




STUDENT LOAN REPAYMENT STRATEGIES FOR GRADUATE STUDENTS
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Key Tips for Managing Your Student Loans


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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
 - Private/Alternative Loans
- ▶ **Identify your servicers**
 - Who do I pay?

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Who do I Pay? Identify Your Servicers

- ▶ **Federal and/or private loans may not all be with one servicer**
- ▶ **Buying and Selling of Students Loans:**
 - **Original lender may have sold a student's loan**
 - **This means a student has a new loan "holder" and/or "servicer"**
For example, a FFELP loan may have been sold to the Department of Education (ED) who now holds the loan and is having it serviced by one of its federal loan servicers such as:
 - Direct Loan Servicing Center (ACS)
 - Great Lakes
 - Nelnet
 - FedLoan Servicing (PHEAA)
 - Sallie Mae (Soon to be called Navient)
 - **Borrowers must be notified if the service provider of loan changes**
 - **The terms of a federal loan, as specified in the promissory note, will not change if sold or transferred to another servicer**

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Finding Your Federal Student Loans

NSLDS STUDENT ACCESS
National Student Loan Data System

Retrieve Your Loan Information

The National Student Loan Data System (NSLDS) is the U.S. Department of Education (ED) central database for all federal NSLDS eligible Stafford loans, graduate PLUS loans, Direct Loans programs, and Direct Unsubsidized Loans programs. NSLDS Student Access provides a convenient, regulated site for you to view and print a list of reports of federal loans and grants and inquire about their Title IV loan and/or grants.

National Student Loan Data System
www.nsls.ed.gov

Provides data on federal student loans; any Stafford, Grad PLUS, Consolidation or Perkins Loans should be listed in this central database

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Subsidized vs. Unsubsidized Loans

<p>Subsidized Loans Have no interest cost while student is in school, in grace (if applicable), or in a period of authorized deferment</p> <p>EXAMPLES</p> <ul style="list-style-type: none"> ▶ Subsidized Stafford Loans ▶ Perkins Loans ▶ Consolidation Loans- portion of underlying eligible subsidized loans ▶ Loans for Disadvantaged Students (LDS) ▶ Some institutional loans (see promissory note or aid office) 	<p>Unsubsidized Loans Borrower is responsible for interest that accrues from the time of disbursement</p> <p>EXAMPLES</p> <ul style="list-style-type: none"> ▶ Unsubsidized Stafford Loans ▶ Graduate PLUS Loans ▶ Consolidation Loans- portion of underlying eligible unsubsidized loans ▶ Private Loans
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Note: Subsidized Stafford Loans will no longer be available for graduate students beginning July 1, 2012. See slide 12 for more information

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AY 2012/2013 Federal Loan Changes

- ▶ **Effective July 1, 2012, the following changes took effect:**
 - Graduate students no longer have access to Federal Direct **Subsidized** Stafford Loans
 - All Federal Direct Stafford Loans are now unsubsidized meaning that you will be responsible for the interest that accrues during the in-school, grace, and deferment periods.
 - Graduate students are responsible for the full origination fee on all Direct Grad PLUS loans
 - Prior to July 1, 2012, Grad PLUS borrowers had access to a 1.5% fee rebate.


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Relative Costs of a Student Loan




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Relative Costs of a Student Loan

- ▶ **Interest Rate**
 - What the lender charges for the use of money
- ▶ **Capitalization**
 - The addition of unpaid accrued interest to the principal balance of a loan
- ▶ **Borrower Benefits/Repayment Incentives**
 - Interest rate reductions
 - Credits to loan balance
 - Some benefits and repayment incentives impose eligibility requirements such as signing up for automatic debt or making a certain number of on-time payments

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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%

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Understanding Loan Repayment

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Ways to Delay Repayment


- ▶ **If loans have a grace period, borrowers may not be asked to start making payments until the grace period is over**
 - ✔ **Stafford, Federal Perkins and some private loans offer grace periods**
 - ✘ **Federal Consolidation Loans and Grad PLUS loans do not have grace periods**

Grad PLUS loans issued on or after July 1, 2009, include a six-month post-school deferment that essentially aligns with the Stafford grace period

Forbearance can also be used to temporarily postpone payment if necessary for Consolidation loans and older Grad PLUS loans

- ▶ **Borrower can postpone repayment on federal loans via a deferment or forbearance**
 - ▶ Borrower has to meet the qualifying conditions for a deferment or a forbearance

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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.

