

KHEAA ADVISOR

simplifying the process

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Staff Highlight

Andrew Weaver | Business Development Representative

Andy Weaver has been involved in the student financial aid profession for more than 30 years.

In 2014 he retired from the position of Director of Student Financial Services at The University of Alabama in Huntsville.

Since retiring, he has provided independent financial aid and enrollment management consulting as well as partnering with other entities to offer outsourcing, operational assessments and compliance reviews for post-secondary institutions.

He joined the KHEAA team in June, 2019 as Business Development Representative, representing institutions located in Alabama, Tennessee, South Carolina, Georgia, North Carolina, Florida and New York.

Andy and his wife Karen have been married for 32 years and have two sons who both attend The University of Alabama in Huntsville.



New Service Offered by KHEAA

KHEAA has launched Be Loan Smart, a new service available to colleges and universities across the United States. Be Loan Smart is a notification of student indebtedness letter that institutions can send out yearly to student loan borrowers.

Currently 10 states mandate some form of a debt letter be sent to students. The remaining states are strongly encouraging the schools do something to address student debt. KHEAA's Be Loan Smart letter is another example of how we help meet your needs.

The "Be Loan Smart" service will:

- Retrieve and process NSLDS Financial Aid History files
- Retrieve and process school files
- Send up to four Be Loan Smart emails per student per year, which includes:
 - Detailed student loan information presented in an easy to understand format
 - Estimated loan payments
 - Cumulative student loan amounts
 - Interest rates
 - Borrowing limit percentages to keep students informed
- Provide access to a free financial literacy web site
- Customize each letter to include school logo and school contact (address, telephone and email)

Institution Responsibilities

- Provided KHEAA with access to pertinent account data for current students for which service is to be provided
- Provide KHEAA with necessary student/borrower data in requested file format
- Execute all necessary third-party agreements with NSLDS

For more information on Be Loan Smart, including pricing, please contact your marketing representative or email marketing@kheaa.com.

Enhancements to the Advantage Education Loan Program

The Advantage Education Loan is one of the few state-based loans available to students and parents regardless of place of residence or location of school attending.

What makes the Advantage loans so unique is that we are a not-for-profit entity and that allows us to maintain lower interest rates than competitors.

Current FIXED interest rates start at 3.50 percent APR with autopay, with the highest rate at 6.99 percent.

New for the 2019-2020 academic year is our addition of the cosigner release after 36 months of consecutive on-time interest and principal payments.

We also extended the period allowed to cover a prior year's balance from 60 days past the end of the loan period to 180 days, the student still must be enrolled in a subsequent term to be eligible.

For more information on the loan rates and benefits go to www.AdvantageEducationLoan.com.

The loans can be certified and disbursed via ElmNet and NDN as well as ScholarNet and CDS.

If you don't have Advantage Education Loans on your lender list, please contact us at 888.678.4625 or marketing@kheaa.com for details on how we can save your students and their families money on their next loan!

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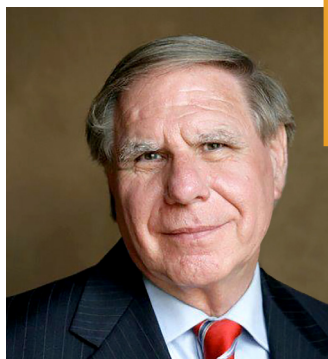
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Need Help with Verification?

Let's face it, everyone can use some help from time to time. If you are short staffed or just need to use your staff in a more efficient manner, then let us help.

KHEAA Verify is a full-service, fully compliant FAFSA verification service. Our dedicated staff conduct every phase of the verification process, which frees up your staff to focus on other important tasks. And the cost is so competitive it can be managed even within the tightest budgets.

If you need someone to take care of everything from contacting the student, ensuring the worksheets are completed, collecting all the documents and making the needed corrections with CPS, then contact us!

Call 888.678.4625 or email marketing@kheaa.com to schedule a webinar or for more details.

Need to Lower your CDR?

You have tried everything and your CDR is still rising. Or maybe you have tried working with a default prevention company and your rate hasn't changed.

Maybe it's time to give KHEAA's Cohort Default Management Service a try. We have a proven track record in lowering delinquencies and an institution's overall cohort default rate.

We work with your entire cohort, not just those that are delinquent – yet our prices are competitive.

For more information or to schedule a webinar, please call 888.678.4625 or email marketing@kheaa.com.



Bryson Davis | Director of Student
Financial Assistance | WKU

School Highlight

Bryson Davis has been interested in finances since the age of five, when he made weekly trips each Saturday morning to deposit part of his allowance into his “passbook savings.” With a background in banking, Davis first began working at Western Kentucky University in the Bursar’s area and made his way to Financial Assistance.

Davis was the first person in the state of Kentucky to become credentialed through NASFAA-U in Return of Title IV Funds, and was recently given the position of WKU’s Director of the Department of Student Financial Assistance.

He considers himself to be an old soul, saying “I enjoy entertaining, cooking, a wide variety of music, theatre, gardening and classic cars. There’s nothing more relaxing than taking a drive out in the country on a cool evening in my ’56 Chevy with the windows down and a cool breeze blowing through my hair.”

In the world of Student Financial Assistance, the services offered



by KHEAA have made all the difference in providing access to quality education for Kentucky students. WKU currently uses KHEAA Verify, Default Management Services, and Debt Letter Services.

Where WKU’s verification process used to take an average of eight weeks to complete, KHEAA now offers verification in less than two weeks. Davis says, “Our students are afforded the highest quality of service, prompt responses and see much quicker service especially in regard to verification processes than we could ever provide with limited staff on campus.”



