as we promote this key societal contribution!	Business and Communication
210	Leading-Edge Advanced Breakout: From the Mouth of Babes, Resilience Through Stormy Times	At the intersection of recent political and educational decisions in Florida lies students of color and LGBTQIA+ students, significantly and adversely impacted. In the midst of it all, stories of student resilience and triumph emerge, yet often go unheard and unseen by the masses. This engaging and interactive presentation highlights impactful grass-roots efforts used across the state of Florida to address issues adversely impacting the lives of Florida youth and young adults.	College
211	New Ways to Access an IB Education	The IB Diploma Program is renowned for its rigor, but it hasn't been available to all students. Join our session to learn about three new IB initiatives: fully online delivery through the IB DP Online Pilot, an expanded three-year flexible schedule for athletes, and updates to the access and inclusion policy. These initiatives will make an IB education possible for students regardless if they travel, live in remote areas, face health challenges, or are athletes in training.	Schools, Global (International)

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212	Being of Service While Moving Through Personal Hardship	Caregivers all go through things like relationship struggles, health issues, and bereavement. Showing up with clients and families while going through our own hardships is challenging. In this interactive session, the presenters will share their own experiences with having to show up professionally while also grieving the recent loss of parents. Attendees can expect a warm and safe conversation in which we grow together as professionals sharing a common human experience.	Therapeutic
Tuesday, November 14 • 9:00–10:00 A.M.			
301	Discussing Race in Essays Without Exploiting Trauma	In the wake of the Supreme Court Ruling, students, especially students of color, may be confused about how to discuss their race/ethnicity in their applications. How can counselors help students of color discuss their racial backgrounds without unintentionally creating additional burdens for students of color who feel pressure to talk about certain topics? How can counselors make sure that students are supported in discussing their race in a way that is not retraumatizing?	College, Graduate
302	The Art of Appreciation: Hiring, Motivating, and Retaining	Hiring great team members is hard and retaining them in this climate is even harder! Did you know that similar to the five love languages there are five languages of appreciation in the workplace? Learn how to speak your employees' appreciation languages to keep them encouraged and motivated. Our session will focus on different management strategies to hire for retention, build a culture for retention, and motivate by appreciation.	Business and Communication
303	Fostering Global Potential Through International Education	What effect does active international education have on developing key qualities for future academic and professional success? Many top universities and employers seek transferable skills such as critical thinking, resilience, innovation, cultural awareness, and leadership. Using UK case studies, the presenters will explore how active and passive international education provides diverse opportunities to develop students' global potential in university, careers, and beyond.	Global (International)
304	Executive Function Coaching Secrets for Your Practice	Executive Function (EF) coaching is gaining visibility in the educational world, but how can it support your practice? Instead of dragging a student across the finish line, let EF coaching help. Join us for an informative discussion on how to assess a student, what to discuss with an EF coach, and how to incorporate EF coaching feedback into your practice. Participants will leave with concrete tools to enhance their practice and diversify their clientele.	College, LD/ND
305	Beyond the Symptoms: A Holistic Approach to Assessment	Specialized client assessment and individualized treatment are crucial and involves everyone in the client's journey. Holistic care is treating the whole person, not just the diagnosis. Learn how understanding clients' physical, emotional, mental, social, and spiritual needs can aid providers and IECs in creating optimal care and help clinicians select the most fitting therapeutic modalities to facilitate progress, thus improving outcomes.	Therapeutic

