

How Students and Families Think about Paying for College, a webinar for Pharmacy Schools

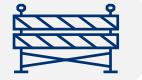
*A Better Student Loan Experience,
brought to you by College Ave Student
Loans*

Agenda topics

Presenter information



Company background



Products overview and AACCP member benefits



Brand perception and sentiment



Cost of Attendance and Financial Aid overview



Application process



Presenter information



Bill Ayers is currently the Head of Campus Development at College Ave Student Loans. He has over 25 years of experience in higher education finance with previous management positions at Sallie Mae and JP Morgan Chase. He currently manages relationships with schools across the country.

Bill has given presentations on financial literacy, consumer credit education, debt management and default prevention to community, student, and industry groups.



- What is your role at your institution?
 - A. Financial Aid
 - B. Faculty
 - C. Administration
 - D. Admissions
 - E. Other

Company background



Private Student Lender

**3rd largest by market share
(in just 7 years)**

**Key Differentiator is our simple, clear & personalized
customer experience**

**Borrower tools:
Calculator and prequalification**

Focus on financial awareness & literacy

**A Better Student Loan Experience –
helping families who need help paying for college**

Expert, seasoned leadership team



Founders with extensive start-up and consumer lending experience



Joe DePaulo
*Co-Founder,
Chairman & CEO*

- Former CFO and CMO at Sallie Mae, Director of corp. and bank
- Co-founder and CEO of Credit One Financial Solutions
- Senior executive at MBNA Corporation (affinity credit cards); Bank of America acquired MBNA



Tim Staley
*Co-Founder,
Director & COO*

- Former CIO and SVP, Technology at Sallie Mae
- Co-founder and COO of Credit One Financial Solutions
- Senior executive at MBNA Corporation (affinity credit cards); Bank of America acquired MBNA



Expert Supporting Staff with Deep Industry Knowledge

- Well-versed consumer finance operators: average of ~15 years experience, consistent across all functions
- Continuity among staff builds deep institutional knowledge
- Flat and nimble organization allows us to move quickly

