

**DEBT
FREE
COLLEGE
DEGREE
THE SEMINAR**

GOAL: To show you how to earn a top-quality college education...DEBT FREE.

Why do most people seek a higher education?

CONCERNS:

1. _____
2. _____
3. _____

Why is college so expensive?

THE FACTS

1. Student loan debt has surpassed credit card debt in America and is expected to surpass 1 trillion dollars in 2012.
2. The average undergraduate degree takes 5.8 years to complete.
3. More than 150 billion dollars in financial aid is awarded annually. Only 3% is in the form of scholarships. (www.fastweb.com)
 - It is a _____.
 - Don't try to purchase a _____ on a _____ budget.
 - Emotional _____.
"Emotions will cause us to make bad decisions in pursuing the RIGHT thing."
 - Beware of the _____.

As far as the purpose of college, I am a huge believer that you go to college to learn how to learn. However, if that goal is subverted because traditional universities, public and private, charge so much to make that happen, I believe that system will collapse and there will be better alternatives created.

Mark Cuban,
 Owner, Dallas Mavericks

ELEMENTS OF THE PLAN:

A. What career or educational interest do you want to pursue?

1. The end result of your career choice is critical and you should start there.
2. Never do what someone else wants you to do!
3. Make sure your career of choice can provide income to sustain a living.

B. How much will it cost to earn your degree(s)?

View these samples for 2009-10:

1. **Two-year colleges:** Average published tuition and fees at public are \$2,544 per year.
2. **In-state students at public four-year colleges and universities:**
Average published tuition and fees are \$7,020 per year.
3. **Out-of-state students at public four-year colleges and universities:**
Average published tuition and fees are \$18,548 per year.
4. **Private four-year colleges and universities:** Average published tuition and fees are \$26,273 per year.
5. **For-profit institutions:** Average published tuition and fees are \$14,174 per year.

Source: College Board's Trends in College Pricing 2009. Resources for calculating the cost of college www.finaid.org

Since 1982, the cost of medical care in the United States has gone up over 200% but that is nothing compared to the cost of college tuition which has gone up by more than 400%.

*Source:
My Budget 360*

ELEMENTS OF THE PLAN:

C. How will you fund your college education?

This question is often overlooked in the college planning process until the very end.

Debt Free “Senior Year” Crash Course

“I didn’t plan. I have no money. What do we do?”

- A. _____ F. _____
- B. _____ G. _____
- C. _____ H. _____
- D. _____ I. _____
- E. _____

What Is CLEP?

CLEP is the most widely accepted credit-by-examination program in the U.S. today, helping students of all ages earn college degrees faster by getting credit for what they already know. By receiving a satisfactory score, your child can earn from 3 to 12 college credits toward his college degree for each CLEP he takes, depending on the exam subject.

Save Time

Your child can be rewarded for what he has learned through independent study, advanced high school courses, noncredit adult courses, or professional development.

Which CLEP Exams Are Accepted by Colleges?

CLEP policies can vary from college to college, so it’s important for your child to research policies at the colleges he is interested in attending (or the college he’s currently attending). Before your child takes one or more CLEP exams to get college credit, he should find out which exams his college recognizes, as well as its requirements for earning CLEP credit.

- J. _____ K. _____

D. What’s the ROI for your college degree?

What is the RETURN ON YOUR INVESTMENT?

How much will you ultimately earn from your education investment?

How much is the entry level salary for your planned career?

Research these websites for more information: www.monster.com, www.salary.com, www.payscale.com, www.careerbliss.com, www.fafsa.gov

States With Highest Student Loan Debt (average owed)

- 1. Maryland \$33,087
- 2. New York \$32,419
- 3. Georgia \$32,208
- 4. Mass. \$32,205
- 5. New Jersey \$31,869
- 6. Virginia \$30,855

National average: \$29,088

Source: The Examiner

ELEMENTS OF THE PLAN:

E. The Real Deal About Student Loans

Student loans are the loans you get without even thinking about it...

1. Millions are _____.
2. Can't be _____.
3. Lose _____.
4. The interest _____.
5. They give the illusion of _____ while really _____ (if you are not careful).

