



KHEAA
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KHEAA ADVISOR

SIMPLIFYING THE PROCESS

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RATES & BENEFITS

Student Loan: NO fees, fixed rate as low as 4.01% APR* with auto-pay

Parent Loan: NO fees, fixed rate as low as 4.01% APR* with auto-pay

Refinance Loan: NO fees, fixed rate as low as 3.74% APR** with auto-pay



**ADVANTAGE
Education Loan**

Contact your marketing
representative at
888.678.4625
marketing@kheaa.com

ADVANTAGE EDUCATION LOANS

Advantage Student Loan:

The Advantage Student Loan is a great option if a student needs more money for college. To qualify, the borrower must: be enrolled at an eligible school, be the age of majority at the time of application based on student's state of permanent residence, be a U.S. citizen or non-citizen with proof of residency card, and have an acceptable income and credit history or an approved cosigner.

Advantage Parent Loan:

The Advantage Parent Loan is a great option for parents of undergraduate and graduate students who need additional money for college. To qualify, the parent must: be the parent or stepparent of an eligible student, be a U.S. citizen or non-citizen with proof of residency card, and have an acceptable income and credit history or an approved cosigner.

ADVANTAGE REFINANCE LOANS

The Advantage Refinance Loan is one of the few loans in the nation that lets borrowers consolidate both private and federal education loans into one convenient loan.

- Fixed interest rates as low as 3.74% APR* with auto-pay
- 0.25% Interest rate reduction for using our auto pay service
- NO FEES!
- Flexible terms of 10, 15 or 20 years

* APRs are based on a freshman borrower with excellent credit and a \$10,000 loan with a 10, 15 or 20 year term.

** APR is based on a borrower with excellent credit, a \$10,000 loan using auto-pay and a 10-year repayment term.

To find more information on our loans visit
AdvantageEducationLoan.com



COHORT DEFAULT MANAGEMENT

Our Cohort Default Management Service consists of three services to choose from to work with your student borrowers.

- **Early Intervention Services** – reaches out to your students who have recently separated or dropped below half-time status to ensure they have all the information needed to be prepared for repayment. For those students who have withdrawn, we try to determine the reason and encourage them to re enroll.
- **Default Prevention** – contacts all students in your cohort and counsels them on their repayment, deferment and forbearance options. Getting the borrower into successful repayment terms is the main objective of this service.
- **Student Transition Service** – provides customized email messages and videos geared to students at critical times during their college careers. Messages focus on Freshmen Year, Academics, Campus Life, and Financial Literacy/Money Management.

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 at Maysville Community and Technical College

KHEAA Verify

KHEAA is proud to offer [KHEAA Verify](#), a fully automated verification service that conducts your student verification needs quickly and easily.

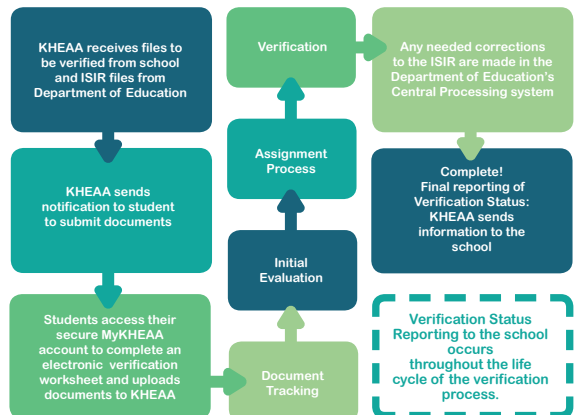
Our team of experts will become a virtual extension of your office without the expense and time of hiring and training new staff.

Benefits of using KHEAA Verify as your institution's verification service are:

- Electronic process
- Online archival of verification forms and processes
- Reduced workload for you and your staff
- Increased efficiency and productivity
- Lower administration costs
- Compliance with federal regulations
- Personalized customer service
- Verification conducted by experienced staff
- Inexpensive
- Easy to use

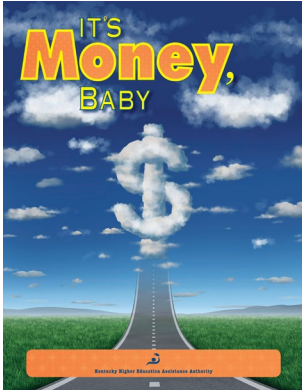


KHEAA Verify Processing



Contact us — we can help!
888.678.4625
marketing@kheaa.com

Financial literacy resources for students



Students can make use of financial literacy resources from KHEAA.

KHEAA's "It's Money, Baby" booklet helps students learn the basics

of banking, credit cards, interest and protecting themselves from fraud. For free copies, email publications@kheaa.com. Please remember to include a mailing address.

The agency's regional outreach counselors can also present "It's Money, Baby" programs for Kentucky schools and for other groups. KHEAA has 13 counselors across the state of Kentucky. To find the counselor for each region, visit www.kheaa.com and click on the KHEAA Outreach Services link under the Counselors tab.

When disadvantaged students overlook elite colleges

When students do not attend the most selective colleges their qualifications suggest they could, it is called undermatching.

By undermatching, capable students with less advantage might miss out on the advantages of attending elite institutions — exacerbating a trend in which affluent students dominate the pipeline of those positioned for leadership roles.

Those who undermatch — who are predominantly low-income and students of color — are less likely to graduate within four years or six years, than their peers.

Reasons for undermatching are many. They may not have been made aware of their college options, or did not learn about their options in time to meet deadlines. For others, it may be that a student feels that college is cost-prohibitive or simply out of their league.

Solutions are unclear, but one idea that has bounced around is for college-admissions offices to give extra weight to the applications of low-income students.

