

**Appendices to the *Rules of Practice and Procedure***  
**January 2017**

**Appendix #11B – Business Plan For Schools That Have Been Withdrawn Or Terminated From Title IV Funding**

1. Describe the impact of the unavailability of Title IV assistance for the students served. Include information on:
  - a. Does the school plan steps to adjust to a change in enrollment? Describe these steps.
  - b. Does the school have plans to recruit students who do not need Title IV? Describe these plans.
  - c. Does the school have a plan to help students meet their financial need in other ways? Describe this plan.
2. Describe other schools and cosmetology, electrology, massage or related programs in the area that compete with your school.
3. Describe other factors that have an impact on your business, the nature of the impact, and your strategies to deal with it.
4. Include a budget for the next 18 months showing expected income and expenses, net cash flow, sources of income, and a balance sheet. Include a narrative linking this budget to the steps, plans and strategies described under items 1 – 3.