

# Understand your interest rate options

*Wells Fargo offers you the choice of variable and fixed interest rates.  
Each option has unique advantages to consider before choosing your rate.*

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## How are they different?

### Variable interest rates

- Generally provide a lower initial rate than fixed rates
- The interest rate may increase or decrease over the life of the loan
- Monthly payments may increase or decrease over the life of the loan

### Fixed interest rates

- The interest rate remains the same over the life of the loan
- Allow you to better predict how much total interest you'll pay on your loan
- Monthly payments will remain the same over the life of the loan

Included are two Application Disclosures; one for the variable interest rate and one for the fixed interest rate. The Application Disclosures will help you understand the terms of the loan program and the cost of taking the loan.

Please review the pages carefully before choosing your interest rate.

Together we'll go far



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Education Financial Services  
 P.O. Box 5185  
 Sioux Falls, SD 57117-5185  
 1-800-658-3567  
 FAX: 1-800-456-0561

## Loan Interest Rate & Fees

Your **starting interest rate** will be between

**4.000%** and **8.750%**

After the starting rate is set, your rate will then vary with the market.

### Your Starting Interest Rate (upon approval)

The starting interest rate you pay will be determined after you apply. It will be based upon your credit history and other factors, including cosigner credit and your/cosigner's relationship with the Bank. If approved, we will notify you of the rate you qualify for within the stated range.

### Your Interest Rate during the life of the loan.

**Your rate is variable.** This means that your rate could move lower or higher than the rates on this form. The variable rate is based upon the Prime Rate (a publicly available interest rate we use to set the variable rate). For more information on this rate, see the reference notes.

Although your rate will vary, **it will never exceed 18%** (the maximum allowable for this loan).

### Loan Fees

**Application Fee:** \$0.00 **Origination Fee:** The fee that we charge to make this loan is 0.000%.

**Loan Guarantee Fee:** 0.000% **Repayment Fee:** 0.000% **Late Charge:** \$28.00 **Returned check charge:** \$0.00

## Loan Cost Example

The total amount you will pay for this loan will depend on the actual amount required to payoff the loans you select for consolidation. These examples provide estimates based upon two (2) different repayment terms that may potentially be available to you, depending on credit history and Total Loan Amount.

Repayment Option	Amount Provided (amount paid to others on your behalf)	Interest Rate (highest starting possible rate)	Loan Term (how long you have to pay off the loan)	Total Paid over <b>15 years</b> (includes associated fees)
<b>MAKE FULL PAYMENTS</b> Pay both the principal and interest	\$50,000.00	8.750%	15 years starting after your first payment	\$89,949.60

### About this example

The repayment example is based on a \$ 50,000 loan with a 15 year repayment term. It is based on the **highest starting rate currently charged** and associated fees.

Repayment Option	Amount Provided (amount paid to others on your behalf)	Interest Rate (highest starting possible rate)	Loan Term (how long you have to pay off the loan)	Total Paid over <b>20 years</b> (includes associated fees)
<b>MAKE FULL PAYMENTS</b> Pay both the principal and interest	\$50,000.00	8.750%	20 years starting after your first payment	\$106,046.40

### About this example

The repayment example is based on a \$ 50,000 loan with a 20 year repayment term. It is based on the **highest starting rate currently charged** and associated fees.

## Next Steps

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### To Apply For This Loan, Complete the Application.

If you are approved for this loan, the loan terms will be available for 30 days (terms will not change during this period, except as permitted by law and the variable rate may change based on the market).

## Reference Notes

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### Variable Interest Rate

- This loan has a variable interest rate, that is based on a publicly available index, the Prime Rate. Your rate will be calculated each month by adding a margin between 0.750% and 5.500% to the Prime Rate. The Index (which is equal to the Prime Rate) is subject to a contractual minimum of 3.250%.
- The rate will not increase more than once a month and will never exceed 18% (the maximum allowable for this loan).
- **Wells Fargo Relationship Discount** - The Wells Fargo Relationship Discount will apply if the borrower or any cosigner has and maintains a Qualified Relationship with the Bank. Please ask the Bank about what constitutes a "Qualified Relationship" if you have any questions about this feature. Further Relationship Discount details are set forth in the Loan Request/Consumer Credit Agreement.

