



**GET READY  
FOR AP EXAM  
SIGNUP FEES  
WITH VANCO**

**VANCO**  
EDUCATION

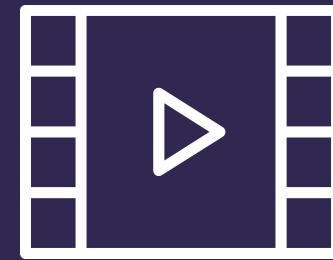
# Before We Begin



**Attendees are in  
“listen only” mode**



**Ask questions  
throughout using the  
*Questions* panel in  
GoToWebinar**



**We will send you a  
copy of the slides and  
the recording**

# Agenda



Introductions & Our Experience



Collecting Exam Payments from Students



Web Store Live Demo



Next Steps & Additional Resources

# Today's Presenters:



**Danielle Winkler**  
*Marketing Manager*

Danielle works with school districts across the country to help bring their organizations online to become cashless (and paperless) campuses.



**Amy Julius**  
*Solutions Consultant*

Amy works with school finance officials, district business managers and teachers to help them take more payments online, saving admin staff and teachers' time and keeping parents happy!

# Trusted by 1,200 districts and counting!



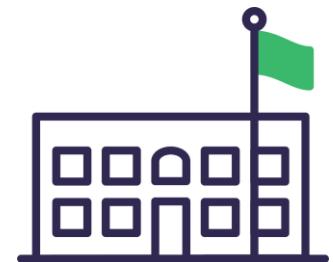
More than \$15 billion in transactions processed per year



College Board approved payment processor



PCI Level 1 Compliant (the highest standard in the security industry)

