

Student Loan Proposal for **SUNY At Fredonia**

3/14/2025



Working together to help your students achieve their educational goals

We are best known as the leading provider of private student loans, but we are much more than that. As an education solutions company, we're committed to providing families with the resources they need for every step of their higher education journey.

Free, accessible tools and resources

No matter where students are on their educational path, we have the tools to help them succeed.

College Planning

- Scholly® Scholarships by SallieSM
- Interactive FAFSA® Guide

Social

- HACKED YouTube series
- Campus Underground Podcast
- Pixels+ Video series
- Affirmations

Blog

- Student Hub blog articles on crucial topics such as
 - Applying for financial aid
 - Tips for building your credit score
 - Managing mental health
 - Finding student deals and discounts



With *Scholly*® *Scholarships by Sallie*SM, students can easily find and sort through thousands of college scholarships. The best part? It's free, super easy to use, and requires no registration.

Flexible loan products

Our suite of loan programs is designed to meet the needs of students who are:

- Enrolled full-time, half-time, or less than half-time
- Undergraduate, graduate, certificate, or continuing education
- Participating in study-abroad programs
- U.S. citizens, or U.S. permanent residents
- Non-U.S. citizens, including DACA students, applying with a creditworthy cosigner who is a U.S. citizen or U.S. permanent resident

We can disburse funds up to 30 days in advance of the loan period start date. From the time of borrower application, we can disburse in as few as 5 days when they opt to receive electronic communications.

Comprehensive

We'll work with students to help them get the money they need to cover education expenses when grants, scholarships, and federal student loans aren't enough. Applicants can easily estimate their financing needs early in the application process and apply once to pay all their school-certified expenses for an entire year.* To allow for greater flexibility to cover unmet needs, eligible students can also request additional loan funds up to 21 days prior to the end of the loan period without an additional credit check. As always, funds require school certification.

We also have a generous prior balance policy, covering up to 365 days past the end of the loan period.*

Cosigner release*

Borrowers can apply to release their cosigner from the loan after they graduate, make 12 on-time principal and interest payments, and meet certain credit requirements.*

More options

We offer flexible repayment features including:

- Graduated repayment period*: Qualifying students can make 12 monthly interest-only payments for one year, giving them time to get established before making full principal and interest payments.
- Payment options: Students can return to their original in-school repayment option while they go to grad school or begin an internship or residency program.*

Connected

Our dedicated relationship management team, School Solutions, School AssistSM, and customer call centers are ready to answer questions, each time you or your student(s) contact us.

**Please refer to the disclosures for additional information.*

About us

Lender Name:

Sallie Mae Bank®

Website:

salliemae.com

Phone:

Originations Contact Center: 855-756-5626

Servicing Contact Center: 800-4SALLIE (800-472-5543)

Military Benefits line: 855-534-2668

International: 877-416-0012

Financial aid administrators: 844-8-ASSIST (844-827-7478)

Support for your students

Our commitment to customer success

Providing excellent customer care means valuing the customer, putting their needs first, and providing them with helpful and timely information and resources.

U.S.-based support: 100% of our employees, including student loan customer service representatives, are right here in the United States.

Flexible connections: Customers can choose to reach us by phone, chat, self-service, emails, and more.

- **By phone:** Applicants can call us toll-free at 855-756-5626 from 8 a.m. to 9 p.m. ET, Monday through Thursday, 8 a.m. to 8 p.m. ET Friday, and 10 a.m. to 2 p.m. ET on Saturday. Borrowers with servicing inquiries can call us toll-free at 800-472-5543 from 8 a.m. to 8 p.m. ET, Monday through Friday.
- **Chat:** We know many customers and applicants prefer a real-time chat service. It's available on the product pages and many of the servicing pages throughout the site.
- **IVR:** Borrowers can get real-time loan information, 24/7, with a world-class IVR phone system. Customers have options for self-service functionality through the IVR to quickly complete tasks or be routed to speak with a representative.
- **Our mobile app provides anytime, anywhere access** to loan information.
- **Dedicated customer support for servicemembers:** Military borrowers can call us toll-free at 855-534-2668 or be routed to a military benefits representative after calling 800-472-5543 (800-4SALLIE). Our military customer service team provides servicemembers with information they may need about SCRA benefits, managing private student loans, including options for making or deferring student loan payments, while on active military service or during deployment.

