

## Executive Family's Private University Expense Challenge Met

As immigrants from Europe, the “F” family is living the American dream. Mr. F. is a VP making \$450,000 a year; Mrs. F. stays home to manage the household and her two teenage girls’ busy lives; and the girls, who attend one of the nation’s top 100 high schools, are academically gifted high achievers.



It might seem as though the F’s are the last people who would need help with college planning, but they face three significant challenges:

- 1) The European-educated parents are unfamiliar with the American university system and how to choose good schools;
- 2) Because they are looking at private, top-tier universities, they are facing *least* \$500,000 in expenses; and
- 3) Mr. F. is not that far from retirement. He would like to maintain both his retirement savings and the family’s current lifestyle.

After hearing **Katherine O'Brien, MA, CCPS, President of CCC speak about the college selection and financing process**, Mrs. F. knew she’d found the guide she needed. Katherine guided her girls through positioning themselves for college success while in high school, selecting colleges, and applying using admissions strategies to facilitate acceptances at their top choices. The F parents relaxed, reading the periodic progress reports.

Katherine also completed all the financial aid paperwork. That might seem silly for such an affluent family, but the F’s aren’t *that* affluent when one considers the cost of an Ivy League education. Also, financial aid forms are the key to merit aid, so it was worth a try!

Another key component was the funding plan Katherine created to provide for all the college expenses. She showed them how to turn their dream into a reality – without jeopardizing their financial security.

"We didn’t start working with Katherine until our elder daughter was already a Junior, which limited choice somewhat. However, with Katherine’s guidance, she is attending a top liberal arts school rather than a state school with few of the social and intellectual advantages of her current college. We learned our lesson and started early for our younger daughter! She is now positioned to get in wherever she would like. Katherine showed us how to make the money – easily – that we need to pay for university. With Katherine’s expert guidance, we can continue our summer holidays in Europe, not raid our retirement, and do what was seemingly impossible before – have it all!" — Mrs. F

### EXCEEDING THE NEED, MAINTAINING THE LIFESTYLE

**Number of children: 2**

**Years of college to finance: 8**

**Annual income: \$450,000**

**College savings to-date: \$47,000**

**Need: \$500,000**

### Top Strategies Used

Strategy Used by CCC to “Find” Money	Estimated Amount
Academic strategies	\$50,000
Tax strategies	\$183,000
Income and asset shifting strategies	\$369,000
<b>Total “Found” by CCC</b>	<b>\$602,000</b>
Existing Savings	\$47,000
<b>Total Available</b>	<b>\$649,000</b>