THE HIDDEN COSTS OF DEFAULTING ON STUDENT LOANS:

Under current law, the following charges may be assessed against a defaulted borrower:

- **Late Fees.** Up to 6% of each late installment, where late is defined as more than 15 days after the due date (FFEL) or 30 days after the due date (DL).
- **Collection Charges.** Collection charges of up to 25% of the amount applied to principal and interest (20% of each payment on a defaulted loan) may be deducted before applying the remainder to late fees, then accrued interest and finally to principal.
- **Garnishment.** The government may obtain garnishment of up to 15% of disposable pay. Disposable pay is defined as income remaining after deduction of any amounts required by law to be withheld, such as income taxes.

- **THE STUDENT LOAN RELIEF LAW STARTING JAN. 1, 2012**

"Student loans are the loans you get without even thinking about it..."

FOOD FOR THOUGHT:

Why aren't four years of financial literacy classes required before graduating from high school?

Who is the...

1. Guidance Counselor?
2. College Recruiter?
3. Admissions Officer?
4. Financial Aid Officer?

A. Common Traps Set For College Students

1. The Student Loan Refund Check
2. Credit Cards
3. Room and Board
4. Meal Plan
5. Improper Planning

B. Understanding FAFSA

(Free Application for Federal Student Aid)

Types of Financial Aid:

1. Loans (gift aid and is required to be repaid)
2. Grants and Scholarships (does not need to be repaid)
3. Work Study (self help and does not need to be repaid)

C. Types of Loans

1. Perkins
2. Stafford
3. Subsidized
4. Unsubsidized
5. Parent Plus

"Student loan debt has surpassed credit card debt and is expected to exceed 1 trillion dollars."

FOOD FOR THOUGHT:

D. FAFSA Form Facts

1. 74% of FAFSA forms have errors which slow down the processing time and potentially cost money.
2. Feb. 15th is the application deadline.
3. Make sure all additional financial aid forms match.
4. Apply under who the child resides with majority of the time.
5. Financial Aid Leveraging
6. What is the EFC?

E. Scholarships and Grants

1. NEVER PAY MONEY FOR SCHOLARSHIPS OR GRANTS.
2. Learn more about the HOPE SCHOLARSHIP TAX CREDIT.

"74% of FAFSA forms have errors which slow down the processing time and potentially cost money."

GRADUATES WITH NO PLAN ARE QUICKLY BROUGHT TO REALITY

1. They have to move home for an extended amount of time after graduation to stay afloat.
2. They face frustration due to lack of employment or under employment.
3. They realize that they have not been financially trained.
4. Many lack an entrepreneurial mindset.
5. Some are too proud to work places they feel are beneath them.
6. They make poor relational and lifestyle choices which may set them back.

SESSION 5:

Two Choices - What will you decide?

If you are _____, you make _____ decisions.
 _____ & _____ will kill a dream.

Be honest with yourself (for a potential graduate school student).

1. What is your _____ for a graduate degree?
2. More _____ or _____?
3. Can you _____ it?
4. Do you want to take on debt that you could be attached to for another 20+ years with NO guarantees?

Now that you are informed, what will you decide?

What will you take away from this seminar?

*If systems create behaviors, why aren't financial literacy classes **mandatory** in high school education?*

STEP 1

DON'T TAKE ON ANY MORE DEBT!!!!

No Credit Cards • No Student Loans • No Personal Loans
No Title Loans or Pay Day Loans • No “Fear” Loans

STEP 2

Assess Your Financial Picture (Don't Run! Don't Hide!)

- 1. Pull your credit report
- 2. Pull ALL bank statements

Emotions you may feel...

- 1. _____
- 2. _____
- 3. _____
- 4. _____

ALL Sources of Net (Take-Home) Income

Source 1 _____ Source 3 _____
Source 2 _____ Source 4 _____

Total of ALL Sources _____

Total ALL Debts and Interest Rates

Debt Total Balance Owed	Interest Rate	Min. Monthly Payment
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Total Debt Owed _____

Total Min. Monthly Payment _____

*Start paying
smallest debts
first to give
yourself small
accomplishments.*

STEP 2 (continued)

Total ALL Mandatory Monthly Expenses

- Housing _____
- Electric _____
- Gas _____
- Water _____
- Insurance _____
- Life Insurance _____
- Medical Insurance _____
- Disability Insurance _____
- Phone _____
- Groceries _____
- Household Supplies _____
- Total Mand. Expenses** _____

Total ALL Other Monthly Expenses

- Cable TV _____
- Clothing _____
- Entertainment _____
- Transportation _____
- Eating Out _____
- Car Note _____
- Childcare _____
- Grooming _____
- Charity _____
- Pets _____
- Misc. _____
- Total Other Expenses** _____

