

# 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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# Wells Fargo Student Loan for Career and Community Colleges

## Application and Solicitation Disclosure



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

|  |   |     |  |   |
|--|---|-----|--|---|
|  | % | and |  | % |
|--|---|-----|--|---|

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**                      (the maximum allowable for this loan).

#### Loan Fees

**Application Fee:** \$                      **Origination Fee:** The fee that we charge to make this loan is                      %.  
**Loan Guarantee Fee:**                      % **Repayment Fee:**                      % **Late Charge:** \$                      **Returned check charge:** \$

### Loan Cost Examples

The total amount you will pay for this loan will vary depending upon when you start to repay it. This example provides estimates based upon three (3) different repayment options available to you while enrolled in school.

| Repayment Option  | Amount Provided<br>(amount provided directly to your school) | Interest Rate<br>(highest starting possible rate) | Loan Term<br>(how long you have to pay off the loan) | Total Paid over years<br>(includes associated fees) |
|---|--|---|--|---|
| <b>1. DEFER PAYMENTS</b><br>Make no payments while enrolled in school. Interest will be charged and added to your loan        | \$   | %   | years<br>starting <u>after</u> the deferment period  | \$  |
| <b>2. PAY ONLY THE INTEREST</b><br>Make interest payments but defer payments on the principal amount while enrolled in school | \$   | %   | years<br>starting <u>after</u> the deferment period  | \$  |
| <b>3. MAKE FULL PAYMENTS</b><br>Pay both the principal and interest amounts while enrolled in school                          | \$   | %   | years<br>starting after your first payment           | \$  |

#### About this example

The repayment example assumes that you remain in school for                      years and have a                      month grace period before beginning repayment of the                      year repayment term. It is based on the **highest starting rate currently charged** and associated fees.

# Federal Direct Loan Alternatives

| Loan Program                            | Current Interest Rates by Program Type |
|---|--|
| PERKINS for Students                    | % fixed                                |
| STAFFORD for Students                   | % fixed Undergraduate subsidized       |
|   | % fixed Undergraduate unsubsidized     |
|   | % fixed Graduate unsubsidized          |
| PLUS for Parents                        | % fixed                                |
| PLUS for Graduate/Professional Students | % fixed                                |

You may qualify for Federal education loans.

For additional information on student loan options, **contact your school's financial aid office or the Department of Education at:**

[www.federalstudentaid.ed.gov](http://www.federalstudentaid.ed.gov)

## Next Steps

### 1. Find Out About Other Loan Options

Some schools have school-specific student loan benefits and terms that are not detailed on this form. Contact your school's financial aid office or visit the Department of Education's website at [www.federalstudentaid.ed.gov](http://www.federalstudentaid.ed.gov) for more information about other loans.

### 2. 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

### 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 % and % to the Prime Rate. The Index (which is equal to the Prime Rate) is subject to a contractual minimum of %.
- The rate will not increase more than once a month and will never exceed % (the maximum allowable for this loan).
- **Wells Fargo Relationship Discount** - The Wells Fargo Relationship Discount will apply for the life of the loan if the borrower or any cosigner has a Qualified Relationship with the Bank at any time between the application and issuance of the Final Disclosure. 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 enrolled as an undergraduate or graduate student at an eligible school, and seeking a degree, certificate, or license.
- Must be a U.S. Citizen, permanent resident alien without conditions, or an international student who is a temporary resident alien with a current U.S. address and with proper evidence of eligibility. For permanent and temporary resident aliens, a U.S. citizen cosigner is required.
- Must meet credit, debt to income, and employment requirements on your own or apply with a cosigner that meets such requirements.

#### Cosigner:

- Most students will need a cosigner for this loan to meet underwriting requirements. Rates are typically higher without a cosigner; however, cosigners are not required for qualifying student borrowers.

#### Borrower/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.

#### Cosigner Release:

- A cosigner may be released from the loan if the borrower is a U.S. Citizen and requests release of the cosigner after the first 24 consecutive monthly payments are made on time, no forbearances/modifications were granted for hardship reasons during those 24 months, and the borrower meets a full credit evaluation at the time of the request.

#### Bankruptcy Limitations

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

**More information about loan eligibility and repayment deferral options will be available in your Loan Request/Consumer Credit Agreement.**

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Your **interest rate** will be between

% and  %

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