SOLUTIONS TO HELP YOUR "CREDIT INVISIBLE" STUDENTS GET FUNDING WITHOUT A COSIGNER

Presented By:

Ascent
Loans that power bright futures

MPower Financing

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THE PROBLEM

• Lack of financial support impairs the probability of a student graduating college
• Students are relying on alternative ways to help pay for college
• Private student loan market is focused on cosigners, not students

THE SOLUTIONS

• Options for Domestic Students
• Options for International Students
TODAY’S PRESENTERS

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Students are responsible for paying for college

High school students driving college choice decisions

80% of high school seniors are the final decision maker in selecting college choice

Students are responsible for paying for college – parents

Source: Perceptions & Realities of Paying for College (2019)
The cost of college matters to students

- Cost is the #1 factor in selecting a college; over 57% of students & parents agree
- 92% of high school seniors are concerned about their ability to pay for college
- 65% of college parents state they underestimated the total cost of their student education

Source: Perceptions & Realities of Paying for College (2019)
Students struggle covering school related costs

College students covering school related costs waiting

- Personal savings
- Family, friends
- New job, more hours
- Loan via family/friend
- Credit card
- Other

College students sacrificing food & school supplies to cover the gap in funding

- 51% of college students went without food.
- 49% of college students without school supplies.

What Students are Going Without to Make Ends Meet

Source: Perceptions & Realities of Paying for College (2019)
STUDENTS ARE LOOKING FOR NEW FINANCIAL OPTIONS

College majors should be priced differently
Non-cosigned loans are attractive options
Future income based payments increase confidence

Source: Perceptions & Realities of Paying for College (2019)
THE RESULT – STUDENTS FACE CHALLENGES

• More domestic and international students are in school today with greater needs than ever before.

• Students and families face significant challenges to find funding for college.

• Students who are achieving academic success are being denied private financing when applying for a loan without a cosigner.

• Certain groups of students lack access to traditional credit markets:
  o Students who lack sufficient credit and a qualified/willing cosigner represent a growing population of students that need financing alternatives.
  o Students who have exhausted eligibility for federal aid programs.
THE RESULT – THE FUNDING CHALLENGE

- Few loan options are available and are offered by even fewer organizations without any input from the school.

- “Typical” private student loan programs require a high FICO score or a creditworthy cosigner.

- “Typical” private student loan programs that are offered have:
  - Low approval rates.
  - Do not provide alternative options for schools to finance certain academic programs or groups of students.
Private lenders focus primarily on cosigners.

Institutional loans and tuition discounts fill the GAP left by traditional loan programs.

THE RESULT – THE FUNDING CHALLENGE
"Being young I don’t have a strong credit history, I also didn’t have anyone in my family who could be a cosigner for a loan. Ascent made it possible for me to have my own loan without the help of others...

I was able to take my education into my own hands. They were able to help me when I didn’t have any external financial assistance from family. I’m thankful I found them when looking at student loan options.”

- Nikara M., Student Borrower
WHAT’S DIFFERENT - ASCENT’S NON-COSIGNED OPTION

- **ONLY national lender offering non-cosigned loans** to domestic students – the non-cosigned option is available at 1,800+ schools
  - Ascent considers several factors which may include: creditworthiness, school, program, graduation date, major, cost of attendance, and other factors that could allow for students to obtain a loan in their own name without a cosigner.

- **ONLY lender to incorporate financial literacy** into the borrower application.

- **ONLY lender to counter offer** a lower approved amount to students who are declined for the full amount they requested.

- **Benefits for students** include 1% Graduation Cash Reward + ACH interest rate reduction.
Ascent – Non-Cosigned Overview

Eligibility
College juniors, seniors and graduate students that are full-time enrolled (or expected to graduate within 6 months) in a degree program at an eligible institution.
- MUST be U.S. citizens or have U.S. permanent resident status.
- MUST have satisfactory academic performance of 2.5 GPA or greater.

Rates
Variable and Fixed: Competitive rates calculated monthly

Repayment
Deferred Repayment: Start payments up to six months after leaving school. *Graduated repayment

Terms
Flexible 5 year, 10-year or 15-year repayment terms. There is no penalty for early repayment.

Discounts
- 0.25% interest rate reduction for payments made via automatic debit.
- New 1% Graduation Cash Reward

Forget Fees
No origination, disbursement or loan application fees.

Loan Limits
Minimum of $2,000 & maximum of $200,000 (aggregate)

Learn more at www.AscentStudentLoans.com/NoCosigner
Introduction: Education Funding for International Students

Empowering Global Citizens for Global Change
Our Mission

We enable high-promise global citizens to further their academic and financial aspirations because we believe that socio-economic mobility should be borderless.
We have global presence
We work with top universities and have processed over $1B in loan applications!

- 50 states where we operate through a bank partner
- 350+ top universities work with us
- $1 Billion in loan applications to date
- 200+ countries whose citizens we support

#1 Student Loan for International Students for 2019
- NerdWallet
Our unique model enables us to serve international students exceptionally well

Our partnership with colleges and universities ensures students are aware of their options.

Credit algorithm & proprietary data allows for forward-looking credit evaluation.

Cloud-based application and paperless process is easy for students and maximizes data security.

Global servicing capabilities enable students to make seamless payments from anywhere in the world.
MPOWER provides a 21st century loan for international students

We do not require cosigner, collateral, or a U.S. credit history

- **Fixed rates** avoid interest rate fluctuations and facilitate budgeting
- **Interest rate discounts** for regular payments and graduation
- **10-year term, $50K maximum loan amount**
- **Covers tuition, housing, meals** and other school expenses
- **Direct disbursement to the school** avoids administrative hassles
- **Builds U.S. credit** through small payments while in school
- **Visa support letters** help with U.S. immigration
- **No prepayment penalty** to encourage money-saving early payoff
Loan Program Details

- **Fixed pricing for international students compare favorably with home-country loans**
  - Graduates: 11.99% (10.49% with interest rate discounts)
  - Undergraduates: 13.99% (12.49% with interest rate discounts)
  - Interest rate discounts up to 1.50%
  - Origination fee of 5%, added to balance and term of loan

- **Loan amounts covers wide range**
  - $2,001 minimum
  - $25,000 max per academic term
  - $50,000 lifetime limit

- **Other**
  - Covers past due balances of up to 180 days
  - Repayment begins 45 days after disbursement, interest only
  - Why interest-only payments while in-school and during six (6) month grace period?
    - Avoids paying ‘interest on interest’
    - Allows students to benefit from interest rate discounts sooner
    - Builds U.S. credit history
    - Instills financial discipline early on
We reward great behavior and academic success with generous borrower benefits!

Easy and attainable ways to for students to earn interest rate reductions

0.50% REWARD + 0.50% REWARD + 0.50% REWARD = 1.50% TOTAL REWARD

For signing up for auto-pay from a bank account

For making six continuous months of payments while on auto-pay

For providing proof of graduation and employment

These discounts add up!
We are more than a private lender

Career preparation for international students requires unique and tailored solutions.

- Career resources and readiness assessment
- Resume review
- Mock interviews
- Networking support
- Job and internship opportunities
We lend to students from 200+ countries

The top 10 countries our int’l approved borrowers come from are India, Nigeria, Brazil, China, Korea, Mexico, Ghana, Canada, Pakistan and Colombia.

Excluded countries are Cuba, Iran, South Sudan, Syrian Arab Republic
Q & A
THANK YOU! PLEASE VISIT US AT BOOTH OR CONTACT US:

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