

A hand holding a pencil is shown in the foreground, pointing at a bubble sheet for an AP exam. The background is a dark blue gradient with white and green text.

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



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!



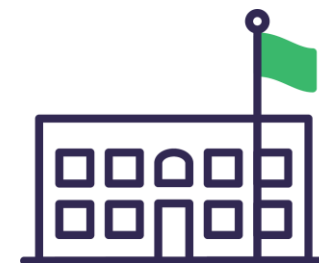
More than \$15 billion in transactions processed per year



College Board approved payment processor



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

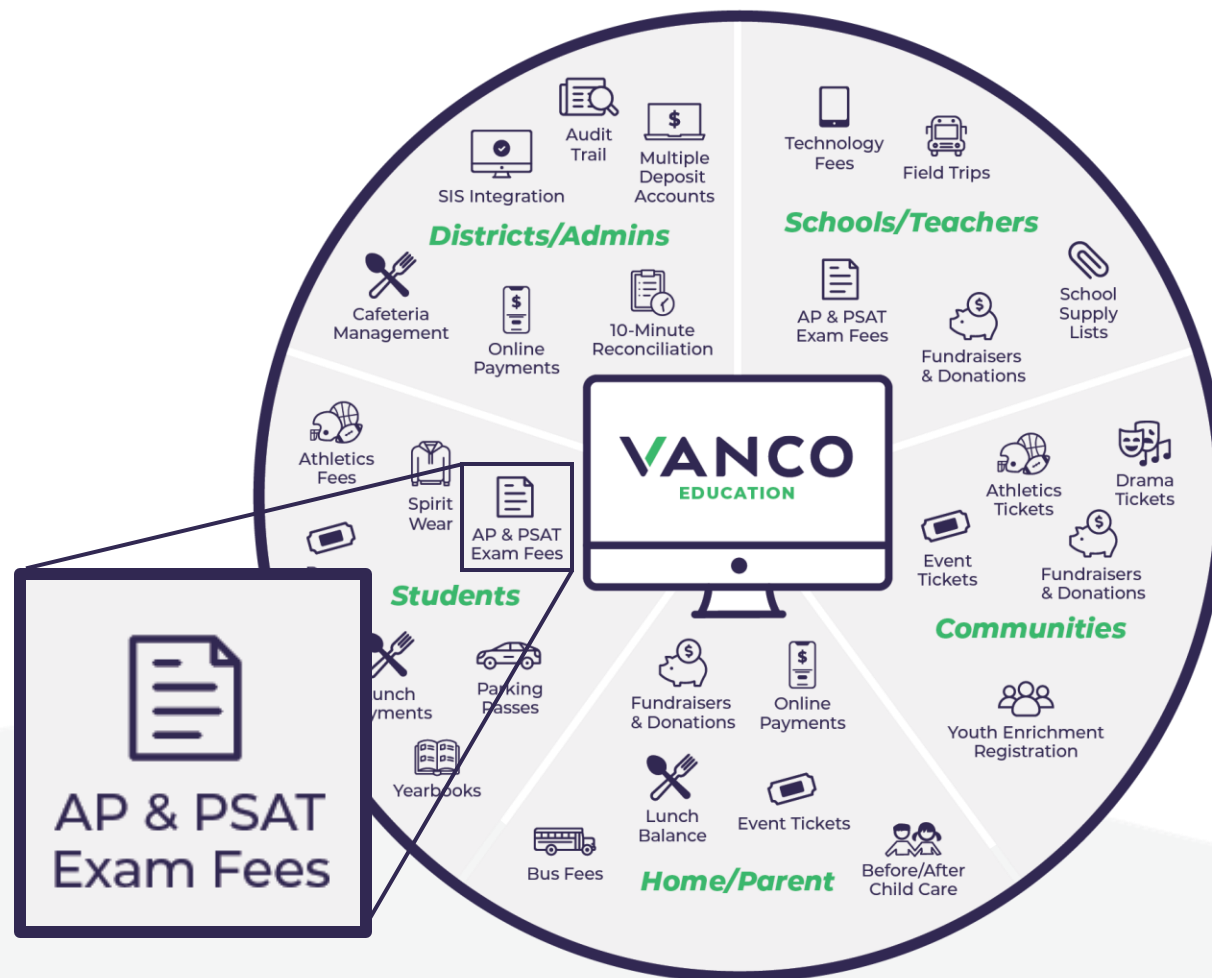


20+ years supporting schools and community education



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***

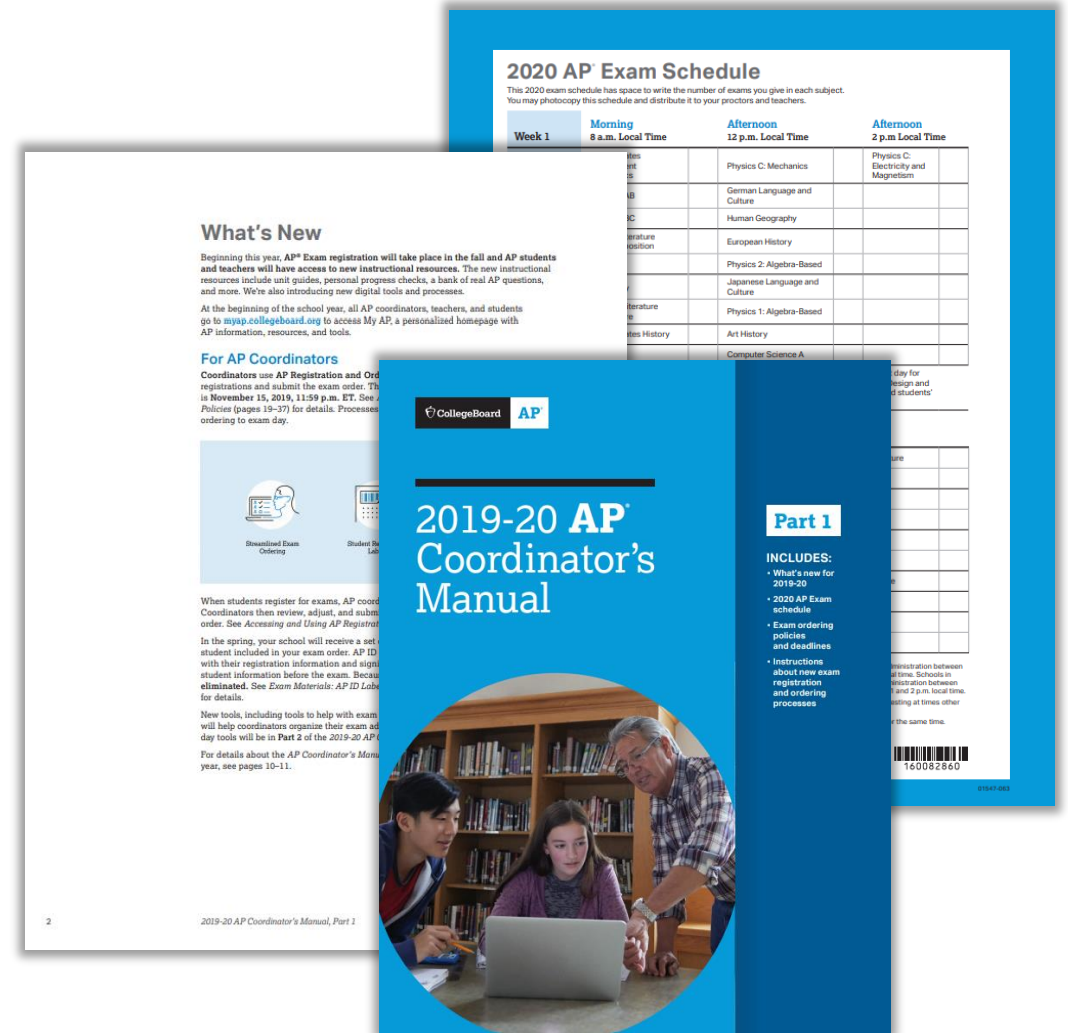
Questions to ask a payment provider

- 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.





*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 Read APTS Details	Internet browsers, mobile devices	Credit cards, debit cards, Apple Pay, check, money orders
