Thank you for agreeing to represent Cornell at a college fair in your area. Every year, committed CAAAN members like you make it possible for hundreds of prospective students to learn more about Cornell—and for us to learn more about them. Your assistance is truly appreciated!

To help make your experience as enjoyable and effective as possible, we've put together this cribsheet with practical tips and some answers to the 10 questions we are most frequently asked at college fairs. This sheet contains important updates for this year, so please read carefully. You'll also find an evaluation form attached; please return this form to let us know if the event you covered was worthwhile. Finally, please use the evaluation form to let us know how we might improve this cribsheet in the future.

**Preparing for the College Fair/Review of Materials**

- **Before** the day of the event, please review this cribsheet and the pieces included in your college fair pack, so that you will be familiar with the reference materials, pieces to distribute, and the questions you are likely to hear.

- Please plan to arrive at the fair site at least 30 minutes before the start of the event to find your location and arrange your materials. (Most fairs expect presenters to arrive well in advance of the start time.)

- **Important Update:** Cornell no longer offers the option to apply to both a primary and an alternate college choice. Applicants must select one undergraduate college or school in the application.

- Cornell uses the Common Application and the Universal College Application (students use just one and we have no preference). Cornell also requires the Cornell University Questions and Writing Supplement (also completed online through the Common Application or Universal College Application website).

- Cornell has several financial aid initiatives to help decrease or eliminate student loan debt and parental contributions for our low and middle-income students.
  - Students from families with a total family income under $60,000/year and assets under $100,000 will have no parental contribution.
  - Students with a family income under $60,000/year will not be asked to take any student loans, while those with a family income between $60,000 and $75,000/year will not be asked to borrow any more than $2,500/year. Those with income levels between $75,000 and $120,000/year will not be asked to borrow any more than $5,000/year.

- Cornell will match the parent contribution and loan levels for cross-admits with other Ivy institutions. A student must provide the award letter from the other institution.
Materials for Reference

• The Advanced Placement and International Credentials sheet will help you answer questions about potential credits that students might receive if they score well on AP examinations. Be sure to keep this handy during the fair and feel free to give it to an interested counselor or student at the end of the evening!

• Please wear a nametag to identify yourself (and your Cornell graduation year, if you want). No matter what name appears on the tag, though, remember prospective students will see you as “Cornell.”

Materials for Distribution

Admissions and Financial Aid lead piece
This handout offers a great overview of Cornell – including academics, campus life, Ithaca, research, internships, and financing a Cornell education. Try to reserve these for the most interested students, as supplies are limited.

Why Cornell?
This handout provides a quick, yet compelling summary of the top reasons to choose Cornell. Of course, this handout also directs students to the admissions website for more information.

Bookmarks
Students who want to have their names added to the UAO contact list can pick up the web-based inquiry card (bookmark) that provides instructions for submitting our online information request form. (Submitting an electronic inquiry is the best way to join our contact list to receive information about Cornell. Please do not accept postcards, resumes, or other paper forms of contact information during college fairs.) The bookmark also lists some links to essential information on academics, campus visits, student blogs, and video content.

Freshman Admission Requirements/Majors Handout
This document lists all the majors by college/school on one side and the admissions/application requirements on the opposite side. This will be a handy tool for you to answer those “Does Cornell offer a major in…?” or “What SAT subject tests do I need?” questions during the fair. (Keep these handouts behind the table and share them with students who have specific questions about majors or requirements.)

Cornell University Summer College
Cornell offers a variety of interesting and challenging summer programs for high school students. A handful of these postcards are available for distribution to juniors who demonstrate a particular interest in summer programs and/or Cornell.

Class of 2019 Profile
The profile offers a snapshot of the students entering as freshman in fall 2015. Students can use this to learn a bit more about what it might take to earn admission to Cornell and hopefully begin to appreciate the tremendous variety of students who make their home here on the hill. Since numbers without context can be misleading, we’ve provided a few copies to distribute when you receive specific questions. We encourage you to engage in discussion about the important role that essays, recommendations, and activities also play in the admission process.

Tips for Talking with Students

If your experience is like ours, you’ll find most of the students at the fair will want to take a publication, get on the contact list, and move on to other college representatives. However, there will be other students—and parents—who will have questions for you. Your own Cornell experience, general
CAAAN communications you’ve received, the CAAAN website, and the materials included in the college fair pack will help you answer those questions. Some questions tend to come up so often that we’ve included sample responses for you. There may well be one or two questions in the course of a fair for which you simply can't provide answers. Don’t worry—that happens to us, too! Often, a referral is the best "answer." Just jot down the student’s name, email address, and phone number, and contact your recruitment coordinator (http://admissions.cornell.edu/contact/contact-admissions-representative), who will either get back to the student with an answer or let you do so, if you prefer. If you think the student would do better to contact us directly, please ask him or her to call the Undergraduate Admissions Office at 607.255.5241 or email us at admissions@cornell.edu. We’d be happy to help! You may also want to refer students to Cornell on the web (admissions.cornell.edu) for information about the undergraduate colleges, student life, and much more.

