



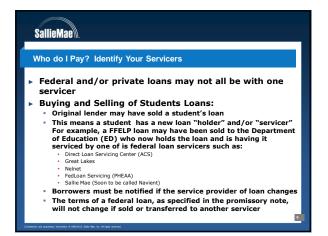
SallieMae
Important Things to Know
► Know your loan portfolio – loan types and relative cost
► Know your deferment and forbearance options
► Know the decision points and keep a spreadsheet
► Know the cost before choosing a repayment plan
► Know your available resources
► Stay abreast of changes that might impact your loans
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Know Your Loan Portfolio

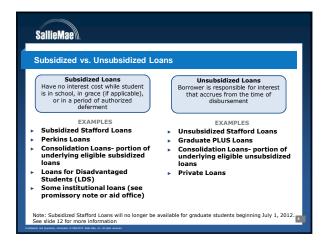
Know what types of loans you have

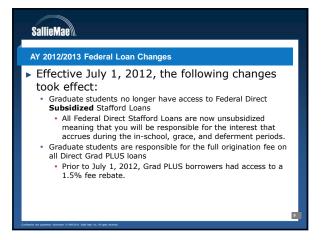
Perkins Loans
Federal Stafford Loans
Direct Loans
FFELP Loans
FFELP Loans
Private/Alternative Loans

Identify your servicers
Who do I pay?

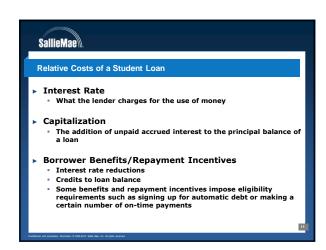












AY 2013-14 Federal Loan Changes

• Effective March 1, 2013 the following changes went into effect:

• As a result of the sequestration, the origination fees on the Stafford Loans have increased to 1.072% and the origination fees on PLUS loans increased to 4.288%.

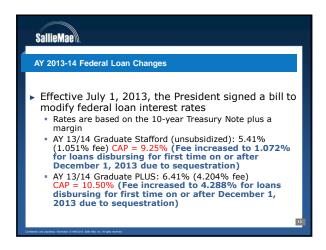
• Effective July 1, 2013, the President signed a bill to modify federal loan interest rates

• Rates are based on the 10-year Treasury Note plus a margin

• AY 13/14 Graduate Stafford (unsubsidized): 5.41

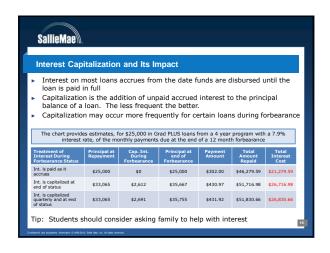
CAP = 9.25%

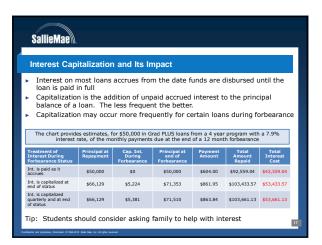
• AY 13/14 Parent and Graduate PLUS: 6.41% CAP = 10.50%



SallieMae			
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Loan Interest Rates			
Loan type	Undergraduates	Graduate Students	
Subsidized Stafford Loans 2013-14	3.86%	N/A	
2013-14	3.40%	N/A	Stafford loans disbursed from
2011-13	3,40%	6,80%	7/1/1998 to 6/30/2006 carry variable rates, which are
2010-11	4.50%	6.80%	adjusted annually, each July 1. The variable rate for these
2009-10	5.60%	6.80%	Stafford loans during the
2008-09	6.00%	6.80%	2013-14 academic year is 1.75% for loans in an in-
2007-08 and 2006-07	6.80%	6.80%	school, grace or deferment
Unsubsidized Stafford Loans*	Pre AY 13-14: 6.8% AY 13-14 3.86%	Pre AY 13-14: 6.8% AY 13-14 5.41%	period, 2.35% for loans in repayment or forbearance.
Graduate PLUS Loans*		Pre AY 13-14: 7.9% AY 13-14 6.41%	These rates apply to both undergraduate and graduate students.
Consolidation Loan	Fixed rate based on weighte underlying loans rounded up percent (capped at 8.25%)		Note: Rate for Grad PLUS loans issued under the Federal Family
Perkins Loans and Loan for Disadvantaged Students (LDS)	5% F	Fixed	Education Loan Program is 8.50%
School - Certified Private Loans, Institutional Loans	Many lenders offer both varia Interest rates range from 2.25		
Rates in effect for loans issued on or after July 1. 2			