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306	Let It Be? Words of Wisdom on Essays from Admission Officers	Do you dread working on draft #7 as much as your student does? The difference between a good essay and an extraordinary essay is often hours of work and revisions. Does it matter? Learn whether or not the blood, sweat, and tears that go into endless drafts are worth it, directly from admission officers.	College
307	Where Do You Rank on College Rankings?	Rankings are appealing as they offer students an easy way to measure an institution's quality, however, the varying methodology causes confusion. Can we trust college rankings? And how can college IECs have informed discussions about them with families? Upon completion, participants will know how to assess the fears/concerns behind the focus on rankings, whether they be the return on investment, career outcomes, or abundance of gluten-free options in the dining hall!	College, Graduate
308	Leading-Edge Advanced Breakout: Selective Admissions, New Realities and Practices	Where do the top students enroll? How do selective universities and colleges select for admission and merit scholarships? In the new test optional and the post-Supreme Court ruling world, how are institutions adjusting usage of testing and other factors? Can "test optional" applicants overcome unreported testing in a highly competitive field? Where will the top 1%, 5%, 10%, 20% attend? What choices are available to students in the top 50%? How are selectivity and merit awards tradeoffs balanced?	College, Schools
309	10 Ways to Protect Transgender Students in High School and College	In 2023, over 300 anti-LGBTQ+ bills were introduced, with the vast majority targeting transgender youth. This landscape has left many IECs unsure of how to assist these students. This session will provide tangible actions and resources to support transgender, non-binary, and gender expansive students on their educational journey. Hear from Sam, who transitioned while in high school and now works in college admissions along with his mom, who was his high school counselor.	College, Schools, Business and Communication
310	Leading-Edge Advanced Breakout: Brain Science and Your Performance	The presenter, a certified professional executive coach with 30 years in educational settings, will demonstrate the brain/body connection importance on how you "show up" everyday and the impact on performance success and cognition. Brain science is important to your professional and personal life and longevity.	Business and Communication
311	Where Have All The Uncomplicated Kids Gone?	In an ever-shifting (pre/post-COVID) adolescent world, schools are challenged more than ever before to meet the myriad needs of our students. As enrollment specialists for academic programming and student life, how do schools evolve to meet these developing demands? From pronouns and identity to vaping, anxiety, sexting, and AI, this workshop will review trends, discuss issues, and create a conversation regarding best practices.	Schools, Therapeutic, LD/ND, Business and Communication

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312	A Framework to Treat Anxiety Disorders and OCD	Exposure response prevention (ERP) is an evidence-based approach for the treatment of anxiety disorders and OCD. ERP works to address the underlying fears of anxiety obsessions and compulsions by targeting the ineffective behavior. ERP aims to reduce symptoms associated with these disorders by increasing distress tolerance through repeated exposure of the distressing stimuli. This presentation will guide participants on the therapeutic application of ERP.	Therapeutic
Tuesday, November 14 • 2:15–3:15 P.M.			
401	Featured Breakout: Moving from Helicopter Parenting to Problem Solving	The luncheon speaker will present on building relationships with students and families, encouraging teenagers' agency, and helping parents let go of the reins. She'll teach problem-solving strategies that get at the root of students' behavior, whether that's shutting down in the college essay brainstorm, or a seeming inability to respond about scheduling a meeting. Participants will learn scripts and strategies for encouraging students—and their parents—to be more disciplined, confident, mentally healthy, and better equipped to handle the challenges of college and life.	College, Schools, Therapeutic, Graduate, LD/ND, Global (International), Business and Communication
402	Journeys through Higher Ed: Neurodivergent Perspectives	Hear firsthand from current neurodivergent college students and recent grads about the challenges and successes they experienced academically and socially in high school through college and into the work force.	College, Schools, LD/ND
403	Creative Arts Programs: Recognizing Student Challenges	Supporting students with a passion for creative arts is difficult in a world of STEM and business programs. This session explores the challenges that students face when considering a degree in creative arts, including acting on interest, preparing for admissions, and transitioning to international life. As part of the third largest University in Canada, the York University School of the Arts, Media, Performance & Design has 50+ years of experience empowering artists.	College, Global (International)
404	It's a Political World: Governmental Relations and IECs	In recent years, proposed legislation can significantly impact how IECs run their practices. IECA's Government Relations Committee is dedicated to raising awareness of legislation and regulation that impact our profession. Drawing upon the GRC accomplishments of the past year, the presenters will discuss the importance of advocacy and IECA's role in supporting our profession. This session may be of special interest to IECs working in IL, OR, and CA due to recent legislative action.	College, Therapeutic, Business and Communication
405	Leading-Edge Advanced Breakout: What Makes a Successful Baccalaureate/MD Candidate?	Learn about Baccalaureate/MD programs, including admissions requirements and unique curricula. A panel of university admissions representatives will emphasize the importance of early planning and a strong commitment to medicine—and provide insights into how to effectively demonstrate these qualities in applications. The presentation will also cover the role of personal statements, interviews, recommendations, and testing when applying to these specialized programs.	College, Graduate