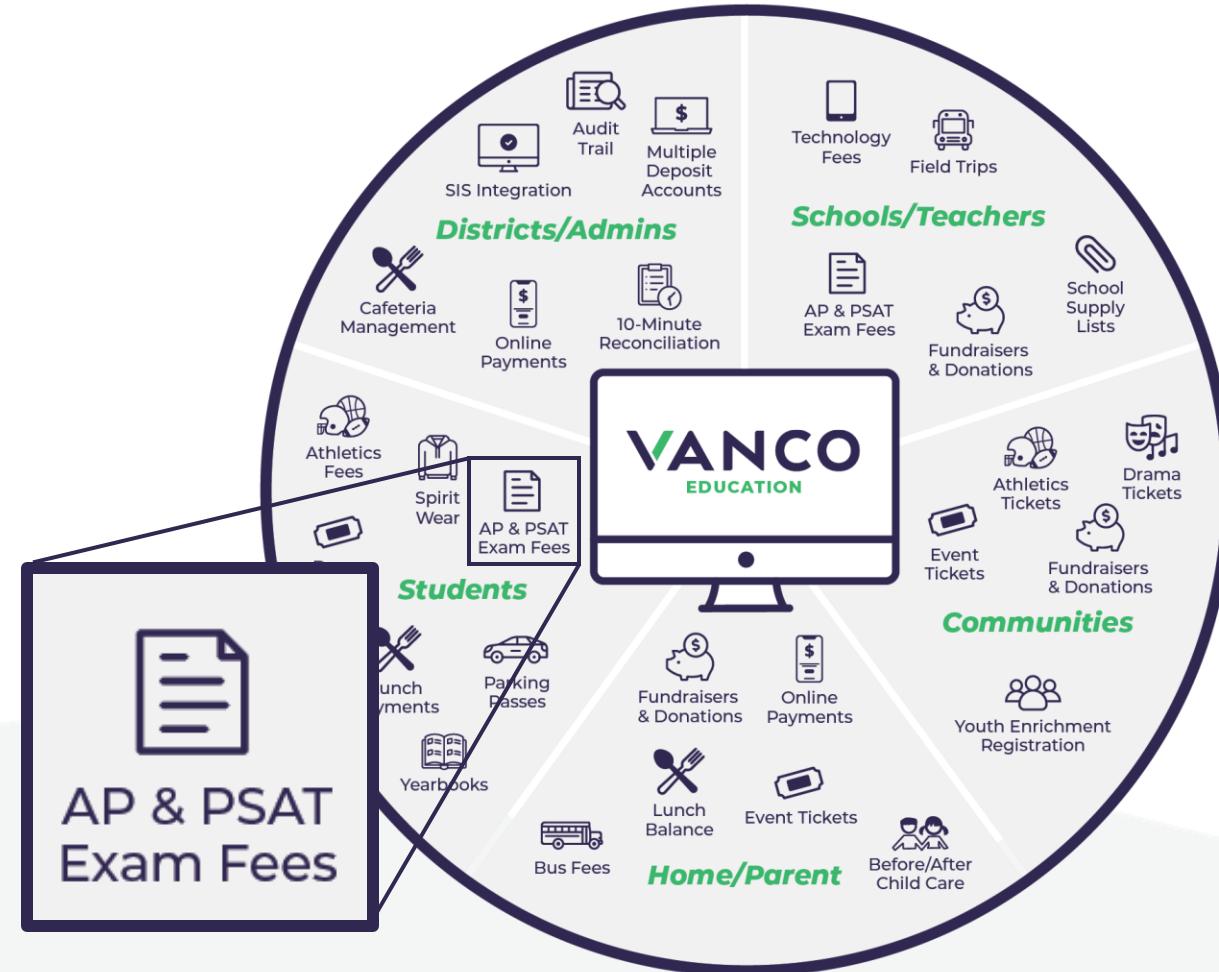


20+ years supporting schools and community education



## *Vanco's Education Vision*

We provide K-12 educational institutions and families with a **convenient** online payment experience for **all** school-related activities.



## *Today We'll Be Focusing on Exams*

Vanco's Web Store makes it easy to collect and track exam payments online, along with any other school-related payments.

*What's new with AP exam scheduling  
and processes for the 2020-2021  
school year?*

**The short answer:  
we don't know yet.**

# Recap: What Changed Last Year



## Fee Changes

- Late order fee - \$40/exam (\$94 + \$40 for orders between November 16 and March 13).
- Unused/cancelled exam fee - \$40.



## Deadline Changes

- **October 4, 2019:** Preferred exam ordering deadline.
- **November 15, 2019, 11:59 p.m. ET:** Final exam ordering deadline.
- **March 13, 2020, 11:59 p.m. ET:** Spring course orders and fall order changes deadline.



## How to Submit Exam Orders

- Before you can order exams, you must complete and electronically sign the AP participation form—then submit it through AP registration and ordering.



## New Classroom Tools

- Including instructional support, progress checks and more practice.

# Why Do Schools Have to Order Exams Early?

- More students earn college credit and placement when they register in the fall.
  - Fall exam registration improves students' chances of success. It's already a best practice at more than half of schools offering AP.
- What students and teachers are saying...
  - We've heard words like "engaged," "confident" and "less likely to give up" when students register in the fall—and that commitment translates into more students taking the exam and earning college credit.

*Why you should consider collecting  
your exam fees online in the Fall.*

# Exam Ordering Schedule

- The exam order deadline may likely stay November 15.
  - Payment is **not** due to College Board at the time of ordering.
  - Deadline for invoices and payment to College Board **remains June 15**.
- There is a new unused/canceled exam fee of \$40.
- With the new order deadline and unused/cancelled exam fee, you may want to change how and when you collect fees.

# Options for Payment Collection

- **In the Fall**
  - Collecting fees in full during fall exam registration.
  - Collecting an exam fee *deposit* (partial) in the fall.
- **In the Spring**
  - Collecting exam fees in the spring (well after exams have been ordered).
- **Cash/Check vs. Online Payments**

*Let's look at how one  
coordinator collected  
fees in the fall.*

# How Egg Harbor Township Did It



- Casie Wexler - AP coordinator at Egg Harbor Township High School in New Jersey.
- Her AP program has 25+ classes, 450+ students and 1,000+ exams.
- **Timing:**
  - Collected fees before placing her school's exam order in the fall.
- **Tools Used:**
  - Google Sheets to reconcile exam registrations with class rosters and exam payments.
  - Vanco's RevTrak Web Store to collect exam fees from Students.