Manage your private student loans page: Students can access information on managing their loans without needing to log in. With info on payment options, special circumstances, military benefits, cosigner responsibilities, and more, we're helping to make it easier to handle your loans.

Resolving issues fast so students can focus on their education. Our agents are trained to resolve most customer concerns right then and there. If a customer is struggling financially, we work to understand their situation and find a solution designed to lower their monthly payments and get them back on track. These solutions can include extended repayment schedules, temporary interest rate reductions, and, if appropriate, short-term hardship forbearance, suited to their individual circumstances.

**Please refer to the disclosures for additional information.*

Our online loan management platform provides borrowers with 24/7 secure, online access to their Sallie Mae-serviced loans that allows them to:

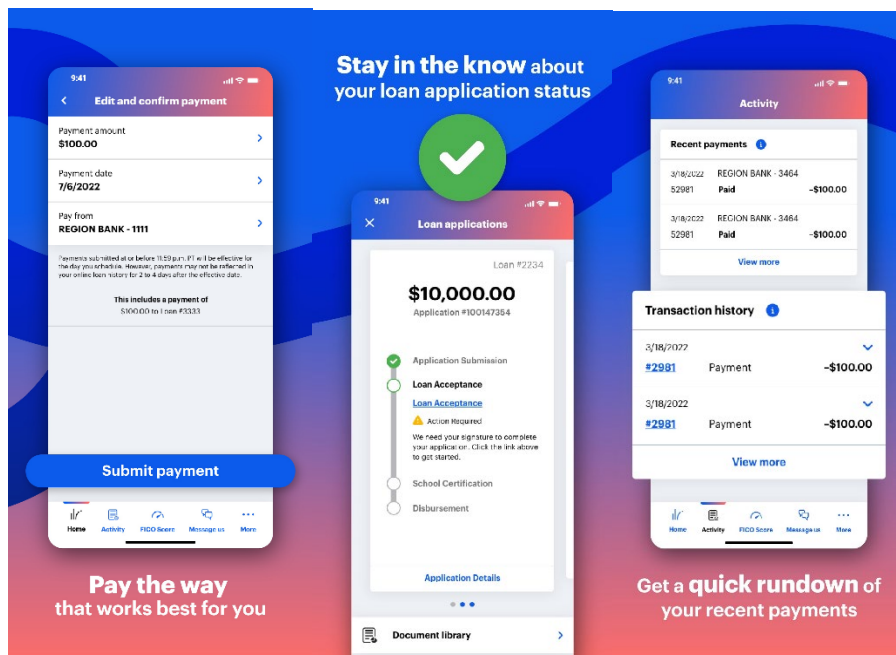
- Make one payment for multiple loans or pay each loan individually
- Save up to 10 bank accounts for future use
- Access up-to-date loan information
- Enroll in or stop automatic debit payments
- Make additional payments on accounts already enrolled in automatic debit
- Pay more than the minimum amount due for auto debit—and pay down loans faster—with our designated amount feature
- Modify automatic debit bank account information
- View additional loans individually
- Update contact information

- Search for and view account transactions
- Link directly to the Statements & Documents page to print tax and monthly billing statements and to access correspondence history for up to 12 months
- Pay more than the Current Amount Due on higher interest rate loans
- View online transaction history
- Schedule, view, and delete pending payments.
- Pay off a loan
- Schedule payments up to 89 days in the future
- View their FICO® Score and key factors affecting their score, which are updated quarterly*
- Request certain repayment programs
- Change their due date
- Update their enrollment status

**Refer to the disclosures for additional information*

The Sallie Mae app is the easiest way for borrowers to make and manage their student loan payments right from their smart phones and other digital devices. Customers can make student loan payments, check the status of a loan application, and view loan information including current balance, total amount due, interest rate, and payment history. Loan payments can also be made directly from an Apple Watch.®

In addition, our website, salliemae.com, is fully responsive, which means that borrowers can view it easily on a phone, tablet, or laptop.



Research

As part of our commitment to helping families on their higher education journey, we also conduct and publish research that uncovers meaningful insights about families' experiences with saving and planning for education after high school, including school choice and how they cover the cost of college. Our flagship report, *How America Pays for College*, provides a snapshot for families, schools, and public policy experts. View the full report at salliemae.com/howamericapaysforcollege.