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406	Creating a Tool for Curating Assistive Technologies	Join this session to get a metacognitive tool for curating assistive and adaptive technologies that neurodivergent students can maneuver, teaching them to become more reliant on their own resources. This interactive session encourages you to use the tools provided to design your own model for learning how to learn through current technology.	College, Schools, LD/ND
407	Trends in IEC Pricing: Five-Year Survey Analysis	For five consecutive years, CollegePlannerPro has conducted an extensive survey on pricing of IEC services. During this session, the 2023 findings will be presented and trends and changes in the data will be discussed. A panel of experienced IECs will share their personal experiences and perspectives, providing unique and firsthand insights into the industry's dynamics. Gain valuable knowledge from research and real-world expertise to enhance your own pricing and positioning strategies.	College, Business and Communication
408	ASD and Gender: Analysis of Data and Current Research	Gender fluidity and identity exploration are increasing within the mental health field, especially among neurodiverse individuals. This presentation explores the data and pulls from current research around this connection and helps provide the understanding and a framework as to "why."	Therapeutic, Schools@LD/ND
409	Trends in Admission Practices at Selective Colleges	As college and university admission practices evolve during the changing landscape of higher education, a panel of senior admission officers from three selective colleges will discuss the trends in their admission practices and the types of students who are most likely to succeed on their campuses. A question and answer session will follow.	College
410	Leading-Edge Advanced Breakout: How Social States Drive our Clients' Lives	Regarding the motivation to change, behavioral health treatment tends to focus on individual traits as driving a person's motivation to change, leaning more toward theory than research on what motivates people. Social psychology, on the other hand, provides a wealth of research on these issues, focusing on a person's social support, the sense of their value in their community, how isolated they are, etc. This talk addresses this very important world of social states.	Therapeutic
411	EMA's 2024 Ride to Independent Schools Report	Do we know what really motivates families to apply to our schools? How can we improve the application process? Given the myriad challenges enrollment leaders face in today's competitive market, The Enrollment Management Association (EMA) conducts a biannual survey of thousands of parents immediately following the application season. This presentation provides early access to highlights from the survey results, information from EMA's 2023 State of the Independent School Enrollment Industry Report (SOTI), and tips and practical applications of this data.	Schools, Global (International), LD/ND

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Tuesday, November 14 • 4:00–5:00 P.M.			
501	Future-Ready IECs: Project Management, Tools, and Success	This presentation will introduce college planning software alternatives to the IEC. Using practical, inexpensive, and well-known project management software like Asana and Trello, IECs can enhance their business practices and increase their students' skills and marketability, promoting success for the entire college planning team.	College, Schools, Therapeutic, Business and Communication
502	Beyond the Basement: Empowering Nerdy Applicants	As IECs, part of our job is empowering students to identify their passions and translate them into assets for the college application. What happens when a student's greatest passion is outside of your nerdy comfort zone? Join some lifelong nerds as they debunk the myth of a monolithic nerdism, exploring popular nerdy hobbies among students and how to strategically, but authentically, incorporate them into the college admissions process.	College
503	TBA	TBD	College, Schools, LD/ND
504	Heart to Heart Healing: The Neuroscience of Equine Therapy	Studies conducted by the Institute of Heart-Math explain the "healing" that occurs when we're close to horses. The electromagnetic field projected by the heart of a horse directly influences a human's heart rate. Horses have a coherent heart rate which is consistent with well-being and with states of calm and joy. Join this session to learn about how the neuroscience of Equine Assisted Psychotherapy can be applied in a variety of settings and much more.	Therapeutic
505	Why Won't the Lightbulb Turn On?	The neurodiverse student can present as higher functioning than they truly are. Difficulties with executive functioning and processing speed hinder implementation of effective social pragmatics and insight. The neurodiverse brain often requires more than behavioral reinforcements and consequences to accomplish growth and change. The neurodevelopmental process of growth and change is a more deliberate and slower process, which takes more time.	Therapeutic, LD/ND
506	Balancing Academics and Athletics in Recruiting	When you are working with a highly academic student who is looking to compete in college, how do you help guide them to find the right combination, fit, and balance of academics and athletics? It's important to coach athletes and their parents to properly filter appropriate fit and match schools early in the process. This session will address the importance of managing expectations and facing the realities of the competitive nature of athletic recruiting.	College
507	Turbocharge Your College Consulting With ChatGPT	This hands-on session will demonstrate and explore creative and personalized ways of incorporating ChatGPT into your practices, such as developing and executing innovative strategies for student engagement, composing professional emails, personalizing college planning experiences, and integrating assessment results seamlessly into student profiles. Gain insights from the presenters' experience integrating artificial intelligence into his practice for more than two years.	College, Schools, Therapeutic, Business and Communication