Total INCOME _____ - Total DEBT Min. Monthly Payments _____ -
 Total (Mand. and Other) EXPENSES _____ = Total NET Monthly Income _____

STEP 3 - SAVE \$1000 Emergency Fund

STEP 4 - Income Increasing Strategies

- 1. _____ 4. _____
- 2. _____ 5. _____
- 3. _____ 6. _____

STEP 5 - Programs and Strategies That "May" Help

1. Income Based Repayment Plan (BEWARE)
2. Loan Forgiveness Programs
3. Federal Student Loan Repayment Program
www.opm.gov/oca/pay/studentloan/
4. Consolidation (BEWARE)
5. Last Resort... Bankruptcy?

If you are serious, you will do what it takes. SACRIFICE! PATIENCE!

Use tax refund to fund emergency fund and then start paying down debts.

SAMPLE ESTIMATED ANNUAL COLLEGE EXPENSES

(Based on a two semester, eight month school year and no financial aid assistance.
Tuition costs will vary from school to school.)

	Community College		Public University			Private University		
	At Home	On Campus	At Home	*Off Campus	On Campus	At Home	*Off Campus	
1. Tuition and Fees	\$3,300	\$8,655	\$8,655	\$8,655	\$26,550	\$26,550	\$26,550	
2. Books and Multimedia	\$450	\$800	\$800	\$800	\$800	\$800	\$800	
3. Entertainment	\$800	\$800	\$800	\$800	\$800	\$800	\$800	
4. Clothing	\$700	\$700	\$700	\$700	\$700	\$700	\$700	
5. Transportation (gas or public transportation fees)	\$1600	\$500	\$1600	\$1600	\$500	\$1600	\$1600	
6. Room and Board	-----	\$11,200	-----	-----	\$11,200	-----	-----	
7. Rent	-----	-----	-----	\$4800	-----	-----	\$4800	
8. Telephone (to include house and/or cell)	\$600	\$600	\$600	\$600	\$600	\$600	\$600	
9. Utilities	-----	-----	-----	\$1600	-----	-----	\$1600	
10. Food (Groceries)	\$800	\$250	\$800	\$1600	\$250	\$800	\$1600	
11. Eating Out	\$1200	\$700	\$1200	\$1200	\$700	\$1200	\$1200	
12. Misc	\$500	\$500	\$500	\$500	\$500	\$500	\$500	
13. Health Insurance	\$800	\$800	\$800	\$800	\$800	\$800	\$800	
14. Car Note	\$2800	-----	\$2800	\$2800	-----	\$2800	\$2800	
15. Car Insurance	\$1600	-----	\$1600	\$1600	-----	\$1600	\$1600	
16. Childcare (for parents with a child(ren))								
17. Credit Card(s)	\$1200	\$1200	\$1200	\$1200	\$1200	\$1200	\$1200	
18. Pet(s)	\$800	-----	\$800	\$800	-----	\$800	\$800	
19. Hair	\$800	\$800	\$800	\$800	\$800	\$800	\$800	
20. Giving (Charity/Tithing)								
21. Other (this is designated for an expense unique to your situation.)								
Totals Per School Year	\$17,950	\$27,505	\$23,655	\$30,855	\$45,400	\$41,550	\$48,750	

*Off Campus: living independently from home.

Use this as a guide to estimate potential annual college living expenses.

SAMPLE ESTIMATED ANNUAL COLLEGE EXPENSES

(Based on a two semester, eight month school year and no financial aid assistance.
Tuition costs will vary from school to school.)

