

KHEAA Advisor

Simplifying the process.

Volume 8 Issue 3 Spring 2017



In This Issue...

NO Fees and FIXED Rates for	
• Advantage Refinance Loans	2
• Advantage Education Loans	3
Cohort Default Management Services	4
KHEAA Verify	5
Staying Connected	6
Publications	7
Events Calendar	8



PO Box 798, Frankfort, KY 40602-0798
800.928.8926
kheaa.com

Advantage Refinance Loans

Advantage Refinance Loans are available for borrowers who want to refinance or consolidate their student loans using our FIXED interest rates.

Borrowers can roll their federal and private student loans into one convenient loan, save on interest charges and get out of debt faster.

The Advantage Refinance Loan offers:

- NO FEES
- FIXED interest rates starting at 3.49% using auto pay
- No prepayment penalty
- Flexible loan terms of 10, 15, 20 or 25 years
- Cosigner release
- Death and disability benefit
- One convenient monthly payment

Eligible Loans

Any school-certified education loans:

- Private education loans
- Parent/Grad PLUS Loans (FFEL/ Direct)
- Federal Loans (FFEL/ Direct)
- Perkins Loans
- School-certified Scholarship Conversion Loans

Borrowers may refinance/consolidate their education loans and any parent loans for which they are the benefitting student. Parents may refinance/consolidate their own student loans and any parent loans they have taken out for their children.



Contact your marketing representative

888.678.4625

marketing@kheaa.com

- Help your students get started
- Add Advantage Education Loan information to Great Lakes Fast Choice and ELM Select
- Order personalized brochure stands, flyers and comparison charts for your school
- Get info on all KHEAA/KHESLC products

We reserve the right to modify or discontinue loan features or benefits or to discontinue loan programs at any time without notice for Advantage Refinance Loans and Advantage Education Loans.

Advantage Education Loans — for Students and Parents

The application process is online, fast and easy! Remember, there are... **NO FEES** on any Advantage Education Loan.

FIXED interest rates — as low as 3.95% using auto pay

Immediate Repayment — Principal Plus Interest

- 4.45% to 7.09% FIXED interest rate
- 0.5% Interest rate reduction for using auto pay
- No fees
- Student status can be less than half-time enrollment
- Repayment begins as soon as the loan is fully disbursed

Immediate Repayment — Interest Only

- 5.09% to 7.09% FIXED interest rate
- 0.5% Interest rate reduction for using auto pay
- No fees
- Student must have at least a half-time enrollment status
- Interest payments begin as soon as the loan is fully disbursed
- Full repayment begins six months after the student leaves school or drops below half-time status

Postponed Repayment

- 5.99% to 7.59% FIXED interest rate
- 0.5% Interest rate reduction for using auto pay
- No fees
- Student must have at least a half-time enrollment status
- Repayment begins six months after the student leaves school or drops below half-time status

Once a loan is disbursed, the repayment plan selected during the application process cannot be changed. A graduated repayment options is available.

The FIXED interest rate is based on the repayment plan selected, the borrower's credit history and other factors. Applying with a creditworthy cosigner may help a borrower qualify and/or receive a lower FIXED rate.

We recommend students maximize scholarships, grants and federal loans before applying for a private loan.



Cohort Default Management Service

Surprised at the draft CDR you have?

KHEAA can help you lower your CDR and get your student borrowers back on track.

Services Offered

- Default Prevention — We contact all borrowers in your cohort. These borrowers are counseled on their repayment, deferment and forbearance options. Special attention is given to borrowers who are reported late on payments. KHEAA continues to work with borrowers even after they have defaulted.
- Early Intervention — We reach out to your students who will soon enter repayment through graduating, withdrawing or dropping below half-time status, to promote successful repayment while still in their grace period.
- Student Transition Service — We provide customized email messages and videos for you to send to your students at critical times during their college career. Messages are divided into categories such as Freshman 101, Academics, Financial Literacy, and Money Management.

Great Results

KHEAA has a strong history of resolving delinquencies for institutions.

If you need help managing your CDR, contact us for a presentation.