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508	Pre-College Programs: EU Challenges and Opportunities	Panelists engage in a semi-structured discussion of the challenges and opportunities of pre-college programs in European universities. Using Spain as an example, presenters compare EU-based Foundation and Gap Years with those offered by US providers analyzing the outcomes of diverse approaches both in terms of learning outcomes and their pathways to college.	College, Global (International)
509	DEI Trailblazers Amid Policy Changes in Higher Ed	State legislation, like Florida's SB 266 and HB 7, and judicial rulings, like the Supreme Court's decision in Students for Fair Admissions v. President and Fellows of Harvard College, have changed the admissions processes and course offerings at colleges and universities throughout the country. The presenters will discuss what the new laws and rulings are, how they will change higher education, and what colleges and universities can do to navigate the many changes ahead.	College, Graduate
510	Let's Talk: How to Work with Families We Disagree With	IECs often work with families and/or students who might hold different views than they do about a myriad of issues—political, academic, social, religious, etc. This is a chance for IECs to share strategies they use to manage those situations and to learn from others how to handle them in the future. Following a brief introduction, attendees will divide into groups to discuss an issue and review related case studies. Each group will present their group's strategies.	College
511	Dig Deeper: Empowering Students to Research Colleges	You've presented your carefully curated list of colleges, and now it's time for the student to narrow down the list. Have you encountered flimsy rationales for which schools make the cut and which ones don't? IECs and admissions professionals discuss methods for teaching students to dig deep when researching colleges and academic programs, empowering them to apply where they can be confident they will thrive.	College, Graduate, LD/ND
512	Case Studies in Selective College Admissions	We've all experienced the baffling college decisions where an extremely qualified student is denied admission. We're left wondering what was discussed in the admission committee to result in not being admitted and how can we better advise our students and parents. What institutional priorities and other factors go into an admission decision? The heads of admission from two highly selective universities will walk us through the committee process and the challenges of shaping a class.	College

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601	Deciphering State-Based Financial Aid	The presenter will share a systematic approach IECs can use to determine what state-level resources are available to help families pay for college. In addition, admission representatives will provide practitioners' perspectives.	College
602	Ed Consultants: How to Earn Six Figures and Beyond	Are you an IEC seeking to break through the financial ceiling and earn \$100,000 or more annually? Attend this session designed to equip you with the strategies, tools, and mindset needed to differentiate yourself, attract qualified leads, close customers on Zoom, and build a thriving business. Get ready to transform your income potential and establish yourself as a leader in the educational consulting field.	Business and Communication
603	Helping Applicants Communicate Character Strengths	College admissions officers want to understand how students have learned and grown. How can IECs help students dig deeper than what they provide in a tradition resume or activities list? How do admissions committees evaluate personal statements, supplemental essays, and recommendation letters? What can students from privileged backgrounds do to help themselves stand out? How can students who've experienced challenges demonstrate the positive impact on their growth?	College
604	Embracing AI to Boost IEC Productivity	In this panel, experts and practitioners will dive into how AI can assist IECs with everyday tasks, such as summarizing meeting notes, bolstering college research, drafting client contracts, and creating effective marketing content. Join us for a discussion on how to unlock AI as your own personal sidekick, so you can focus on what you love, and deliver the best client experience possible.	College, Business and Communication
605	Exploring Alternative Routes for High School Athletes	A panel of former coaches, student-athletes, and athletics recruiting specialists will discuss the pathways available to high school students who wish to continue playing their sport in college. They will shed light on the opportunities beyond traditional four-year college recruitment, highlighting alternative routes for athletic success. Additionally, the panel will share counseling strategies to empower athletes who may need to adapt their approach to achieve their goals.	College
606	The Big Leap: Transitioning to College for LD students	In this session, IECs will gain knowledge about factors to be considered when students are making the transition from high school to college that can have a major impact on their future potential for college success. Several practical strategies for improving family conversations will be outlined and discussed. IECs will leave with practical tools to bring to their practices that can be utilized with all their clients.	College, LD/ND