	Community College	Public University			Private University		
	At Home	On Campus	At Home	*Off Campus	On Campus	At Home	*Off Campus
1. Tuition and Fees	_____	_____	_____	_____	_____	_____	_____
2. Books and Multimedia	_____	_____	_____	_____	_____	_____	_____
3. Entertainment	_____	_____	_____	_____	_____	_____	_____
4. Clothing	_____	_____	_____	_____	_____	_____	_____
5. Transportation (gas or public transportation fees)	_____	_____	_____	_____	_____	_____	_____
6. Room and Board	_____	_____	_____	_____	_____	_____	_____
7. Rent	_____	_____	_____	_____	_____	_____	_____
8. Telephone (to include house and/or cell)	_____	_____	_____	_____	_____	_____	_____
9. Utilities	_____	_____	_____	_____	_____	_____	_____
10. Food (Groceries)	_____	_____	_____	_____	_____	_____	_____
11. Eating Out	_____	_____	_____	_____	_____	_____	_____
12. Misc	_____	_____	_____	_____	_____	_____	_____
13. Health Insurance	_____	_____	_____	_____	_____	_____	_____
14. Car Note	_____	_____	_____	_____	_____	_____	_____
15. Car Insurance	_____	_____	_____	_____	_____	_____	_____
16. Childcare (for parents with a child(ren))	_____	_____	_____	_____	_____	_____	_____
17. Credit Card(s)	_____	_____	_____	_____	_____	_____	_____
18. Pet(s)	_____	_____	_____	_____	_____	_____	_____
19. Hair	_____	_____	_____	_____	_____	_____	_____
20. Giving (Charity/Tithing)	_____	_____	_____	_____	_____	_____	_____
21. Other (this is designated for an expense unique to your situation.)	_____	_____	_____	_____	_____	_____	_____
Totals Per School Year	_____	_____	_____	_____	_____	_____	_____

*Off Campus: living independently from home.

Use this as a guide to estimate potential annual college living expenses.

FOUR PATHS TO THE “SAME” COLLEGE DEGREE

Sample Four Year College Degree Costs

Student 1 – Business Degree (Community college with transfer to an in-state, public or private university)

(Based on a two semester, eight month school year and no financial aid assistance.
Tuition costs will vary from school to school.)

	Community College (first 2 years)		Public University		Private University	
	Year 1	Year 2	Year 3	Year 4	Year 3	Year 4
1. Tuition and Fees	\$3,300	\$3,300	\$8,655	\$8,655	\$26,550	\$26,550
2. Books and Multimedia	\$450	\$450	\$800	\$800	\$800	\$800
3. Room and Board	-----	-----	-----	-----	-----	-----
Annual Totals	\$3,750	\$3,750	\$9,455	\$9,455	\$27,350	\$27,350

Community College With Transfer To Public University Four Year Degree Total Estimate = **\$26,410**

Community College With Transfer To Private University Four Year Degree Total Estimate = **\$62,220**

Student 2 – Business Degree (Living at home while attending a four year in-state, public university)

(Based on a two semester, eight month school year and no financial aid assistance.
Tuition costs will vary from school to school.)

	Public University			
	Year 1	Year 2	Year 3	Year 4
1. Tuition and Fees	\$8,655	\$8,655	\$8,655	\$8,655
2. Books and Multimedia	\$800	\$800	\$800	\$800
3. Room and Board	-----	-----	-----	-----
Annual Totals	\$9,455	\$9,455	\$9,455	\$9,455

Public University Four Year Degree Total Estimate = **\$37,820**

FOUR PATHS TO THE “SAME” COLLEGE DEGREE

Sample Four Year College Degree Costs

Student 3 – Business Degree (Living on campus while attending a four year in-state, public university)

(Based on a two semester, eight month school year and no financial aid assistance.
Tuition costs will vary from school to school.)

	Public University			
	Year 1	Year 2	Year 3	Year 4
1. Tuition and Fees	\$8,655	\$8,655	\$8,655	\$8,655
2. Books and Multimedia	\$800	\$800	\$800	\$800
3. Room and Board	\$11,200	\$11,200	\$11,200	\$11,200
Annual Totals	\$20,655	\$20,655	\$20,655	\$20,655

Public University Four Year Degree Total Estimate = \$82,620

Student 4 – Business Degree (Living on campus while attending a four year private or out-of-state, public university)

(Based on a two semester, eight month school year and no financial aid assistance.
Tuition costs will vary from school to school.)

	Private University			
	Year 1	Year 2	Year 3	Year 4
1. Tuition and Fees	\$26,550	\$26,550	\$26,550	\$26,550
2. Books and Multimedia	\$800	\$800	\$800	\$800
3. Room and Board	\$11,200	\$11,200	\$11,200	\$11,200
Annual Totals	\$38,550	\$38,550	\$38,550	\$38,550

Public University Four Year Degree Total Estimate = \$154,200

20 YEAR STUDENT LOAN REPAYMENT ESTIMATE

Loan Balance:	\$50,000.00
Adjusted Loan Balance:	\$50,000.00
Loan Interest Rate:	6.00%
Loan Fees:	0.00%
Loan Term:	20 years
Minimum Payment:	\$0.00
Enrollment Status:	In Repayment
Degree Program:	Bachelor's Degree
Total Years in College:	4 years
Average Debt per Year:	\$12,500.00
Monthly Loan Payment:	\$358.22
Number of Payments:	240
Cumulative Payments:	\$85,970.73
Total Interest Paid:	\$35,970.73

Note: The monthly loan payment was calculated at 239 payments of \$358.22 plus a final payment of \$356.15.

