

Frequently Asked Questions When Making a Scholarship Gift

1. What types of scholarships do you offer and how much is required to fund a scholarship?

Annual Scholarships

Annual Scholarships are funded on a yearly basis and require a minimum gift of \$10,000 to fund and name. The funds are awarded to one or more recipients and may be renewed each year, if the donor so chooses, for the scholarships to continue.

Endowed Scholarships

Endowed Scholarships are invested by USC as part of its endowment pool. Part of the interest earned each year (determined by the University's Spending Rule) is used to make the scholarship award to the student recipients. Additional interest is returned to principal to ensure the continued growth of the fund and to protect it against inflation. Endowed scholarships provide support in perpetuity for generations of outstanding and deserving students—the business leaders of tomorrow—and are a wonderful way to pay tribute to the donor, the donor's family or in honor of a colleague, former professor, etc. The preferred minimum gift to establish a "named" scholarship

endowment at USC is \$100,000 (payable over three to five years). The donor may continue to add to the endowment at any time. As part of USC's ongoing stewardship program, all endowed donors are sent an Annual USC Endowment Report and a Fiscal Summary that details the activity in their Fund.

Scholarship Bequests

Donors may choose to include a scholarship gift to USC in their will or estate plans indicating a specific amount or a percentage of the balance remaining in their estate or trust. Donors with future scholarship bequests are invited to attend the USC Marshall School of Business Annual Scholarship Luncheon each year to meet and get acquainted with our scholarship donors and recipients. The scholarship is also listed in the printed program for the luncheon.

All known Planned Giving donors are included as members of USC's Trojan Legacy Circle (TLC), established by USC to recognize and thank alumni and friends who have designated a future gift to the university in their estate plans. Here is a link for more information on how to

include a "named" scholarship in your will or estate plans:
<http://www.usc.edu/giving/planned/legal.html>

2. Will I be involved in establishing the criteria for my scholarship?

The answer is YES! While you may not directly select your recipients, we encourage you to be active in establishing the criteria for your scholarship. Suggested criteria might include level of study (graduate or undergraduate), area of study (marketing, accounting, entrepreneurship, etc.), academic merit and/or financial need, leadership and service activities, etc. A gift agreement is drafted by the school and signed by the donor in order to ensure that your wishes are adhered to, now and in the future.

3. What can I expect as a scholarship donor at USC Marshall?

Our donors say that funding a scholarship is as much about the rewards of the relationship as it is about the rewards of philanthropy. As a scholarship donor you will:

- Build an enriching relationship with a

- student or students that may last a lifetime
- Enjoy the opportunity to attend a special annual scholarship luncheon on campus with your recipients
- Receive a note of appreciation from your recipients
- Receive a USC Endowment Report and an Annual Fiscal Summary on the status of your fund (for donors of endowments)
- Experience the joy of giving back in honor of a favorite former professor, program or loved one that made a difference in your life
- Give to a specific group or for a specific set of attributes that you deem important
- Recruit our students, if you own a business or head a corporation.

4. What are the benefits to the student recipients?

Scholarships offer much more than recognition of academic achievement and financial support to student recipients. Students also:

- Learn the value and impact of philanthropy (pay it forward!)
- Create a personal relationship with a donor that may last a lifetime
- Forge a business relationship that may lead to a career
- Gain important experience in

accountability, responsibility and effort.

5. Is 3.0 the minimum GPA?

Our undergraduate continuing student scholarships are competitive, one-year scholarships. Students must reapply each year to be considered for a new award. We generally will not award a scholarship to a student with less than a 3.5 or 3.6 GPA unless the donors indicate a preference and never below a 3.0

- Example: We have a donor who prefers students who work at least 20 hours/week while they are enrolled at USC so is accepting of a lesser GPA
- We have several Admissions Scholarships that are merit based only and multi-year. Students must maintain a minimum of a 3.0 GPA to be able to continue their award. This is the University's minimum requirement for renewal.

6. Do you have a list of all the Marshall scholarships available?

We list all our scholarships in our Marshall Scholarship Luncheon program every year. They are not listed online. However, we can provide the list to you if you are interested.

7. If a donor pledges \$100,000 and makes pledge payments in \$20,000 increments,

where is the payment held until the account is fully funded? Does the payment accrue anything in the meantime?

The pledge payments are co-mingled with USC's endowment pool and the principal and income are tracked separately.

8. Where should I direct my scholarship dollars?

We currently have scholarships supporting students in a variety of programs, such as the ones listed below:

- Incoming Undergraduate Students
- Undergraduate Continuing Students (Marshall and Leventhal)
- Leventhal only students
- World Bachelor in Business Students (WBB)
- MBA Students enrolled in the full-time MBA Program
- Students enrolled in the Lloyd Greif Center for Entrepreneurial Studies Program
- Students enrolled in one of our one-year master's programs, such as the
 - ✓ Master of Business for Veterans Program (MBV)
 - ✓ Global Distribution and Supply Chain Management Program or the
 - ✓ Center for Investment Studies (CIS) Student

Investment Fund Class.

9. Why should I establish a scholarship endowment?

There are many different reasons for establishing an endowed scholarship. Some examples include:

- Leaving a family or individual legacy, in perpetuity
- Supporting individuals or a cause you believe in (faculty, students, programs)
- Creating opportunities for recognition and engagement with the School and University by
 - ✓ Attending the annual scholarship luncheon to meet your recipients
 - ✓ Building a relationship and mentoring your student recipients
 - ✓ Feeling like you are part of the Marshall Family.

10. What is the minimum amount required to establish an endowed fund at USC?

\$100,000, which can be funded with an outright gift or pledge, payable over 3-5 years.

11. How do students learn about available scholarships?

All undergraduate *continuing* students are notified of available scholarships via email and invited to submit an online application. The application

is designed as a universal tool that helps determine eligibility for all available scholarships. The application launches in February with the recipients selected and notified in June/July prior to the start of the next academic year. Students are selected based on competitive and subjective criteria.

12. May I select the scholarship recipient?

No. However, you can determine the selection criteria for your scholarship recipients.

Additionally, to avoid conflicts of interest, the University requires the following language in all scholarship gift agreements: *“Students who are immediate or extended family members, dependents, or other relatives of the donor(s) or selection committee members are not eligible to receive scholarships from this gift.”*

13. How soon are scholarships awarded?

- Endowed scholarships are awarded once the endowment is fully funded and/or when sufficient income becomes available
- Annual scholarships are awarded during the next award cycle
- Scholarships for continuing undergraduate students are finalized during the summer for the following academic year.

Half of the scholarship is awarded each semester.