Blog

The Student Hub is a resource for students and their families with articles covering topics relevant to all phases of the education journey. Some of our topics include:

- Finding and applying for scholarships
- FAFSA® tips
- Tips for success in school
- Repayment success
- Building credit

**Please refer to the disclosures for additional information.*

Private loan products

Sallie Mae Smart Option Student Loan[®]

The Smart Option Student Loan can help your students cover school costs after they've exhausted scholarships and financial aid.

Convenient: One and done—apply once to pay for the year

Students can save time by applying once for the money they need for the whole year.

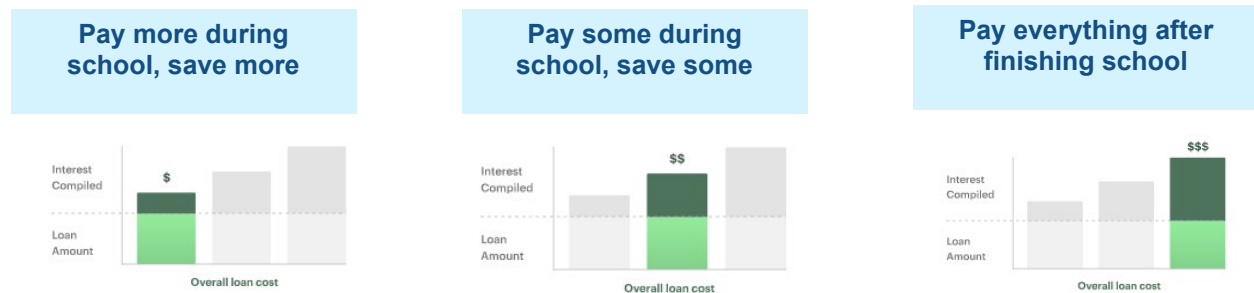
Comprehensive

Students can apply for the money they need to pay for their undergraduate costs – bigger ones like tuition and housing, and smaller ones like books and a laptop.*

Customized: Letting students choose what works for them

The Smart Option Student Loan offers students a choice of variable or fixed interest rates and three repayment options.

Multiple repayment options



Pay more during school and save more

How the interest repayment option works: Make interest payments every month while in school and during the 6-month grace period to lower total loan cost.*

Pay some during school, save some

How the fixed repayment option works: Make payments of \$25* every month while in school and during the 6-month grace period to lower total loan cost.

Pay everything after finishing school

How the deferred repayment option works: No payments until time in school and the 6-month grace period have ended.

*Please refer to the disclosures section for additional information. To view a typical repayment example, visit salliemae.com/ratesheet.

No origination fee or prepayment penalty*

*Please refer to the disclosures section for additional information. To view a typical repayment example, visit salliemae.com/ratesheet.

Eligibility

The Smart Option Student Loan's flexibility makes it an ideal solution for students who are

- Attending full-time, half-time, and less than half-time, including summer term or winter term
- Enrolled in certificate programs, professional training, or online courses
- Taking prerequisite courses
- U.S. citizens or U.S. permanent residents
- Non-U.S. citizen students residing in and attending school in the U.S., including DACA students, must apply with a creditworthy cosigner (who must be a U.S. citizen or U.S. permanent resident)

Features that set your students up for success

- **Cosigner release.** Borrowers may apply to release their cosigner from the loan after they graduate, make 12 on-time principal and interest payments, and meet certain credit requirements.*
- **Coverage of prior balances.** Students who have graduated or were previously enrolled may be eligible to use the Smart Option Student Loan to pay for an existing balance for an enrollment period within the past 365 days.*
- **Pay less.** Students can receive a 0.25 percentage points interest rate reduction when they enroll in and make monthly payments by auto debit.*
- **The Graduated Repayment Period.** Lets qualifying students choose to make 12 interest-only payments after their grace period; there is an 18-month enrollment window to apply for this benefit.*
- **Track credit health with free quarterly FICO® Scores.** Borrowers and cosigners can view their FICO® Scores by logging in to their Sallie Mae account online or on the Sallie Mae app. They'll also receive access to key factor(s) affecting their score and educational content to help them understand why viewing their FICO® Score is important.*
- **Death and disability loan forgiveness.** If a student dies or becomes totally and permanently disabled and is unable to work in any capacity, their Sallie Mae student loan may be eligible to have the remaining current balance waived.