Select Referral Partners



Referral programs with 140 partners

American Association of Colleges of Pharmacy

National Education Association

Association of the United States Army

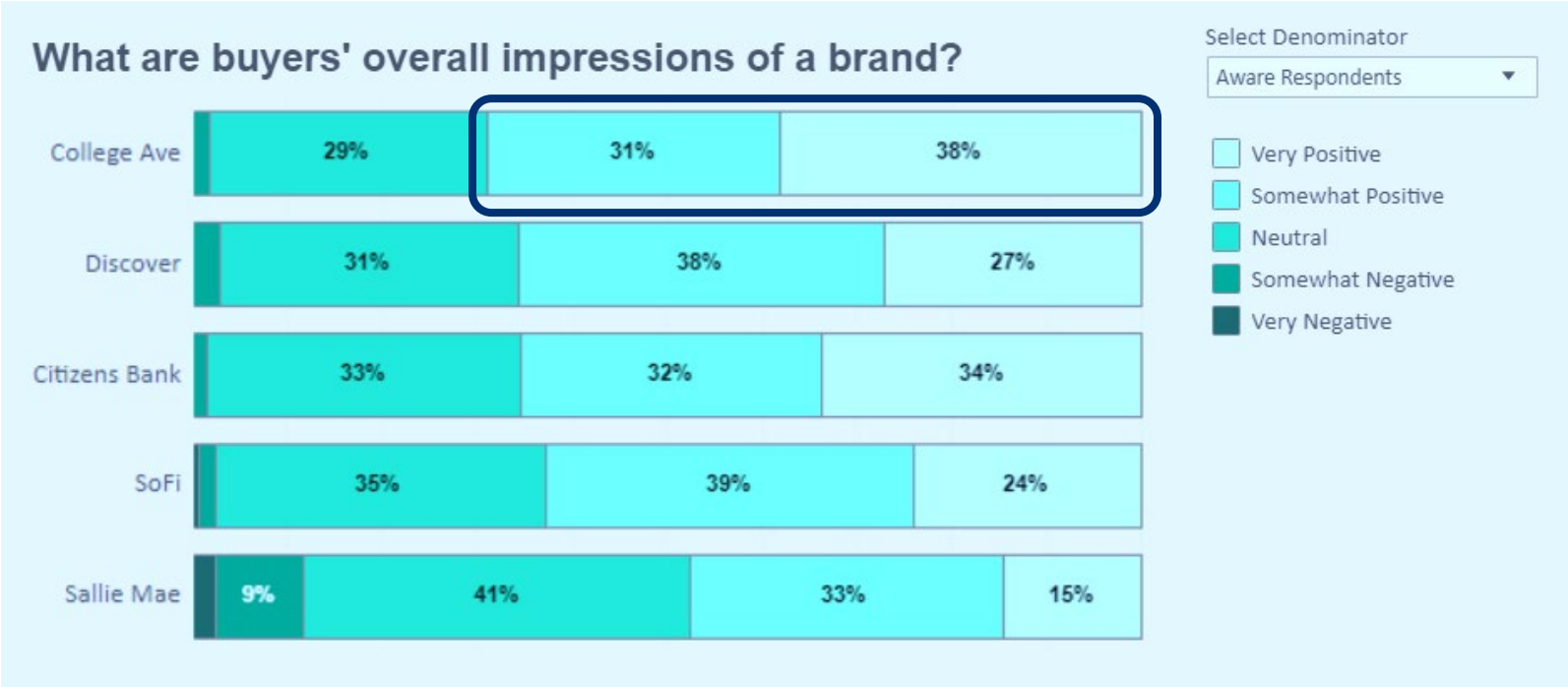
Fraternal Order of Police

AAA Northeast

Dedicated College Ave marketing staff and relationship managers work with partners



College Ave has the highest positive brand perception among parents of high school juniors and seniors (at 69%)*

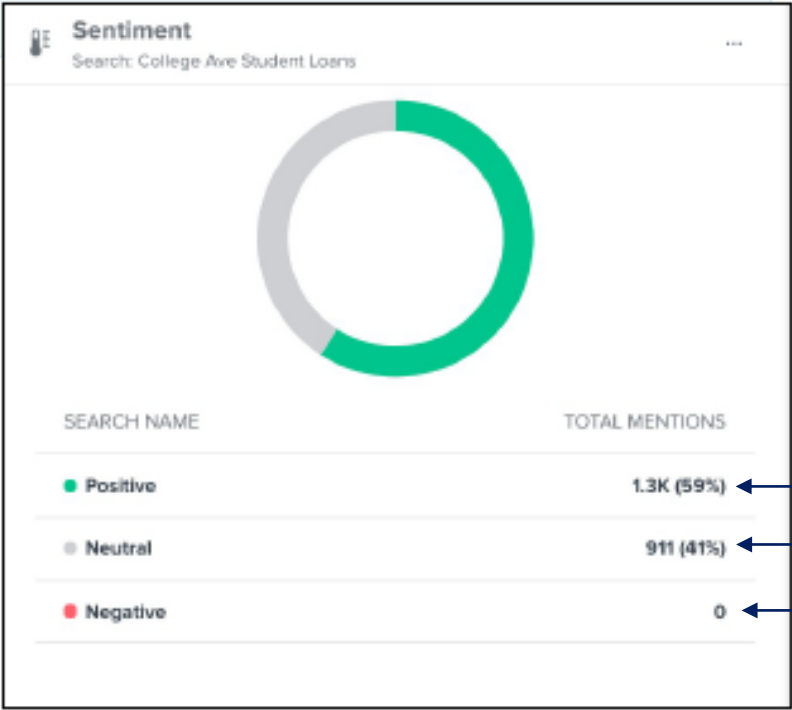


*2020 survey data



Winning at Positive Sentiment

College Ave continues to dominate in positive news coverage, with nearly **6 out of 10 pieces (59%)** having a positive tone. This is a **22% increase YoY**. Just as important, College Ave lacked negative-toned coverage to its name.



59% positive
41% neutral
0% negative

Brand sentiment in PR for 2021 – competitor comparison



Lender	Positive Tone	Negative Tone
College Ave	59%	0%
Earnest	42%	0%
Citizens Bank	37%	2%
Discover	30%	2%
Navient	22%	6%
Sallie Mae	21%	7%
CommonBond	17%	0%
SoFi	14%	1%

Delivering value to your students and their families






Best-Of
Awards
2022


**Best Private
Student Loan**

Overall

End-to-end Full Product Suite (In-School Loans)




Undergraduate
Student Loans →




Graduate
Student Loans →



Grad Health
Student Loans →



Parent
Student Loans →



Medical School
Student Loans →




Dental School
Student Loans →



Law School
Student Loans →



MBA
Student Loans →



Career
Student Loans →

Highly competitive rates



Student Loans for College

Pay for a higher education degree with a student loan from College Ave. We offer a range of options, flexible payment terms and a simple process to make it easy.