### Eligibility Criteria

#### Borrower:

- Must be a U.S. citizen or a permanent resident alien without conditions and with proper evidence of eligibility. For permanent resident aliens, a U.S. citizen cosigner is required.
- Must be at the age of majority or older at the time of the application. The age of majority is 18 years old in all states except Alabama and Puerto Rico. The age of majority in Alabama is 19. The age of majority in Puerto Rico is 21.

#### Cosigner:

- Most borrowers will need a cosigner for this loan. Rates are typically higher without a cosigner.
- Must be at the age of majority or older at the time of the application. The age of majority is 18 years old in all states except Alabama and Puerto Rico. The age of majority in Alabama is 19. The age of majority in Puerto Rico is 21.

### Other Important Information

- Loan amounts of up to \$100,000 depending on credit history and debt to income.
- Repayment term of 15 or 20 years depending on credit history and Total Loan Amount.

### Bankruptcy Limitations

- If you file for bankruptcy you may still be required to pay back this loan.

**More information about loan eligibility and repayment deferral options is available in your loan request/consumer credit agreement.**



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## Loan Interest Rate & Fees

Your interest rate will be between

**7.490%** and **12.290%**

After the rate is set, it will be fixed for the entire term of the loan.

### Your Interest Rate (upon approval)

The interest rate you pay will be determined after you apply. It will be based upon your credit history and other factors, including cosigner credit and your/cosigner's relationship with the Bank. If approved, we will notify you of the rate you qualify for within the stated range.

### Your Interest Rate during the life of the loan.

**Your rate is fixed.** This means that your interest rate will never change during the life of your loan. For more information on this rate, see the Reference Notes.

**Your rate will not change after you are approved.**

### Loan Fees

**Application Fee:** \$0.00 **Origination Fee:** The fee that we charge to make this loan is 0.000%.

**Loan Guarantee Fee:** 0.000% **Repayment Fee:** 0.000% **Late Charge:** \$28.00 **Returned check charge:** \$0.00

## Loan Cost Example

The total amount you will pay for this loan will depend on the actual amount required to payoff the loans you select for consolidation. These examples provide estimates based upon two (2) different repayment terms that may potentially be available to you, depending on credit history and Total Loan Amount.

Repayment Option	Amount Provided (amount paid to others on your behalf)	Interest Rate (highest starting possible rate)	Loan Term (how long you have to pay off the loan)	Total Paid over <b>15 years</b> (includes associated fees)
<b>MAKE FULL PAYMENTS</b> Pay both the principal and interest	\$ 50,000.00	12.290%	15 years starting after your first payment	\$ 109,699.20

### About this example

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<b>MAKE FULL PAYMENTS</b> Pay both the principal and interest	\$ 50,000.00	12.290%	20 years starting after your first payment	\$ 134,565.60

### About this example

The repayment example is based on a \$ 50,000 loan with a 20 year repayment term. It is based on the **highest starting rate currently charged** and associated fees.

## Next Steps

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### **To Apply For This Loan, Complete the Application.**

If you are approved for this loan, the loan terms will be available for 30 days (terms will not change during this period, except as permitted by law).

## Reference Notes

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### **Fixed Interest Rate**

- **Wells Fargo Relationship Discount** - The Wells Fargo Relationship Discount will apply if the borrower or any cosigner has and maintains a Qualified Relationship with the Bank. Please ask the Bank about what constitutes a "Qualified Relationship" if you have any questions about this feature. Further Relationship Discount details are set forth in the Loan Request/Consumer Credit Agreement.

### **Eligibility Criteria**

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