Students who choose the interest repayment option will receive an interest rate that is typically 1 percentage point lower than students who choose the deferred repayment option. This will result in savings for the borrower for the life of the loan.*

**Please refer to the disclosures section for additional information. To view a typical repayment example, visit salliemae.com/ratesheet.*

Pricing*

For the most recent Sallie Mae® private loan rates and repayment examples, please visit www.salliemae.com/ratesheet.

Sallie Mae® Graduate School Loan

Graduate students aren't all the same. Graduate student loans shouldn't be either. We've designed our suite of degree-specific graduate loans with repayment flexibility and features to meet your students' unique needs.

Regardless of the program of study, our loans offer a choice of two interest rate types and three repayment options, so your students can choose whatever best fits their financial and professional goals. All our graduate loans require school certification.

Multiple repayment options

Pay later

Deferred repayment option: No payments while in school or during grace.

Pay a little and save

Fixed repayment option: Payments of \$25* every month while in school and during grace, saving on the total loan cost when compared to our deferred repayment option.

Pay interest and save even more

Interest repayment option: Interest payments every month while in school and during grace; the interest rate and total loan cost will likely be lower than with the deferred and fixed repayment options.

*To view a typical repayment example, visit salliemae.com/ratesheet.

Features that set your students up for success

- **No origination fee or prepayment penalty.***
- Students can apply once for up to 100% of school certified costs for the entire school year, like tuition, fees, books, housing, meals, travel, and technology—with no aggregate loan limit.
- **Cosigner release*:** Borrowers may apply to release their cosigner from the loan after they graduate, make 12 on-time principal and interest payments, and meet certain credit requirements.*
- **Coverage of prior balances:** Students who have graduated or were previously enrolled may be eligible to use the graduate loans to pay for an existing balance for an enrollment period within the past 365 days.*
- **Graduated Repayment Period:** Qualifying students can choose to make 12 monthly interest-only payments after their grace period; there is an 18-month enrollment window to apply for this benefit.*
- **Death and disability loan forgiveness:** If a student dies or becomes totally and permanently disabled and is unable to work in any capacity, their Sallie Mae student loan may be eligible to have the remaining current balance waived.
- **Pay less for their loan with a 0.25 percentage point interest rate reduction** when they enroll in and make monthly payments by auto debit.*
- **Track credit health with free quarterly FICO® Scores:** Borrowers and cosigners can view their FICO® Scores by logging in to their Sallie Mae account online or on the Sallie Mae app. They'll also receive access to the key factor(s) affecting their score and educational content to help them understand why knowing their FICO® Score is important.*
- **15-year repayment term*** with no prepayment penalty*

*Students who choose to make monthly interest payments while in school may receive an interest rate that is 0.50 percentage points lower than those who choose to defer making payments. This will result in savings for the borrower over the life of the loan.**

- **Start life after school with a six-month grace period.*** Interest capitalization (unpaid interest added to principal amount) will occur at the end of the grace period
- **Internship deferment of up to 48 months***

**Refer to the disclosures for additional information.*

**To view a typical repayment example, visit salliemae.com/ratesheet. Refer to the disclosures for additional information.*

Loan eligibility

The Graduate School Loan is available for graduate students who are

- Attending full-time, half-time, or less than half-time, including summer term and online courses
- Enrolled in a masters, doctoral, or graduate certificate program
- U.S. citizens or U.S. permanent residents
- Non-U.S. citizen students who reside in and attend school in the U.S., including DACA students, must apply with a creditworthy cosigner (who must be a U.S. citizen or U.S. permanent resident)

Pricing*

For the most recent Sallie Mae® private loan rates and repayment examples, please visit www.salliemae.com/ratesheet.

Supporting counselors and financial aid professionals

Helping to make your job easier

You'll have access to materials and presentations to help students and their families make informed financial decisions and understand their options to pay for school. Your Sallie Mae relationship manager can give you more information on any of these materials. You can also find information at salliemae.com/finlittools.