# *Choosing an online payment provider*

# Questions to ask a payment provider

- Do you integrate with my SIS?
- What support and training do you offer to schools and families?
- How and when do schools receive collected exam fees?
- What method of payments do you accept, and is it mobile?
- How do you keep student and payment data secure?
- How much does your service cost?

[Learn more about RevTrak on the CollegeBoard website](#)

# Check Out AP Central for More Information

*The CollegeBoard will be updating their AP Coordinators site, [AP Central](#), later in July with updated information for the 2020-2021 school year.*

**What's New**

Beginning this year, AP® Exam registration will take place in the fall and AP students and teachers will have access to new instructional resources. The new instructional resources include unit guides, personal progress checks, a bank of real AP questions, and more. We're also introducing new digital tools and processes.

At the beginning of the school year, all AP coordinators, teachers, and students go to [myap.collegeboard.org](#) to access My AP, a personalized homepage with AP information, resources, and tools.

**For AP Coordinators**

Coordinators use AP Registration and Ordering to review, adjust, and submit registrations and submit the exam order. This is November 15, 2019, 11:59 p.m. ET. See *AP Policies* (pages 19–27) for details. Processes ordering to exam day.

Streamlined Exam Ordering

Student Response Labels

CollegeBoard AP

**2019-20 AP® Coordinator's Manual**

**Part 1**

**INCLUDES:**

- What's new for 2019-20
- 2020 AP Exam schedule
- Exam ordering policies and deadlines
- Instructions about new exam registration and ordering processes

2019-20 AP Coordinator's Manual, Part 1

**2020 AP® Exam Schedule**

This 2020 exam schedule has space to write the number of exams you give in each subject. You may photocopy this schedule and distribute it to your principals and teachers.

Week 1	Morning 8 a.m. Local Time		Afternoon 12 p.m. Local Time		Afternoon 2 p.m. Local Time	
	Exam	Subject	Exam	Subject	Exam	Subject
A	Physics C: Mechanics	B	German Language and Culture	C	Physics C: Electricity and Magnetism	
B	Human Geography	C	European History	D	Physics 2: Algebra-Based	
C	Japanese Language and Culture	D	Physics 1: Algebra-Based	E	Art History	
D	European History	E	Computer Science A	F		
E		F		G		
F		G		H		
G		H		I		
H		I		J		
I		J		K		
J		K		L		
K		L		M		
L		M		N		
M		N		O		
N		O		P		
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*How Vanco can help you **collect**  
**exam payments online.***



## Online Payments for Exams & More in *One Location*

- **Easier for parents:** One central hub to make *any* payment.
- **Easier for the business office:** Simpler, automated finances and reporting.
- **Cashless campus:** Take all (or most) of your payments electronically.

# RevTrak, Your Approved Exam Fee Collection Provider

- Available On:** Desktop and mobile devices with an internet connection.
- Payment Types Accepted:** Credit cards, debit cards and e-check.
- Import Capabilities:** Able to export from and import to other systems.
- Customer Service:** Phone, email and instructional documents.

AP Central

Home About AP AP Courses & Exams AP Scores Professional Development AP Coordinators

## AP Exam Fee Collection Providers

AP Central / AP Coordinators / Exam Ordering & Fees / Exam Fees / Managing Fee Collection / AP Exam Fee Collection Providers

AP Coordinators

Overview

Important Changes

Annual Calendar & Deadlines

Accessing & Using AP Registration and Ordering

Exam Ordering & Fees

- Exam Fees
- Managing Fee Collection
  - Aligning Fee Collection to Fall Exam Registration
  - Collecting Exam Fees from All AP Students in the Fall
  - Collecting Exam Fees in the Spring
  - Collecting an Exam Fee Deposit in the Fall
- AP Exam Fee Collection Provider Program
- Provider Eligibility Criteria

To support schools and AP coordinators with AP Exam fee collection, College Board has launched the AP Exam fee collection providers program. Providers in this program offer a range of payment collection solutions, and all offer fundamental capabilities such as accepting payment and transferring funds.