With conference season rapidly approaching, you or your staff members might be planning to travel to different points across the U.S. attending sessions and hopefully having fun along the way. KHEAA cares about your safety and offers the following tips to help you be mindful of while you prepare for upcoming trips.

Travel Tips

1. Research your destination: Get to know the area before you arrive. Read reviews and ask locals to discover safe neighborhoods near the conference hotels that you can dine or shop in during your free time.

2. Don't draw attention: When you are outside the conference hotel, remove your conference badges. Nothing alerts potential thieves or pickpockets like a conference goer.

3. Be wary of public Wi-Fi: When you use public Wi-Fi you are opening your personal information

up to potential hackers. This includes your banking information, credit card information and social security numbers. If you need internet services, set up a virtual private network (VPN) or have your own hotspot, just make sure it is password protected.

4. Safeguard your hotel room: Always lock and deadbolt the door! You can also buy a door jammer, which is a portable device that slips under the door as an extra layer of protection. Don't let strangers into your room, even if they say they work for the hotel. Check with the front desk to see

if they sent someone up before opening the door.

5. Trust your instincts: Many times your body knows something isn't right long before you have recognized the fact, which is commonly called the "gut instinct." If something or someone is making you feel uncomfortable, trust your instincts and remove yourself from the situation.

Upcoming Events

October

Oct. 6-9 MASFAA (Midwest)
Oct. 7-9 PASFAA (PA)
Oct. 9-11 KASFAA (KY)
Oct. 9-11 TASFAA (TX)
Oct. 16-18 LASFAA (LA)
Oct. 20-23 RMASFAA (Rocky MTN)
Oct. 21-23 SCASFAA (SC)
Oct. 23-25 WASFAA (WI)
Oct. 24-25 AASFAA (AR)
Oct. 30-31 NYSFAAA (NY)

November

Nov. 3-5 CASFAA (CA)
Nov. 4-6 NCASFAA (NC)
Nov. 10-13 MASFAP (MO)
Nov. 13-15 SWASFAA (Southwest)

December

Dec. 3-6 FSA
Dec. 8-10 CAPFAA (CT)

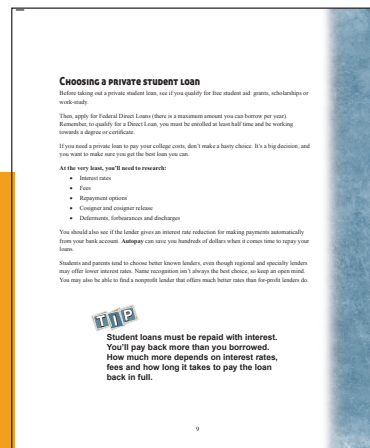
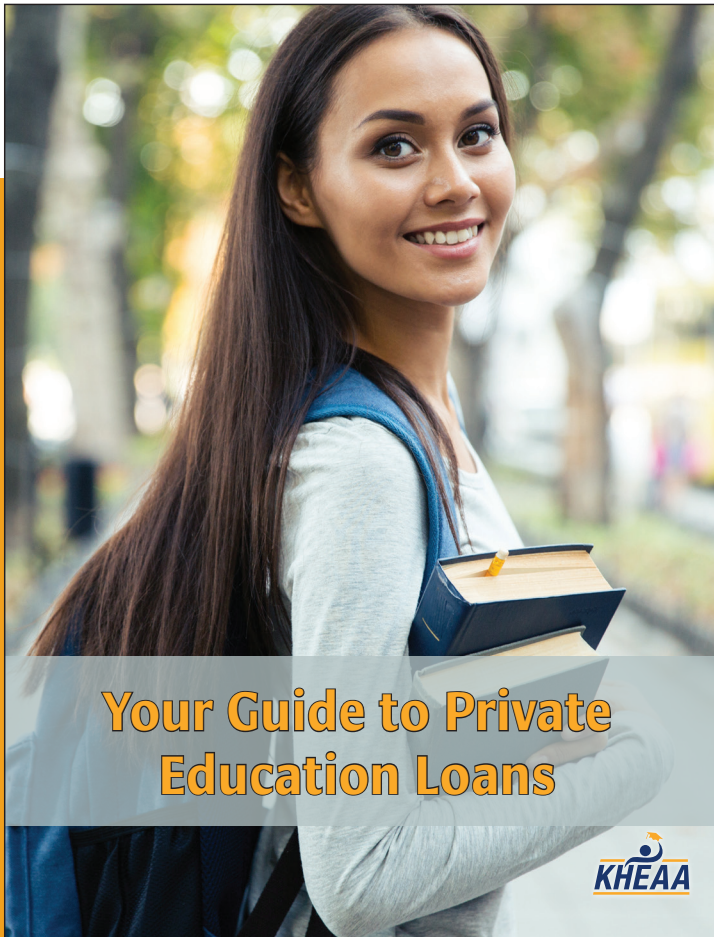


New Publication Now Available

KHEAA has developed an informative booklet, *Your Guide To Private Education Loans*, to help students understand the differences in federal and private loans.

The booklet is free and can be sent to your institution for distribution. Please help us educate students by sharing this material with them.

For your supply of the free guides, contact marketing@kheaa.com.



Publications

College Planning

KHEAA and KHESLC provide a wide variety of publications to help you and your students. Most publications can be ordered from our website, although some are online versions only.



Advantage Loans & KHEAA Services

Advantage Education Loan brochures and flyers can be ordered at kheslc.com. To order KHEAA Services brochures, wall calendars and any other publication, contact your KHEAA or KHESLC marketing representative or email publications@kheaa.com.

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Your Opinion Matters

Do you have a subject you would like to see addressed in the KHEAA Advisor? Someone you would like to see in the School Highlight?

If so, please send your suggestions to Meredith Geraci at mgeraci@kheaa.com.