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Delinquency & Default (Federal/Private Loans)

DELINQUENCY & DEFAULTS ON STUDENT LOANS CAN ADVERSELY IMPACT YOUR CREDIT HISTORY

- ▶ **Delinquency**
 - Failure to make payment(s) when due
 - Reported to credit bureaus; affects borrowers history
- ▶ **Default**
 - Collection agencies may take over adding to cost
 - Lender can take legal action
 - School can withhold records
 - Federal defaults could result in wage garnishment & withholding of federal loan tax refunds
 - Student loans are rarely discharged in bankruptcy


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Federal Loan Repayment Plans

- ▶ **Standard Repayment**
 - Level monthly payments that cover accruing interest and a portion of principal over a 10-year period
 - Higher monthly payments
 - **Lowest overall cost**
- ▶ **Graduated Repayment**
 - Payments start low, increase over time
 - Interest only payments followed by standard principal & interest
 - Finish in 10 years
 - Higher overall cost – but provides lower initial payment amounts


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Federal Loan Repayment Plans (Continued)

- ▶ **Income Sensitive Repayment (Non-direct Federal Loans)**
 - Payments are based on percentage of your monthly income
 - Payments must be sufficient to cover accruing interest
 - Finish in 10 years (may be extended to 15 years)
- ▶ **Extended Repayment**
 - Available to borrowers who have accumulated more than \$30K in Direct or FFELP Federal Stafford, PLUS & Consolidation loans first disbursed on or after October 7, 1998
 - Direct and FFELP Federal Loans are accumulated separately in determining eligibility
 - Repayment can be extended up to 25 years
 - Permits you to manage monthly cash flow needs, but will increase your cost

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Federal Loan Repayment Comparison – Grad 2 Year

Repayment Plan	Initial Monthly Payment	Long-term Monthly Payment	Total Interest Paid	Years in Repayment
Standard	\$928.98	\$928.98	\$30,096.00	10
Graduated	\$448.84	\$1,094.15	\$34,428.20	10
Extended	\$555.53	\$555.53	\$85,276.80	25
Income Based	\$284.56	\$928.98	\$56,111.91	15
Income Sensitive	\$448.84	\$928.98	\$35,482.10	11
Pay as You Earn	\$189.71	\$928.98	\$59,256.79	15.8
Consolidation	\$518.68	\$518.68	\$105,341.00	30

Assumes \$41,000 in graduate Stafford Loans (\$17,000 subsidized and \$24,000 unsubsidized) and \$34,000 in Grad PLUS over a 2 year period. Interest rates were based on statutory limits for each academic year.

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Federal Loan Repayment Comparison

Repayment Plan	Initial Monthly Payment	Long-term Monthly Payment	Total Interest Paid	Years in Repayment
Standard	\$1,995.63	\$1,995.63	\$63,973.00	10
Graduated	\$955.28	\$2,352.06	\$73,221.90	10
Extended	\$1,188.49	\$1,188.49	\$181,043.50	25
Income Based	\$284.56	\$1,995.63	\$130,824.78	16.2
Income Sensitive	\$955.28	\$1,995.63	\$75,436.40	11
Pay as You Earn	\$189.71	\$1,995.63	\$134,306.25	16.6
Consolidation	\$1,156.98	\$1,156.98	\$232,510.09	30

Assumes \$162,000 in graduate Stafford Loans (\$34,000 subsidized and \$128,000 unsubsidized) over a 4 year period. Interest rates were based on statutory limits for each academic year.