The providers supplied information on how their services may be able to help create or improve an exam fee collection process that works for your school. For more information on how the providers listed here qualify, view the [full list of eligibility criteria](#).

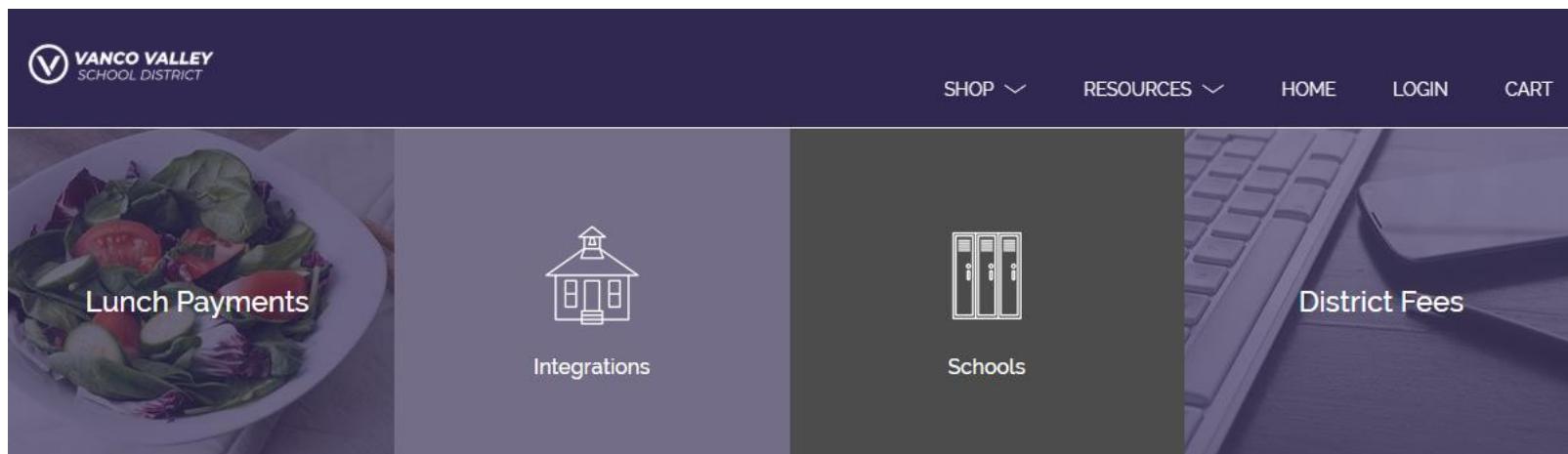
Participating Providers		
	Available On	Payment Types Accepted
APTS <a href="#">Read APTS Details</a>	Internet browsers, mobile devices	Credit cards, debit cards, Apple Pay, check, money orders
MyPaymentsPlus <a href="#">Read MyPaymentsPlus Details</a>	Internet browsers, mobile devices	Credit cards, e-checks
MySchoolBucks <a href="#">Read MySchoolBucks Details</a>	Internet browsers, mobile devices, iOS and Android apps	Credit cards, debit cards, e-check, recording of in-person payments
MySchoolFees <a href="#">Read MySchoolFees Details</a>	Internet browsers, mobile devices, desktop app for Windows and Mac available	Credit cards, e-check
RevTrak <a href="#">Read RevTrak Details</a>	Internet browsers, mobile devices	Credit cards, debit cards, e-check
RYCOR	Internet browsers, mobile devices	Credit cards, debit cards, e-



*Let's see how your school could set  
this up in a **live demo**.*

# Next Steps: Request a Demo

Request a personalized demo to see how Vanco can simplify your district's online payments.





**Additional questions? Reach out to us at:**  
[sales@vancopayments.com](mailto:sales@vancopayments.com)

888.847.9885



*Thank you!*