It is estimated that you will need an annual salary of at least **\$42,986.40** to be able to afford to repay this loan. This estimate assumes that 10% of your gross monthly income will be devoted to repaying your student loans. This corresponds to a debt-to-income ratio of 1.2. If you use 15% of your gross monthly income to repay the loan, you will need an annual salary of only \$28,657.60, but you may experience some financial difficulty. This corresponds to a debt-to-income ratio of 1.7.

The following table lists the minimum income necessary to repay the debt without encountering a partial economic hardship. Partial economic hardship is defined as having annual education loan payments in excess of 15 percent of discretionary income, where discretionary income is the amount by which Adjusted Gross Income (AGI) exceeds 150 percent of the poverty line. This figure is shown in the Minimum AGI (IBR) column. The Minimum AGI (ICR) column uses an alternate definition of economic hardship, based on 20 percent of discretionary income which is defined as the excess of AGI over 100 percent of the poverty line.

Household Size	Minimum AGI (IBR)	Minimum AGI (ICR)
1	\$44,903.00	\$32,323.00
2	\$50,513.00	\$36,063.00
3	\$56,123.00	\$39,803.00
4	\$61,733.00	\$43,543.00
5	\$67,343.00	\$47,283.00
6	\$72,953.00	\$51,023.00

Using a loan term of 20 years instead of standard 10-year repayment reduces the monthly loan payment by \$196.88 (35.5%), but increases the total interest paid by \$19,358.43 (116.5%). **With a loan term of 20 years, you will still be repaying your debt when your children enroll in college.** Your education debt is very high, greater than 90 percent of students who graduated with the same degree.

Source: www.finaid.org

10 YEAR STUDENT LOAN REPAYMENT ESTIMATE

Loan Balance:	\$50,000.00
Adjusted Loan Balance:	\$50,000.00
Loan Interest Rate:	6.00%
Loan Fees:	0.00%
Loan Term:	10 years
Minimum Payment:	\$0.00
Enrollment Status:	In Repayment
Degree Program:	Bachelor's Degree
Total Years in College:	4 years
Average Debt per Year:	\$12,500.00
Monthly Loan Payment:	\$555.10
Number of Payments:	120
Cumulative Payments:	\$66,612.41
Total Interest Paid:	\$16,612.41

Note: The monthly loan payment was calculated at 119 payments of \$555.10 plus a final payment of \$555.51.

It is estimated that you will need an annual salary of at least **\$66,612.00** to be able to afford to repay this loan. This estimate assumes that 10% of your gross monthly income will be devoted to repaying your student loans. This corresponds to a debt-to-income ratio of 0.8. If you use 15% of your gross monthly income to repay the loan, you will need an annual salary of only \$44,408.00, but you may experience some financial difficulty. This corresponds to a debt-to-income ratio of 1.1.

The following table lists the minimum income necessary to repay the debt without encountering a partial economic hardship. Partial economic hardship is defined as having annual education loan payments in excess of 15 percent of discretionary income, where discretionary income is the amount by which Adjusted Gross Income (AGI) exceeds 150 percent of the poverty line. This figure is shown in the Minimum AGI (IBR) column. The Minimum AGI (ICR) column uses an alternate definition of economic hardship, based on 20 percent of discretionary income which is defined as the excess of AGI over 100 percent of the poverty line.

Household Size	Minimum AGI (IBR)	Minimum AGI (ICR)
1	\$60,653.00	\$44,136.00
2	\$66,263.00	\$47,876.00
3	\$71,873.00	\$51,616.00
4	\$77,483.00	\$55,356.00
5	\$83,093.00	\$59,096.00
6	\$88,703.00	\$62,836.00

Your education debt is very high, greater than 90 percent of students who graduated with the same degree.