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607	Florida Universities: Admission Trends and Practices	As college and university admission practices evolve during the changing landscape of higher education, the College Committee has invited a panel of admission officers from the public Florida universities to discuss current admission practices, policies, and the types of students who are most likely to succeed on their campuses. A question-and-answer session will follow.	College
608	Accessing Bilingual Degrees in Spain: New Opportunities	Presenters introduce a new application designed for IECs to access all undergraduate bilingual degrees offered by accredited universities in Spain, currently listing a combined 240 majors with +50% of their credits taught in English. The panel will share new tools and measures to facilitate admission, the quality/cost ratio of Spain's universities, the benefits of cultural immersion to develop valuable soft skills, and the advantages of acquiring professional-level Spanish.	College, Global (International)
609	But Jonny Works So Hard! Why is College X Such a Reach?	We understand that Jonny works so hard in school, but we want to help students and parents understand the competitive landscape of college admissions. As experienced IECs, we hope to provide humor, tips, and tricks for IECs on how to best communicate and manage expectations in the upcoming admissions cycle. This session will include anecdotes and case studies to support the overall objective. Connect with colleagues to best strategize how to optimize the admissions process.	College, Business and Communication
610	Leading-Edge Advanced Breakout: They Just Won't Do It—How to Help Your Kid Get Unstuck	There are many reasons why students get stuck on tasks: neurologically, cognitively, and emotionally. This presentation will detail the most common reasons for becoming stuck in a task and present several strategies for helping students become unstuck. This session will also build skills for attendees to develop the emotional and communicative skills necessary to help their students navigate these issues without becoming a part of the problem.	Schools, College, LD/ND
611	How State Legislation Affects Your LGBTQ+ Students	Over 500 anti-LGBTQ+ bills were proposed in 2023, many of them targeting our trans students. Currently, there are 38 states where transgender and genderqueer students cannot confidently attend with their safety in mind—even if the college itself is gender-affirming. How do we understand these laws with nuance in order to counsel our students and parents? What else can we do to protect our students and push for change?	College
612	Coping with Uncertainty in an Emergency-Heavy Practice	All IECs experience some uncertainty when we launch. But some IECs, like those who do therapeutic placement, crisis management, and K-12, deal with swings in business forever. Emergency calls from prospective clients are normal. So are unexplained dry spells. What are the best ways of dealing with a permanent pattern of ups and downs? How do we know when our rosters are full? How can we help one another with the budgetary, scheduling, and emotional challenges of uncertainty?	Therapeutic, Business and Communication

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**2023 Fall
Conference**



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November
13-15

BREAKOUT SESSIONS (Preliminary)