MyPaymentsPlus Read MyPaymentsPlus Details	Internet browsers, mobile devices	Credit cards, e-checks
MySchoolBucks Read MySchoolBucks Details	Internet browsers, mobile devices, iOS and Android apps	Credit cards, debit cards, e-check, recording of in-person payments
MySchoolFees Read MySchoolFees Details	Internet browsers, mobile devices, desktop app for Windows and Mac available	Credit cards, e-check
RevTrak Read RevTrak Details	Internet browsers, mobile devices	Credit cards, debit cards, e-check
RYCOR	Internet browsers, mobile devices	Credit cards, debit cards, e-

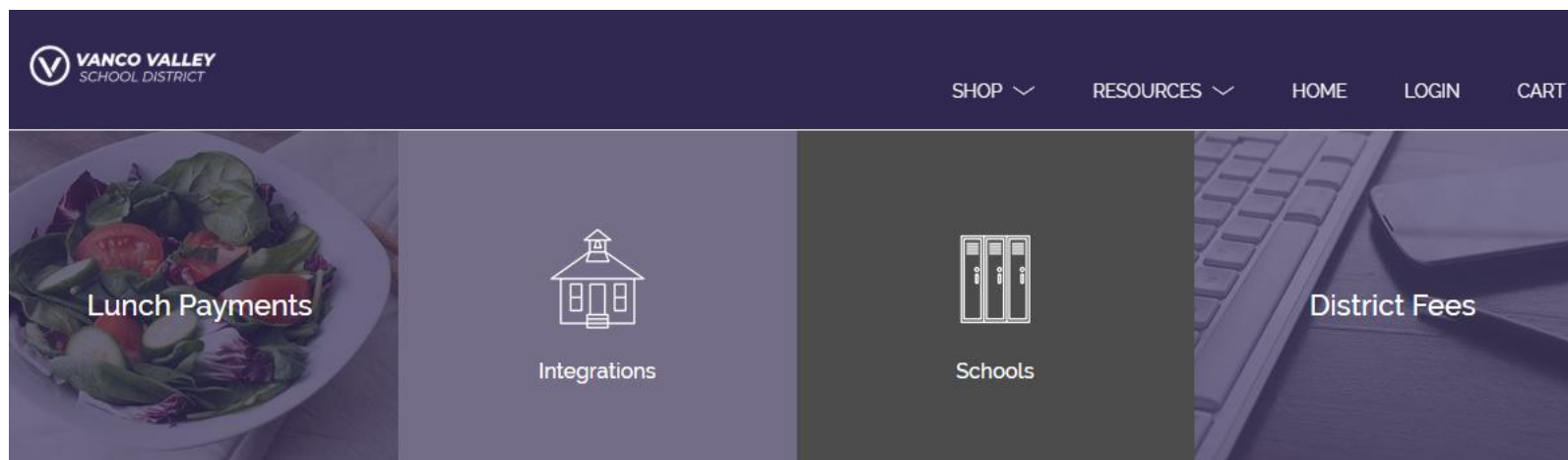
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<https://apcentral.collegeboard.org/ap-coordinators/exam-ordering-fees/exam-fees/managing-fee-collection/ap-exam-fee-collection-providers/revtrak>

*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

888.847.9885



Thank you!