Source: www.finaid.org

FAFSA TIPS

- 1. Learn About Your Expected Family Contribution:** Your EFC is the amount a family can be expected to contribute toward a student's college costs. All data used to calculate a student's EFC comes from the information the student provides on the Free Application for Federal Student Aid (FAFSA). Typically, the lower your EFC, the more financial aid you will receive. Factors such as family size, number of family members in college, family savings, and current earnings are used to calculate this figure.
- 2. Don't Include Your Home Equity on FAFSA:** You do not need to include your home equity on the FAFSA as personal net worth. Otherwise, you may see your EFC go through the roof. Also, if the student is applying to private schools, make sure you use the Federal Housing Index Multiplier in order to get your home equity calculated based on a national average, not based on your local real estate prices. In addition to a primary home, you also shouldn't mention vehicles, boats, furniture, and other household possessions as assets (assets that can accrue as you eliminate cash).
- 3. Get Rid of as Much Cash as Possible Before Filing the FAFSA:** Even FAFSA recommends this strategy! Liquid assets on hand (cash, savings, checking accounts, etc.) means that you qualify for less aid. You can eliminate that cash by purchasing school supplies, try to pay off upcoming bills or shift assets into investments or into your mortgage.
- 4. Don't Save Money Under the Student's Name:** Assets under the student's name are assessed 50 cents on the dollar and, as a result, will translate into lost funds available through financial aid forms. Students can even save under another relative's name to render those funds virtually invisible. Don't move the funds just before you apply for financial aid — set the account up in another name from the start.
- 5. Pick the Right School at the Right Time:** A state school may cost less than a private school, but unless you carry stellar grades, a transfer to a private school after you've completed your electives may not work. Additionally, some schools carry more financial aid programs than others — the choice would be to go to the school that offers more aid.
- 6. Finally, you may want to take a “gap year” to help the parents...** if you have a sibling close in age that isn't in college yet, but who wants to attend, you can save your parents a bundle by attending at the same time.

Source: www.onlinemasters.org

College Education Research Websites

www.fafsa.gov
www.finaid.org
www.payscale.com
www.salary.com
www.careerbliss.com
www.monster.com

Recommended Reading

“DEBT FREE U” Zac Bissonnette

UNDERGRAD COLLEGE DEGREES BY SALARY

	STARTING MEDIAN PAY	MID-CAREER MEDIAN PAY		STARTING MEDIAN PAY	MID-CAREER MEDIAN PAY
Petroleum Engineering	\$97,900	\$155,000	Mechanical Engineering Technology (MET)	\$51,600	\$81,200
Chemical Engineering	\$64,500	\$109,000	Molecular Biology	\$40,500	\$81,200
Electrical Engineering (EE)	\$61,300	\$103,000	Chemistry	\$42,000	\$80,900
Materials Science & Engineering	\$60,400	\$103,000	Film Production	\$41,600	\$80,700
Aerospace Engineering	\$60,700	\$102,000	Political Science (PolySci)	\$39,900	\$80,100
Computer Engineering (CE)	\$61,800	\$101,000	Biotechnology	\$40,800	\$79,900
Physics	\$49,800	\$101,000	International Relations	\$40,500	\$79,400
Applied Mathematics	\$52,600	\$98,600	Occupational Health and Safety	\$46,400	\$79,000
Computer Science (CS)	\$56,600	\$97,900	American Studies	\$43,400	\$78,600
Nuclear Engineering	\$65,100	\$97,800	Information Technology (IT)	\$48,300	\$78,500
Biomedical Engineering (BME)	\$53,800	\$97,800	Industrial Technology (IT)	\$48,100	\$78,400
Economics	\$47,300	\$94,700	Information Systems (IS)	\$48,300	\$78,100
Mechanical Engineering (ME)	\$58,400	\$94,500	Telecommunications	\$37,300	\$78,100
Statistics	\$49,000	\$93,800	Urban Planning	\$41,500	\$78,000
Industrial Engineering (IE)	\$57,400	\$93,100	Accounting	\$44,700	\$75,700
Civil Engineering (CE)	\$53,100	\$90,200	Philosophy	\$39,800	\$75,600
Mathematics	\$47,000	\$89,900	Zoology	\$38,000	\$75,200
Environmental Engineering	\$51,700	\$88,600	Advertising	\$37,700	\$74,700
Management Information Systems (MIS)	\$51,000	\$88,200	Architecture	\$41,500	\$74,400
Software Engineering	\$54,900	\$87,800	Marketing & Communications	\$38,200	\$73,500
Finance	\$46,500	\$87,300	Literature	\$39,100	\$73,200
Government	\$41,400	\$87,300	Fashion Design	\$36,300	\$72,400
Construction Management	\$50,200	\$85,200	Global & International Studies	\$37,800	\$72,000
Supply Chain Management	\$50,200	\$84,700	Biology	\$37,900	\$71,900
Biochemistry (BCH)	\$41,700	\$84,700	Environmental Science	\$40,200	\$71,200
Industrial Design (ID)	\$44,400	\$84,400	Linguistics	\$39,800	\$70,700
Electrical Engineering Technology (EET)	\$55,100	\$84,300	Business	\$41,000	\$70,500
Food Science	\$43,300	\$83,700	Microbiology	\$38,500	\$70,100
International Business	\$41,600	\$83,700	Nursing	\$52,700	\$69,300
Civil Engineering Technology (CET)	\$46,600	\$83,300	History	\$37,800	\$69,000
Geology	\$45,300	\$83,300	Public Administration	\$40,400	\$68,900
Computer Information Systems (CIS)	\$47,900	\$83,100	Hotel Management	\$36,100	\$68,700