OUR CURRENT PRIVATE STUDENT LOAN INTEREST RATES

Variable	Fixed
0.94%-11.98% APR	2.94%-12.99% APR

(all rates shown include auto-pay discount)¹

[APPLY NOW](#)



➤ Direct Grad Plus Interest Rate – Fixed 6.28%



- In-school Loans receive a 0.25% interest rate discount¹
- Refinance Loans receive a 0.50% of the loan amount² paid back to the borrower
- All loans are eligible for a 0.25% interest rate reduction when the borrower signs up for auto-pay³

¹ AACP members receive a 0.25% interest rate reduction on In-school loans that are opened through the AACP member website. The AACP member discount will be applied to your loan account after the initial disbursement occurs

² Amount equal to 0.5% of the initial loan balance to be credited on the borrower's statement within 60 days of closing of the loan. For example, if the consolidated loan equaled \$20,000, the member benefit equals \$100, with a maximum of \$599.9

³ The 0.25% auto-pay interest rate reduction applies as long as the borrower or cosigner, if applicable, enrolls in auto-pay and authorizes our loan servicer to automatically deduct your monthly payments from a valid bank account via Automated Clearing House ("ACH"). The rate reduction applies for as long as the monthly payment amount is successfully deducted from the designated bank account and is suspended during periods of forbearance and certain deferments. Variable rates may increase after consummation.

Benefits of having a cosigner



May increase likelihood of being approved

May improve interest rate




Allows student to establish and build their credit file

Parents or guardians often serve as the loan cosigner


90% of all private student loans are cosigned

End-to-end Full Product Suite (Refinance Loans)

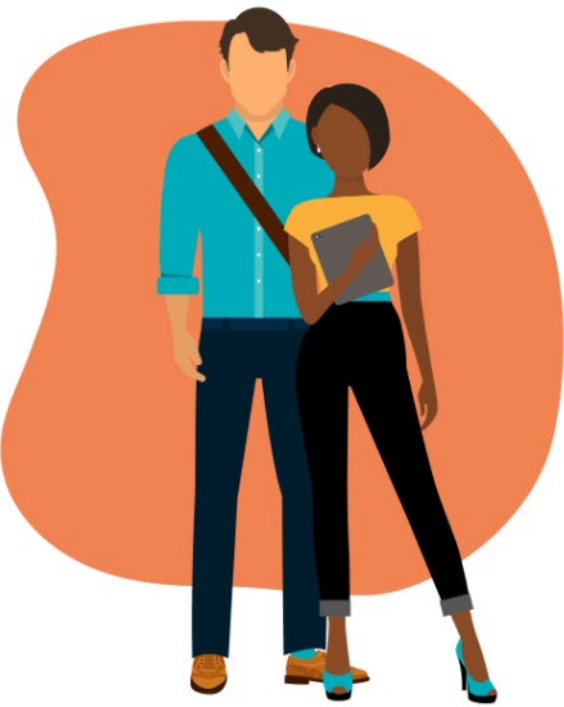




BROUGHT TO YOU IN PARTNERSHIP WITH COLLEGE AVE STUDENT LOANS.
COLLEGE AVE IS READY TO MEET YOUR NEEDS FOR STUDENT LOAN REFINANCING...




Before refinancing your existing federal student loans, please carefully consider current federal benefits. Due to COVID-19, the Federal Government is offering benefits that only apply to certain federal student loans. These unique federal benefits will no longer apply if you refinance your existing federal loans with a private lender like College Ave.
[Learn more](#) about the benefits you may receive, pertaining to federal student loans and the CARES Act.



Refinance Your Student Loans.

Whenever you're ready, College Ave Student Loans will make it fast and easy. AACP Members receive 0.50% of the loan amount⁴ paid back to the borrower on all Refinance loans.