No.	Title	Description	Track
Wednesday, November 15 • 2:00–3:00 P.M.			
701	Motivating Students In a TikTok World	With teenagers coming of age in a post-pandemic world, many are struggling to stay motivated while dealing with increasing anxiety, apathy, and isolation. How can IECs help students stay motivated in the face of such obstacles? It turns out that teenagers are motivated by problems they feel empowered to solve. This session will teach IECs proven tools and mindset shifts to help students cultivate this sense of empowerment, and increase their personal vision and motivation.	College
702	Getting State Legislation to Support Your Mission	The presenters have experience driving state level legislative efforts to reduce the detrimental impact of bills on families and uncovering improvement opportunities for mental health resources. The presenters will discuss the use of lobbyists, strategic partnerships, policy maker relations, and more.	Therapeutic, Business and Communication
703	Outreach in Your Communities to Increase College Access	Utilizing the AXS Companion, the presenters will show IECs how to contact and share resources with local ACAC groups, IECA Regional Groups, school districts, high school counselors, admissions offices, and CBOs. The presenters will show how to save IECs' time using the AXS Companion in their practice, and share links to recorded videos and electronic documents.	College
704	Addressing Academic Trauma: A Case for Academic Therapy	While students come into treatment for varied emotional, psychological, and behavioral needs, a significant part of their therapeutic profile includes “academic trauma,” that is, experiences that undermine a student’s academic self-confidence and perception of ability and potential. To address our students’ comprehensive therapeutic needs, their treatment plans must include an intentional and individualized program of “academic therapy.”	Therapeutic
705	College Panel Discussion: Financial Aid Practices	With the impact of financial aid (including merit) on admissions, it is essential that IECs stay current with the trends and methodologies that colleges employ to shape their first-year classes. Hear from a panel of financial aid and enrollment professionals to gain insight into the issues they face and how they arrive at their decisions to fulfill institutional priorities.	College
706	From Ally to Accomplice: Supporting LGBTQ+ Students	Are you interested in supporting LGBTQ+ students but are afraid to “mess up” with regard to pronouns or specific identities? Are you confused about how intersectionality plays into the equation? Are you unclear about what types of supports LGBTQ+ students with different identities need on campuses? Come to this workshop and get the tools you need to move from Ally (passive supporter) to Accomplice (intentional advocate).	College

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BREAKOUT SESSIONS (Preliminary)

No.	Title	Description	Track
707	New Tactics for College Essay Brainstorming	Our panel of experienced IECs has developed various techniques to help students write the best college essay possible. During this session, the presenters will discuss some of these strategies, including having students write the essay in 24 hours, playing a card game to help brainstorm the essay, and even involving parents in the process. Refresh your brainstorming technique and help students get through the essay faster.	College, Schools, Graduate
708	Use MBTI and Strong Career Report in Your Consultations	Myers-Briggs products might be the missing piece in your consulting toolkit! The MBTI and Strong Career Satisfaction Report (updated 2023) reveal clients' personality style and best matches for college majors. Consider adding these industry standard products to guide your clients on their decisions. Become a certified practitioner, or consider partnering with an IEC who can offer these additional services and leave the rest of the process to you!	College, Schools, Therapeutic, Graduate, LD/ND, Global (International), Business and Communication
709	Leading-Edge Advanced Breakout: Advising the Student Pursuing an Allied Health Major	In this session, the presenter will share requirements and academic paths that high school students, as well as undergraduate students, need to take to be admitted to their chosen program. Areas covered will include, but are not limited to, nursing, physical therapy, occupational therapy, pre-med/osteopathic medicine, athletic training, and physician assistant.	College, Graduate
710	Neurodiversity and Learning Equity: Advocate	All students learn differently. Effective advocacy begins with knowledge. Supporting neurodivergent learners in the academic world requires understanding the diagnosis and connecting how learning accommodations and modifications provide an equitable educational experience. Advocate for your student by creating a proactive tool of a learner profile that aligns with the accommodations and modifications necessary for access to equitable learning.	College, Schools, Therapeutic, LD/ND
711	Mentorship: The Hidden Treasure of IECA Membership	Mentorship is valuable across disciplines. This session will engage every participant in a discussion regarding the benefits, expectations, and potential challenges of a mentoring relationship. With common training, participants will be well equipped to apply to the IECA Mentor Match program, practicing the skills described and through successful connections, preparing for further application both within the organization and in their institutions, facilities, communities, businesses, and families.	Business and Communication
712	Non-Traditional Higher Education Paths for Neurodiverse Students	Do you know about transition options between HS and College for ND students? Can you explain the four levels of learning supports available for neurodivergent college students? Do you know how to advise an ND student to find necessary non-academic skills support not provided at college? This presentation focuses on the preparations and considerations involved for IECs when supporting neurodivergent students during their postsecondary and college transitions.	College, LD/ND

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