- Email marketing@kheaa.com

***Thank you for all the hard work you all do for us.
I don't know what we would do without you!***

— Sandy S. Power, Director of Financial Aid
Maysville Community and Technical College

KHEAA Verify — FAFSA Verification Services



KHEAA Verify is a full-service online FAFSA verification service that follows your school’s verification policies and procedures. Notifications, verification worksheets and reports are customized for your school.

As a full-service provider, we don’t subcontract any portion of the verification process. **Contact us — we can help!**

The right reasons to outsource

- Cost
- Quality
- Consistency
- Compliance with federal regulations
- Simplicity for families and your school
- Enhanced customer service

Benefits of using KHEAA Verify

Lower administration costs

- Reduced workload
- Increased efficiency and productivity
- Inexpensive

Electronic process

- Quick completion
- Online archival of verification forms and processes
- Easy to use
- Fully compliant with federal regulations

Personalized service

- Student self-help options available 24/7
- Individualized customer service support
- Experienced staff: highly trained, educated professionals

Using KHEAA for all our verification processing at BSC allowed us to free up personnel in our office to better focus on other areas that needed our attention.

The improvements in processing were wonderful. Our office became more efficient and focused, and provided improved service to our customers.

When I transitioned to VMI, I again sought the verification services that KHEAA provides. I look forward to working with KHEAA in the future.

— Brian Quisenberry, Financial Aid Director,
Virginia Military Institute (formerly with
Birmingham-Southern College)

Learn how KHEAA Verify can help you and your students:

- Email marketing@kheaa.com

Stay Connected

Get financial aid,
scholarship and money tips
for you and your students!



Like us!

Follow us!

[@kheaa](http://www.twitter.com)
[@kheslc](http://www.twitter.com)

facebook.com/kheaa
facebook.com/kheslc

The Quarterly Quote

Twenty years from now you will be more disappointed by the things that you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails.

— Samuel Clemens, aka Mark Twain

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.

Publications

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. The items below can be ordered [here](#).



The following brochures and flyers can be ordered [here](#).



Contact your KHEAA or KHESLC marketing representative or email Eleanor Kley at ekley@kheaa.com to order these for your office.



- Overview of KHEAA Services
- KHEAA Verify - FAFSA Verification Service
 - Cohort Default Management Service
 - Advantage Education Loans
 - Advantage Refinance Loans



2017–2018 Academic year wall calendar (17.5" x 24")

Mark Your Calendar

April 11–13	AASFAA Conference, Florence, Ala.
April 12–14	KASFAA Conference, Topeka, Kans.
April 14	KHEAA/KHESLC/KAPT closed half day for Good Friday
April 19–21	KASFAA Conference, Bowling Green, Ky.
April 23–26	TASFAA Conference, Murfreesboro, Tenn.
April 23–26	VASFAA Conference, Virginia Beach, Va.
April 26–28	WVASFAA Conference, Davis, W. Va.
April 29–May 2	COSUAA Annual Conference, Albuquerque, N.M.
April 30–May 2	SACUBO Annual Meeting, Ft. Lauderdale, Fla.
<hr/>	
May 25	KHEAA/KHESLC/KAPT Board Meeting , Somerset, Ky. (tentative)
May 29	KHEAA/KHESLC/KAPT closed for Memorial Day
May 30–June 2	FASFAA Annual Conference, Orlando, Fla.
May 31–June 2	GASFAA Annual Conference, Pine Mountain, Ga.
<hr/>	
June 14–16	MASFAA Annual Conference, Starkville, Miss.
June 19–24	SASFAA Summer 2017 New Aid Officer's Workshop, Jacksonville, Ala.
June 26–29	NASFAA National Conference, San Diego, Calif.
June 26–30	AACRAO Summer Institute for International Admissions, Arlington, Va.
July 4	KHEAA/KHESLC/KAPT closed for Independence Day
July 9–11	AACRAO Technology & Transfer Conference, New Orleans, La.
Sept. 14–16	NACAC National Conference, Boston, Mass.
Oct. 11–13	KASFAA Fall Conference, Lexington, Ky.
Nov. 28–Dec. 1	FSA Training Conference, Lake Buena Vista, Fla.

More events can be found on the websites for [NASFAA](#) and [NACAC](#).