- ✓ Get your rate in 60 seconds
- ✓ Instant credit decision
- ✓ No fees to apply



Variable rates starting at 2.94% APR (with auto-pay discount)¹
Fixed rates starting at 2.99% APR (with auto-pay discount)¹

What's next...?



College Ave certifies requested loan amount with the school

College Ave confirms the loan funds due date with the school

College Ave disburses funds directly to the school on/prior to the due date

Repayment begins according to selected loan terms

Full Principle & Interest, Interest Only, Fixed Pay and Fully-deferred repayment options

The process is a simple one...



Visit
collegeave.com/aacp for
co-branded AACP
landing page



Select your loan
product



Complete the online
application and receive
an instant credit
decision



Post-approval,
configure your loan and
accept your loan terms

Private Student Loan eligibility



Students pursuing undergraduate, graduate and professional degrees

Parents or Guardians

US Citizens and Permanent Residents

International students must include a US-based cosigner with valid SSN

Graduates can refinance existing private and federal student loan debt

Multi-year loan option



Get the Money you Need to Complete your Degree with College Ave Multi-Year Peace of Mind™

Your education doesn't stop at one year and neither should your loan. Thanks to College Ave Multi-Year Peace of Mind, 90% of our undergraduate borrowers are approved for additional loans to cover their degree when they apply with a cosigner⁵. That's less stress from start to finish.

Paying for Pharmacy School



Private school “sticker price”

\$54,500

Less: Grants and Scholarships

- 17,000

Less: Personal/Family contribution

- 17,000

Less: Federal student loan aid

- 5,500

Gap: Private student loan (average)

\$15,000

Comparison – Private vs. Federal student loans



Loans	College Ave Private Student Loans (Undergraduate)	Federal Student Loans
Choice of Variable & Fixed Rates	Yes	No, fixed only
Auto-Pay Discount	Yes	Yes
Standard Repayment Terms	Choice of 5 - 15 years	10 years
Credit Check	Yes (undergraduate students will likely need a cosigner)	Direct PLUS Loans only (graduate students and parents)
Origination Fees	No	Yes
Application Process	Online 3-minute Application	FAFSA



Which of the following has the lowest origination fee?

- A. Federal Direct Subsidized Loans
- B. Federal Direct Unsubsidized
- C. Federal Grad PLUS Loan
- D. Private Student Loan



Which of the following student loans are not available to pay for Graduate school?

- A. Unsubsidized Federal Direct Loan
- B. Subsidized Federal Direct Loan
- C. Private Parent Loan
- D. Federal Grad Plus Loan



Both Federal Direct Loans and private student loans are eligible for private loan refinance.

- True
- False



Private loan refinancing of student debt includes which of the following (select only one):

- A. Consumer credit check
- B. New loan to repay your existing loan(s)
- C. Multiple opportunities to refinance
- D. All the above

Federal Loan Consolidation vs Private Student Loan Refinance



	Federal Loan Consolidation	Student Loan Refinance
Are federal loans eligible?	Yes	Yes
Are private loans eligible?	No	Yes
Is a credit check required?	No	Yes
Can I lower my interest rate?	No	Yes
Will I save money?	No	Yes
Will I get one bill?	Yes	Yes
Federal loan forgiveness?	Yes	No



Add Another Eligible Education Loan

Lender Name

Zip Code

SELECT

SAVE

CONTINUE

Important Information

Refinancing or consolidating private and federal student loans may not be the right decision for everyone. Federal loans do carry some special benefits, for example, public service forgiveness and economic hardship programs, fee waivers and rebates on the principal, which may not be accessible to you after you refinance. Benefits that exist with federal loans and/or private loans could be forfeited by consolidating them into a new private loan.

I UNDERSTAND

[Cancel](#)

Focus on financial awareness and literacy



FEDERAL PARENT PLUS LOAN & PRIVATE COLLEGE AVE PARENT LOAN

Understanding Gap Financing Options For Parents

College AVE STUDENT LOANS

As a parent, you want only the best for your child. Starting college can be an exciting milestone, and if you're pitching in financially, you'll want to explore all of your options. This chart helps you compare our private parent loan with the Federal Parent PLUS loan. Just remember, either way, the loan will be entirely in your name and you're solely responsible for it.