Ten Questions Commonly Asked at College Fairs

1. Do you offer a __________ major? Refer to the Freshman Admission Requirements/Major Codes Handout. (A typical question for someone interested in biology is whether to apply to Arts and Sciences or Agriculture and Life Sciences. You can refer them to the Studying Biological Sciences section of our website [admissions.cornell.edu/learn/academics/biology] for a straightforward answer to this question.)

2. What is the tuition? Students asking this probably want to know the cost of attendance. Costs for 2015-2016 are:

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<table>
<thead>
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<tbody>
<tr>
<td>Tuition and Fees</td>
<td>$49,116*</td>
</tr>
<tr>
<td>Room &amp; Board</td>
<td>$13,678</td>
</tr>
<tr>
<td>Books &amp; Supplies</td>
<td>$890</td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong></td>
<td><strong>$63,684</strong></td>
</tr>
</tbody>
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*Tuition and fees for New York residents attending the College of Agriculture and Life Sciences, College of Human Ecology, or the School of Industrial and Labor Relations is $32,976.

In addition, please inform students that financial assistance is based only on demonstrated financial need. Cornell offers a full range of assistance—grants, loans, and workstudy—to those with demonstrated need. Finally, the admission process is completely need-blind, which means we admit students without knowing whether or not they are applying for financial aid.

3. Does Cornell feel isolated? What is there for students to do on campus? While Cornell is in Ithaca, a small city of about 30,000 permanent residents, Cornell students never seem to run out of things to do. We have more than 1000 student-run organizations on campus. In addition, the Cornell students decide what bands and speakers to invite to campus—and we attract many top performers and world leaders because of our great students!

4. How big is Cornell? There are over 14,000 undergraduates and about 7,000 graduate and professional students.

5. Is Cornell Diverse? Yes! There is no “typical” Cornell student. Cornell undergraduates hail from all 50 states and more than 120 countries. More than 38% of our undergraduates identify themselves as African American, Asian American, Hispanic American, Native American, or Bi-multiracial. But this is just the beginning of the diversity you’ll notice on campus.

6. How is your (or do you have a) pre-med program? Cornell offers the courses required by medical schools and an advising network to assist students who want to prepare for med school. There is not, however, a specific major for “pre-med” at Cornell. Cornell's "pre-med" students are enrolled in several of the undergraduate colleges/schools and have similar admission rates to med school regardless of...
their home college. For Cornell’s 2010 graduates, 67% of medical school applicants were admitted, and for those with a GPA of 3.4 or higher, 74% were admitted. Refer students to the Preparing for a Health Career section of the admissions website (admissions.cornell.edu/learn/academics/pre-medvet) for additional information.

7. Do you give AP credit? Yes. Refer to your reference copy of the Advanced Placement and International Credentials sheet for specifics. In general, departments give credit/placement for work paralleling Cornell work when students achieve a score of 4 or 5. Credit is not given for college-sponsored classes taught in the high school.

8. Are interviews required? They are required of all applicants to the architecture program and they are available for applicants to the Hotel School or Fine Arts Major. For the other programs, interviews are neither required nor offered. However, all applicants are encouraged to take advantage of the opportunity to meet with a CAAAN member (this is arranged after the Common Application and fee are received), visit campus for information sessions, and attend any local Cornell programs to which they might be invited, in order to share their interests and learn more about Cornell.

9. What are the average SAT/ACT scores? We do not track an average SAT/ACT score for our admitted/entering students because standardized tests vary significantly across the seven undergraduate colleges and we don’t want to overemphasize the importance of standardized testing in the admission process. If a student wants a general idea of scores earned by our entering students, you can share statistics for the middle 50% of the incoming freshman class of 2014: 1330-1510 (Writing section is not considered) for the SAT I and 30-34 for the ACT. All the colleges require scores from the SAT I or ACT. SAT Subject Test requirements vary by college.

You can use the Freshman Admission Requirements/Major Codes handout in the college fair packet to answer questions about test requirements and other application requirements for specific undergraduate colleges and schools. This information is also available on the admissions website (admissions.cornell.edu/pdf/freshman-requirements-chart). The TOEFL (Test of English as a Foreign Language) or IELTS (International English Language Testing System) requirement for nonnative speakers of English is also referenced on the admissions website (admissions.cornell.edu/apply/international-students).

10. How do you decide whom to admit? What factors are given the most weight? The two factors usually considered of prime importance are:
   • the transcript (classroom performance and types of courses taken) and
   • the student’s personal application (the essays in the Common Application/Universal College Application, Cornell University Questions, and Writing Supplement as well as information about extracurriculars, volunteer activities, and work, for example)

There’s no magic formula of grade-point average and standardized test scores that guarantees you will (or won’t) get into Cornell.

A more detailed description of what we’re looking for is available on the admissions website (admissions.cornell.edu/apply/what-cornell-looks).

***These are just ten of the most frequently asked questions; you may find certain questions pop up that are specific to your area. For example, questions about whether we have kosher dining (yes, we do) or if freshmen can bring cars (yes, though cars won’t be needed to get to class and will be a challenge to park) may or may not be asked by the students you see. If a certain question comes up again and again, please let us know on the evaluation sheet so we can consider adding it to the standard cribsheet. Remember; please refer questions to us if you’re not able to answer them.***