UNDERGRAD COLLEGE DEGREES BY SALARY

	STARTING MEDIAN PAY	MID-CAREER MEDIAN PAY
Forestry	\$41,500	\$67,200
Communications	\$38,000	\$66,900
Landscape Architecture	\$41,900	\$66,700
Geography	\$39,600	\$66,700
Journalism	\$36,100	\$66,400
Health Sciences	\$35,800	\$66,200
English	\$37,100	\$65,800
Public Relations (PR)	\$35,500	\$65,700
French	\$38,400	\$65,500
Sports Management	\$35,400	\$65,100
Liberal Arts	\$37,800	\$63,200
Anthropology	\$35,600	\$63,200
Human Resources (HR)	\$37,900	\$62,600
Organizational Management (OM)	\$42,300	\$61,900
Agriculture	\$38,600	\$61,500
Psychology	\$35,000	\$61,300
Medical Technology	\$45,100	\$60,900
Health Care Administration	\$36,700	\$60,900
Sociology	\$36,100	\$60,500
Radio & Television	\$35,000	\$60,000
Hospitality & Tourism	\$35,900	\$59,500
Visual Communication	\$35,600	\$59,000
Criminal Justice	\$35,300	\$58,900
Fine Arts	\$35,900	\$58,600
Spanish	\$36,400	\$58,400
Interior Design	\$34,300	\$58,200
Humanities	\$34,900	\$57,800
Horticulture	\$39,600	\$57,300
Theater	\$34,700	\$57,300
Music	\$36,800	\$57,200
Graphic Design	\$35,600	\$56,500
Fashion Merchandising	\$36,800	\$56,300

	STARTING MEDIAN PAY	MID-CAREER MEDIAN PAY
Dietetics	\$41,500	\$56,100
Education	\$36,800	\$54,700
Kinesiology	\$34,200	\$54,600
Photography	\$32,900	\$54,500
Nutrition	\$38,600	\$54,400
Interdisciplinary Studies (IS)	\$36,300	\$54,400
Exercise Science	\$33,100	\$54,400
Social Science	\$36,600	\$54,300
Drama	\$37,800	\$54,200
Multimedia and Web Design	\$40,400	\$53,900
Animal Science	\$33,800	\$53,700
Paralegal/Law	\$35,300	\$53,500
Art History	\$38,300	\$53,300
Art	\$35,300	\$52,400
Theology	\$35,600	\$52,000
Public Health (PH)	\$35,500	\$51,700
Athletic Training	\$34,600	\$50,200
Religious Studies	\$32,900	\$49,700
Recreation & Leisure Studies	\$34,500	\$49,100
Special Education	\$34,300	\$47,800
Culinary Arts	\$29,900	\$46,800
Social Work (SW)	\$32,200	\$44,300
Elementary Education	\$32,400	\$44,000
Child and Family Studies	\$29,600	\$40,500

**Based on PayScale Salary Survey data for full-time employees in the US who possess a bachelor's degree and no higher degrees. All colleges and universities across the nation were included. Salary is the sum of compensation from base salary, bonuses, profit sharing, commissions and overtime (if applicable). This survey is part of PayScale's Best Colleges Report.*

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