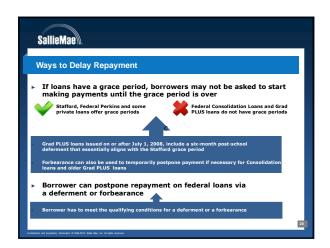
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Interest Cap	italizatior	and Its In	npact				
 Interest on most loans accrues from the date funds are disbursed until the loan is paid in full Capitalization is the addition of unpaid accrued interest to the principal balance of a loan. The less frequent the better. Capitalization may occur more frequently for certain loans during forbearance The chart provides estimates, for a \$5,000 Stafford loan with a 6.8% interest rate, of the monthly payments due at the end of a 12 month forbearance for a 10 year term 						:e	
Treatment of Interest During Forbearance Status	Principal at Repayment	Cap. Int. During Forbearance	Principal at end of Forbearance	Payment Amount	Total Amount Repaid	Total Interest Cost	
Int. is paid as it accrues	\$5,000	\$0	\$5,000	\$57.54	\$7,244.88	\$2,244.88	
Int. is capitalized at end of status	\$5,000	\$340	\$5,340	\$61.45	\$7,374.55	\$2,374.55	
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Int. is capitalized quarterly and at end of status	\$5,000	\$349	\$5,349	\$61.55	\$7,386.64	\$2,386.64	



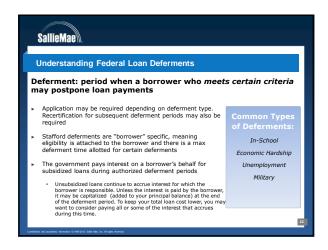


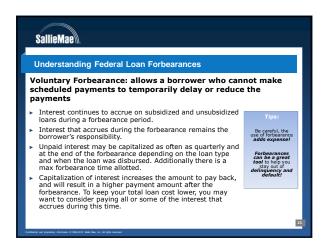
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Borrower Benefits/Repayment Incentives	
 Money-saving borrower benefits and repayment incentives v typically offered to borrowers by lenders in recent years 	vere
 They took the form of interest rate reductions, credits to loa balance and/or cash rebates and imposed eligibility rules su making a specific number of on-time payments 	
Borrowers should make sure to:	
 Find out if any of their loans are eligible for borrower benefi repayment incentives by contacting loan service provider or consulting lender's web site 	
▶ Research the terms to know and understand the eligibility re	ules
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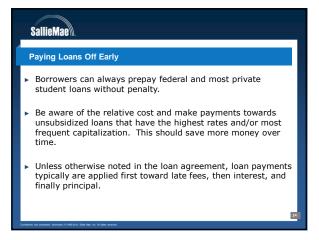


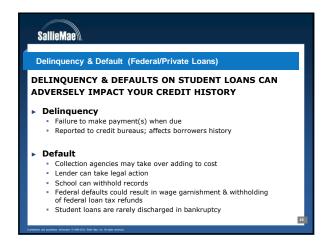


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Understanding Grace Periods	
Grace Period: for applicable loans, the period of time after a borrower graduates, leaves school or drops to less than half-time enrollment	
 ▶ Payments may not be required during this period ▶ No application required ▶ Loan specific, varies according to loan – once used completely, it's gone ▶ Stafford loans have a six-month grace period* ▶ Perkins loans have nine-month grace ▶ Perkins loans can also have a 6-month grace after deferment ▶ Private and Institutional loans: check your promissory note 	
 Unsubsidized federal loans continue to accrue interest during the grace period Taking advantage of a grace period does not adversely impact credit 	
*The Consolidated Appropriations Act (Public Law 112-74) eliminated the interest subsidy during the 6-month grace period on subsidized Stafford loans made from July 1, 2012 through June 30, 2014.	21

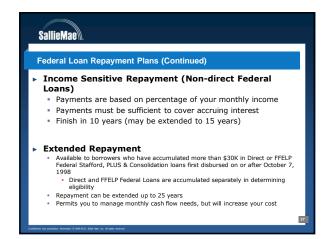


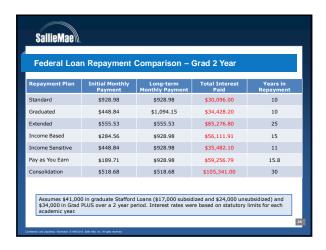
















Pay As You Earn (Direct Loans Only) - NEW Announced by ED December 21, 2012 Available to new Direct loan borrowers (except Parent PLUS) experiencing financial hardship No loan balance as of October 1, 2007, and Received a Direct loan on or after October 1, 2011 Borrower qualifies if annual monthly student loan payments exceed 10% of "discretionary income" Similar to IBR, borrower's monthly payment will be determined by a formula that takes into account family size and adjusted gross income. Increases in income will impact the required monthly payment amount Unpaid balance may be forgiven after 20 years of qualifying repayment

Federal Loan Repayment Plans (Continued) • Loan Consolidation • Provides the ability for borrowers to consolidate all of their federal loans into one new loan • FFEL and Direct Stafford Loans, Perkins Loans and PLUS Loans may be consolidated • Interest Rate: weighted average of the interest rates on the loans being consolidated rounded to the nearest higher one-eighth of one percent • Multiple repayment options: Standard, Graduated, Extended, Income Contingent, Income Based • Benefits: • Possible Longer repayment period • Potential Lower monthly payment • Single Servicer