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Federal Loan Repayment Plans (Continued)

- ▶ **Income-Contingent Repayment (Direct Loans Only)**
 - Payment is based on income
 - Negative amortization is allowed
 - Up to 25 years to repay
 - Balance remaining after 25 years' worth of payments can be forgiven
- ▶ **Income-Based Repayment**
 - Available to federal loan borrowers experiencing financial hardship
 - Borrower qualifies if annual monthly student loan payments exceed 15% of "discretionary income"
 - If eligible for IBR, borrower's monthly payment will be determined by a formula that takes into account household size and adjusted gross income. Increases in income will impact the required monthly payment amount
 - Unpaid balance may be forgiven after 25 years of scheduled monthly payments


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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


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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


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New Consolidation Process – January 2014

- ▶ A consolidation applicant will use the new Direct Consolidation Loan application process on the StudentLoans.gov Web site if the applicant
 - Has no defaulted federal education loans;
 - Has one or more defaulted federal education loans, none of which are assigned to the Department; or
 - Needs to take action on an application the applicant submitted via StudentLoans.gov on or after January 2, 2014.
- ▶ The StudentLoans.gov Web site is available at **www.studentloans.gov**


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IBR Eligibility Example

Balance at start of repayment*	\$150,000
Total standard payments for IBR-eligible loans	\$1,726
12 months' worth of payments	\$20,714
AGI	\$47,000
State of Residence	New York
Household size	1
2014 Poverty Income Guideline	\$11,670
150% of Poverty Income Guideline	\$17,505
15% Discretionary Income [0.15 * (\$47,000 - \$17,505)]	\$4,424
Is borrower experiencing partial financial hardship? Does a year's worth of payments exceed 15% discretionary income?	Yes
Initial Monthly Payment Under IBR	\$369

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Private Loan Repayment

- ▶ Private loans are almost always unsubsidized for the life of the loan
- ▶ Repayment terms vary
- ▶ Choice of repayment plans may be available
- ▶ Forbearances may be available – consult loan servicer

Tips:
Refer to your promissory note and/or your servicer to determine your available options

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Healthy Credit Awareness Tips

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Student Loan Debt Can Accumulate Quickly

KNOW HOW MUCH YOU OWE?

▶ **Calculating a debt-to-income ratio:**

$$\frac{\text{Minimum debt payments (including mortgage or rent)}}{\text{Monthly gross income}}$$

Example: You earn \$5,000 each month in gross income, and a yearly bonus nets you \$500 a month. Your total monthly **income is \$5,500.**

You pay \$200 a month in student loans, \$500 in rent, \$150 on a car payment, and \$150 on your credit cards and other expenses. Your total monthly **debt payments are \$1,000.**

\$1,000 (debt) divided by \$5,500 (Income) = a ratio of **18.2%.**

▶ **A general guideline for debt-to-income ratios**

- 36% or less - Excellent
- 37% to 42% - Acceptable
- 43% to 49% - Overextended
- 50% or higher - Danger!

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Know What You Owe

PUT TOGETHER A SNAPSHOT OF WHAT YOU OWE

▶ **Student loans** + \$ _____

▶ **Other loans**

- Credit card balance(s) + \$ _____
- Automobile loan + \$ _____
- Mortgage loan + \$ _____

▶ **Other Money Owed** + \$ _____


▶ **TOTAL** \$ _____

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Be Careful with Credit Cards

- ▶ Watch the interest rate
- ▶ Get the "full scoop" on special introductory rates
- ▶ Stay out of the "penalty" box
- ▶ Pay the minimum, pay the price
- ▶ Research any credit card fees you may be charged



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Resources

- ▶ **School financial aid office**
- ▶ **Lender/servicer**
- ▶ **Federal Student Aid Ombudsman**
 - U.S. Department of Education – FSA Ombudsman
<http://www.ombudsman.ed.gov> or 1-877-557-2575
- ▶ **Federal Loan Servicers:**

Direct Loans

800-848-0979 - www.dl.ed.gov



800-236-4300 - www.mygreatlakes.org



800-699-2908 - www.myfedloan.org




888-486-4722 - www.nelnet.com



800-722-1300 - www.salliemae.com/edservicing

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Summary

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Key Tips for Managing Student Loans

- ▶ **Understand your student loan portfolio**
 - Know what types of loans you have
 - Know your lenders and servicers
 - Know how much you owe
 - Know what your interest rate is
 - Know what your total monthly payments will be
 - Know what borrower benefits are available to you
- ▶ **Understand loan capitalization and its impact**
- ▶ **Know your grace, deferment and forbearance options**
- ▶ **Know your Federal and private Loan Repayment Plan options**
- ▶ **Avoid delinquency & default**
- ▶ **Keep good records**
- ▶ **Know your resources**

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