





KHEAA and The Student Loan People Borrower Incentives and Benefits
COST COMPARISON FOR STUDENT LOANS AND REPAYMENT OPTIONS 2007/2008
 Illustration for Stafford Loans

| | Stafford Loan without incentives | | William O. Ford Federal Stafford Loan | | The Student Loan People | | | | | | | | | | | |
|--|----------------------------------|---------|---------------------------------------|---------|--|----------|---|-----------|---|-----------|---|-----------|------------------------------|-----------|-----------------|-----------|
| | | | | |  | |  | |  | |  | | | | | |
| | \$10,000 | | \$10,000 | | \$10,000 | | RNs, LPNs, LVNs \$10,000 | | Special Category Nurses \$10,000 | | Teachers \$10,000 | | Special Category \$10,000 | | \$10,000 | |
| Loan Principal Borrowed | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 | |
| Origination Fee Charged to Student | 1.5% | \$150 | 1.5% | \$150 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 |
| Guarantee Fee Charged to Student | 1% | \$100 | 1% | \$100 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 |
| Principal Disbursed to Student | | \$9,750 | | \$8,750 | | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 | | \$10,000 |
| Post-Disbursement Borrower Benefits | | | | | | | | | | | | | | | | |
| • 0.25% ACH payment discount | No | | Yes | | Yes | | Yes | | Yes | | Yes | | Yes | | Yes | |
| • 3.5% Principal Forgiveness after first 30 consecutive, on-time payments | No | | No | | Yes | (\$350) | Yes | (\$350) | Yes | (\$350) | Yes | (\$350) | Yes | (\$350) | Yes | (\$350) |
| Additional Benefits | | | | | | | | | | | | | | | | |
| • Annual Interest Forgiveness after each year of service in profession | No | | No | | No | | Yes | (\$3,441) | Yes | (\$3,441) | Yes | (\$3,441) | Yes | (\$3,441) | Yes | (\$3,441) |
| • Up to 20% Principal Forgiveness after each year of service in profession | No | | No | | No | | No | | Yes | (\$9,650) | No | | Yes | (\$9,650) | Yes | (\$9,650) |
| Interest Paid by Student (10 years @ 6.8%) | | \$3,810 | | \$3,656 | | \$3,441 | | \$3,441 | | \$3,441 | | \$3,441 | | \$3,441 | | \$3,441 |
| Total Cost to Student | \$13,810 | | \$13,656 | | \$13,091 | | \$9,650 | | \$0 | | \$9,650 | | \$0 | | \$0 | |
| Savings to Student** | | | \$154 | | \$719 | | \$4,160 | | \$13,810 | | \$4,160 | | \$13,810 | | \$13,810 | |

** Represents the total cost of a Stafford loan utilizing all benefits available as compared to the total cost of a Stafford loan without any borrower incentives
 For loans disbursed prior to 6/30/08
 The Student Loan People 12/07