COLLEGE AVE PARENT LOAN	FEDERAL PARENT PLUS LOAN
LOAN FUNDS SENT TO SCHOOL	✓
PORTION OF FUNDS CAN BE SENT DIRECTLY TO THE BORROWER	✓
CHOICE OF FIXED OR VARIABLE RATES	✓
ORIGINATION FEE	None
PAIDMENT REQUIRED TO BE BORROWER	✗
STANDARD REPAYMENT TERM	Choice of 10, 15, or 20 years
FAST APPLICATION PROCESS	3 Minutes (Requires the applicant to have an instant credit check)

As College Ave, parents can choose to pay in full or take monthly payments with no interest.

When it's time to borrow, we give you repayment stress out of paying for college by creating a plan.

COLLEGEAVESTUDENTLOANS.COM

Welcome to the College Budget Planner

College AVE STUDENT LOANS

USE THIS WORKSHEET TO HELP YOU COMPARE THE COST OF EACH COLLEGE AND MAKE A PLAN TO PAY FOR SCHOOL. DON'T FORGET TO INCLUDE ADDITIONAL OUT-OF-POCKET EXPENSES.

COLLEGE COSTS	School #1	School #2	School #3
Tuition & Fees			
BOOK & BOARD: On or off campus vs home			
BOOKS & SUPPLIES: Consider chosen area of study			
TRAVEL: Gas, bus, plane tickets & hotels			
CAMPUS ACTIVITIES: Clubs & events			
Utilities: Laundry, phone & eating out			
TOTAL COST OF ATTENDANCE			
GIFT AID (GRANTS & SCHOLARSHIPS) - MONEY YOU WON'T HAVE TO PAY BACK			
Grants & scholarships from the school			
Federal Pell Grant			
Grants from your state			
Other scholarships			
TOTAL GIFT AID			
TOTAL NET PRICE (Cost of Attendance minus Gift Aid)			

Now that you know how much your family is responsible for, start making a plan on how you'll pay the **NET PRICE**. Tip: Don't forget to factor in these costs each year your student is in school!

OPTIONS FOR PAYING THE NET PRICE	School #1	School #2	School #3
Work-Study Program			
EDUCATION SAVINGS			
Federal Perkins Loan			
Federal Direct Unsubsidized Loan			
Federal Direct Subsidized Loan			
Other Options			
Savings (personal, 529 plan, etc.)			
Payment plan offered by the institution			
Federal Parent PLUS Loans			
Private student or parent loans			

For more helpful tips on paying for college, visit: collegeavestudentloans.com

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American Association of Colleges of Pharmacy AACP

College AVE STUDENT LOANS

Student Budget Worksheet

As a student, it's important to manage your money. Paying close attention to where your money is going will help you identify places to cut back or make smarter choices.

AACP.org/resource/financial-literacy

American Association of Colleges of Pharmacy AACP

College AVE STUDENT LOANS

Credit 101

What It Is And Why It Is Important

AACP.ORG/RESOURCE/FINANCIAL-LITERACY

Common misconceptions of financial aid



We won't qualify for aid

Fill out the FAFSA

My income is too high to qualify

Apply

My income is too low to qualify

Apply

We can't afford a private school

Most don't pay full sticker price

College isn't possible after a job loss

Income reduction could increase aid eligibility

FILL OUT THE FAFSA



During our student session, we asked “What is the range of your current credit score?”. What do you think was the top self-reported choice?

- A. 400-669
- B. 670-739
- C. 740-799
- D. 800-850
- E. Don't know





Over a weekend, rate shopping for auto or student loans harms your credit score.

- True
- False



How long do missed payments stay on a credit report?

- A. 120 Days
- B. 2 Years
- C. 7 Years

Communicating with College Ave is easy



Contact Us

If you have a question, suggestion, or just need a little more detail, you can contact us using any of the options below.



CHAT NOW →



TEXT US* 855-910-0510



EMAIL US →

For Help Applying for a Student Loan



844.422.7502

Mon - Fri: 9 am to 8 pm ET

For Help Servicing or Repaying a Loan



collegeaveservicing.com



844.803.0736

Mon - Fri: 8 am to 8 pm ET

Payment Address

College Ave Student Loans

c/o University Accounting Services

P.O. BOX 5863, Carol Stream, IL

60197-5863

For your students and their families to apply for a College Ave private student loan



**Reminder: to apply, please visit
collegeave.com/aacp**