Sallie Mae's School Assist Team: 844-827-7478 (844-8-ASSIST)

- Responds quickly to private loan origination questions
- Supports your preferred certification and disbursement process
- Updates student enrollment and processes forms

Your relationship manager, Stephanie Stock

- Provides product knowledge, financial literacy expertise, and training
- Offers education and resources to help families plan for college
- Shares best practices and industry-related trends
- Serves as a resource for loan processing inquiries
- Communicates important school-level loan usage information

Sallie Mae's School Solutions Group, Connie Ingham

- Provides loan origination process set-up and process reengineering
- Facilitates staff training on all Sallie Mae loan processing software and products
- Serves as an additional resource for loan processing inquiries
- Assists with CommonLine file communication setup and inquires

Fast, reliable private loan processing using your preferred method

Loans can be processed on the industry's major loan processing platforms, including OpenNet (our own system), and ELMOne. OpenNet can also be used to view supplementary, real-time loan information regardless of which preferred system you chose. We also work with multiple Central Disbursing Agent platforms, including ELM NDN.

Disclosures

We encourage students and families to start with savings, grants, scholarships, and federal student loans to pay for college. Evaluate all anticipated monthly loan payments, and how much the student expects to earn in the future, before considering a private student loan.

Smart Option Student Loan and Graduate School Loan Eligibility: Sallie Mae loans are subject to credit approval, identity verification, signed loan documents, and school certification. Smart Option Student Loans are for students at participating schools and are not intended for students pursuing a graduate degree. Graduate student loans are available for students at participating degree-granting graduate schools. Student or cosigner must meet the age of majority in their state of residence. Students who are not U.S. citizens or U.S. permanent residents must reside in the U.S., attend school in the U.S., and apply with a creditworthy cosigner (who must be a U.S. citizen or U.S. permanent resident). Requested loan amount must be at least \$1,000.

Smart Option Student Loan and Graduate School Loan Rate Availability: Interest is charged starting when funds are sent to the school. With the Fixed and Deferred Repayment Options, the interest rate is higher than with the Interest Repayment Option and Unpaid Interest is added to the loan's Current Principal at the end of the grace/separation period. Payments may be required during the grace/separation period depending on the repayment option selected. Variable rates may increase over the life of the loan.

Payments may be required during the grace period depending on the in-school repayment option selected by the student or cosigner.

RATES AND OTHER INFORMATION ADVERTISED ARE VALID AS OF FEBRUARY 25, 2025. VARIABLE RATES MAY GO UP OR DOWN DUE TO AN INCREASE OR DECREASE IN THE LOAN'S INDEX. SALLIE MAE ALSO RESERVES THE RIGHT TO MODIFY OR DISCONTINUE PRODUCTS, SERVICES, AND BENEFITS AT ANY TIME WITHOUT NOTICE. APPLICANTS SHOULD CHECK SALLIEMAE.COM FOR THE MOST UP-TO-DATE PRODUCT INFORMATION.

Cost of attendance: For applications submitted directly to Sallie Mae, loan amount cannot exceed the cost of attendance less financial aid received, as certified by the school. Applications submitted to Sallie Mae through a partner website will be subject to a lower maximum loan request amount. Miscellaneous personal expenses (such as a laptop) may be included in the cost of attendance for students enrolled at least half-time.

Help your students explore federal loans and compare to make sure they understand the terms and features. Private student loans that have variable rates can go up over the life of the loan. Federal student loans are required by law to provide a range of flexible repayment options, including, but not limited to, income-based repayment and income-contingent repayment plans, and loan forgiveness and deferment benefits, which other student loans are not required to provide. Federal loans generally have origination fees, but are available to students regardless of income.

Graduated Repayment Period (GRP): GRP allows interest-only payments for the initial 12-month period of repayment when the loan would normally begin requiring full principal and interest payments or during the 12-month period after GRP request is granted, whichever is later. At the time of the GRP request, the loan must be current. The borrower may request GRP only during the six billing immediately preceding and the twelve billing periods immediately after the loan would normally begin requiring full principal and interest payments. GRP does not extend the loan term. If approved for GRP, the Current Amount Due that is required to be paid each month after the GRP ends will be higher than it otherwise would have been without GRP, and the total loan cost will increase.

Prior Enrollment Period: Loans are available to cover costs for a prior enrollment period if the last date of the enrollment period is no more than 365 days prior to the loan's first disbursement date. The student must have been enrolled within the period covered by the loan. When applying for the loan, the student must be enrolled in school or have graduated and must not have withdrawn with no intention of re-enrolling, as verified by the school. Loans must be used only for expenses that are directly billed by the school and included in the school's cost of attendance.