Source: NASFAA headlines



Student loan forgiveness gets \$350M boost

Borrowers who meet all requirements for the Public Service Loan Forgiveness program, except for being enrolled in graduated or extended repayment plans, received good news in the federal spending bill, according to CNBC.

Congress appropriated \$350 million to let those borrowers take advantage of the forgiveness program.

To qualify, borrowers must have a Direct Student Loan, have worked in an eligible public service job for 10 years, and have made all of their student loan payments in full and on time during those 10 years.

The forgiveness is on a first-come, first-served basis until the \$350 million is gone, so borrowers should apply as soon as possible.

KASFAA and SASFAA volunteers needed

Both KASFAA and SASFAA are only as good as their volunteers, and they need your time, talent, ideas and insight.

There are so many areas to volunteer. Everyone is welcome; introverts and extroverts can help! People with big ideas, and those who can tackle the fine details. Passion and urgency, as well as level heads and thoughtful pauses, are needed. This will all bring a genuine diversity that addresses students and administrators throughout the Commonwealth and the southern region.

Please consider a role within KASFAA and SASFAA. If you can commit to serving in one way or another, join [KASFAA](#) and [SASFAA](#) and volunteer!

2018 KASFAA election results

President-Elect	Bob Fultz
Vice President of Training	Robin Buchholz
Secretary	Brooke Gupton
2-Year Public Representative	Michael Barlow
Proprietary Schools Representative	Joni Penland



Upcoming 2017-18 Online Courses

The National Association of Student Financial Aid Administrators (NASFAA) provides [NASFAA U](#) — an educational program offering professional development for financial aid administrators.

NASFAA Policy Update

May 22, 2018 - NASFAA Policy Update webinars provide an opportunity for the NASFAA membership to ask policy and regulatory questions. NASFAA staff will be on hand to answer questions and offer explanations.

Top Five Compliance Issues and How to Avoid Them

June 6, 2018 - In this session, we will review the top five compliance issues identified by the Department of Education, and discuss ways to avoid them.



AskRegs Knowledgebase Answers: *Are we required to complete verification before performing professional judgement?*

Generally under 34 CFR 668.53(c), if the student is selected for verification by either the Central Processing System (CPS) or by the school, verification must be completed before the financial aid administrator may exercise professional judgment (PJ). However, according to relatively recent guidance on page AVG-113 of the 2018–19 FSA Handbook, “you do not have to verify information that you will entirely remove due to PJ.”

Head to the AskRegs Knowledgebase for the full answer to this question and for credible and reliable solutions to your other pressing regulatory and compliance questions.

Staff Highlight



Rachel Pickett
Supervisor of Guarantee & School Services

As the Supervisor of Guarantee and School Services, Rachel Pickett's responsibilities include managing the Cohort Default Management and Default Aversion call centers,

developing reports and identifying key trends in client school's delinquency and default rates, regularly visiting schools to discuss progress, and occasionally assisting the marketing department with RFPs and presentations.

Rachel joined KHEAA/KHESLC in 2013, starting out on the Default Prevention Team in the Louisville office and moving into a supervisor role in October of 2013.

Rachel graduated from Centre College in 2011 with a degree in Economics. She is currently a student at Campbellsville University and will graduate in May with an MBA. Rachel has also been an active member of KASFAA since 2014.

Rachel can be contacted at rpickett@kheaa.com or at 502-696-7387

AskRegs Knowledgebase Answers:

Can We Reverse, Waive, or Cancel Verification for Students We Institutionally Selected?



According to guidance NASFAA has received from the Department of Education (ED), as long as the institution has not submitted anything to ED indicating the student was selected for verification (i.e., the verification flag), it may reverse its decision to select that student for verification. However, per the 2018–19 FSA Handbook, after you have indicated to ED that a student has been selected, you must complete the verification.

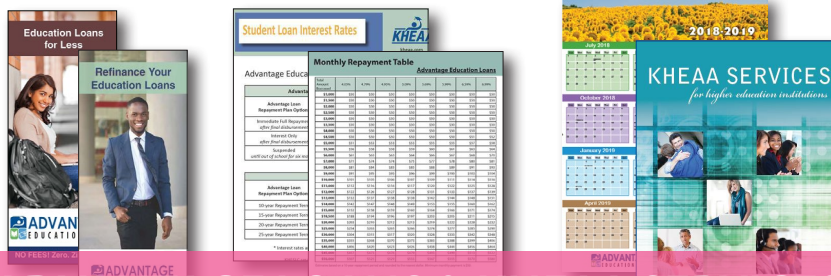
View the full answer to this question for more detailed information, as well as search for answers to your other pressing regulatory and compliance questions, in NASFAA's AskRegs Knowledgebase.

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



ADVANTAGE LOANS & KHEAA SERVICES

Advantage Education Loan brochures and flyers can be ordered [here](#). To order KHEAA Services brochures, wall calendars and any other publication, contact your KHEAA or KHESLC marketing representative or email Publications@kheaa.com.

Stay Connected

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



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

Quarterly Quote

“Education is the passport
to the future, for tomorrow
belongs to those who prepare
for it today.”

- Malcolm X

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.

Mark Your Calendar

May 28	KHEAA/KHESLC/KAPT closed for Memorial Day
May 29–June 1	FASFAA Conference—Naples, FL
May 30–June 1	GASFAA Conference—Young Harris, GA
June 1–8	RMASFAA Summer Institute Colorado Springs, CO
June 5–6	VASFAA Conference—Burlington, VA
June 10–13	MSFAA Training—Thompsonville, MI
June 13–15	MASFAA Conference—Philadelphia, MS
June 24–27	NASFAA Conference—Austin, TX
July 18–20	ACT Enrollment Management Summit Denver, CO

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