Smart Option Student Loan, and Graduate School Loan Residency/Internship/Clerkship/Fellowship Deferment: To apply for this deferment, customers and an official from the internship, clerkship, fellowship, or residency program must complete and submit a deferment form to us for consideration. If approved, the loan will revert back to the same repayment option that applied during the in-school period for up to 12 months. Smart Option Student Loan borrowers can apply for and receive a maximum of five 12-month deferment periods. Graduate School Loan borrowers can apply for and receive a maximum of four 12-month deferment periods. Interest is charged during

the deferment period and Unpaid Interest will be added to the Current Principal at the end of each deferment period, which will increase the Total Loan Cost.

Smart Option Student Loan, and Graduate School Loan Return to School Deferment: During the deferment period, loans return to the repayment option that was applicable during the in-school period. The maximum deferment period is 48 months. Interest is charged during the deferment period and Unpaid Interest will be added to the Current Principal at the end of each deferment period, which will increase the Total Loan Cost.

Cosigner Release: Only the borrower may apply for cosigner release. To do so, they must first meet the age of majority in their state and provide proof of graduation (or completion of certification program), income, and U.S. citizenship or permanent residency (if their status has changed since they applied). In the last 12 months, the borrower can't have been past due on any loans serviced by Sallie Mae for 30 or more days or enrolled in any hardship forbearances or modified repayment programs. In addition, the borrower must have paid ahead or made 12 on-time principal and interest payments on each loan requested for release. The loan can't be past due when the cosigner release application is processed. The borrower must also demonstrate the ability to assume full responsibility of the loan(s) individually and pass a credit review when the cosigner release application is processed that demonstrates a satisfactory credit history including but not limited to no: bankruptcy, foreclosure, student loan(s) in default or 90-day delinquencies in the last 24 months. Requirements are subject to change.

Death and Disability Loan Forgiveness: If a student dies or becomes totally and permanently disabled and is unable to work in any capacity, their Sallie Mae student loan may be eligible to have the remaining current balance waived.

Auto debit: The borrower or cosigner must enroll in auto debit through Sallie Mae to receive a 0.25 percentage point interest rate reduction benefit. This benefit applies only during active repayment for as long as the Current Amount Due or Designated Amount is successfully withdrawn from the authorized bank account each month. It may be suspended during forbearance or deferment.

Quarterly FICO® Score: Borrowers and cosigners with an available FICO® Score and a Sallie Mae loan with a current balance greater than \$0, may receive their score quarterly after the first disbursement of their loan. The FICO® Score provided to borrowers and cosigners is the FICO® Score 8 based on TransUnion data, and is the same score that Sallie Mae uses, along with other information, to manage borrower and cosigner accounts. FICO® Scores and associated educational content are provided solely for the borrower's and cosigner's own non-commercial personal review, use and benefit. This benefit may change or end in the future. FICO® is a registered trademark of the Fair Isaac Corporation in the United States and other countries.

No prepayment penalty: Although we do not charge a penalty or fee if the borrower prepays his/her loan, any prepayment will be applied as outlined in the promissory note - first to Unpaid Fees and costs, then to Unpaid Interest, and then to Current Principal.

Student Loan Payment Amount Estimator: Sallie Mae does not guarantee the estimator's accuracy or applicability to a person's individual circumstances. The estimated monthly payment assumes a fixed payment amount and fixed interest rate for the life of the loan and does not account for a variable interest rate. The estimate does not account for missed payments, the use of deferment or forbearance, or any required minimum monthly payment amount for a particular loan. For new loans, this estimate does not account for any payments made during the in-school and grace/separation periods, or any interest that accrues or capitalizes during that time. For Sallie Mae loans entering principal and interest repayment, this estimate does not factor in accruing interest or any payments made between now and when the loan enters principal and interest repayment.

By submitting this proposal, Sallie Mae agrees only to the terms set forth in this proposal. Sallie Mae reserves the right to revise this proposal at any time. To the extent that items included in this proposal differ from the Request for Proposal, this proposal constitutes a counter-proposal with respect to the terms that differ. All intellectual property resulting from performing any work in connection with this proposal belongs to Sallie Mae. For purposes of this proposal, "Sallie Mae" means SLM Corporation and its subsidiaries, including Sallie Mae Bank.

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Apple, iPhone, Apple Watch, Siri, and the Apple logo are registered trademarks of Apple Inc. App Store is a registered service mark of Apple Inc.

FAFSA is a registered service mark of the U.S. Department of Education, Federal Student Aid.

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