

More options. More flexibility.

When scholarships, grants, and federal student loans aren't enough, it's time to talk about considering a responsible private loan. The Sallie Mae Smart Option Student Loan gives you the flexibility of three in-school repayment options so you can choose the best option for you.

INTEREST REPAYMENT

Pay interest while in school and for six months after school.

FIXED REPAYMENT

Pay just \$25 a month while in school and for six months after school.^{1,7}

DEFERRED REPAYMENT

Defer payments until after school, or pay as much as you want while in school, to enjoy maximum flexibility.¹

New for Academic Year 2013–14!

Lower rates for graduate students — The APRs on new Smart Option Student Loans can be lower than the APR on the PLUS Loan for Graduate Students.^{1,8}

Graduated Repayment Period⁹ — The Smart Option Student Loan is the only private student loan featuring a Graduated Repayment Period,¹⁰ providing budget flexibility for graduating students. Students who graduate and maintain their Sallie Mae loans in good standing can request to make 12 interest-only payments instead of full principal and interest payments after their separation period.

¹ Interest rates for the Fixed and Deferred Repayment Options are higher than for loans with the Interest Repayment Option. Variable rates may increase after consummation. Interest is charged while in school and during the 6 month separation period. Any interest that remains unpaid when the borrower enters full repayment will be added to their loan balance. Graduate student pricing is available on new Sallie Mae Smart Option Student Loans made to graduate students, with applications submitted April 1, 2013 or later. Graduate student pricing on the Smart Option Student Loan is limited to students enrolling in a Masters/Doctorate level degree program. Graduate Certificate/Continuing Education course work is not eligible for graduate student pricing.

² Recurring payment must be successfully deducted from designated account for rate reduction to apply. Benefit suspended during forbearances and certain deferments.

³ The Tuition Insurance Benefit is tuition refund insurance that covers up to \$2500 per semester (\$5000 total per policy) and is available with loans that first disburse between 7/1/13 and 10/31/13. Borrowers are automatically enrolled at the first loan disbursement. Benefit must be activated within four months of first disbursement to receive twelve months of coverage. To process the benefit, information will be shared with Sallie Mae Insurance Services, their underwriters, and their providers. If the loan is cancelled, coverage terminates. Individuals may be enrolled in only one Tuition Insurance Benefit at a time. Benefit is offered through Sallie Mae Insurance Services®, a service of Next Generation Insurance Group, LLC, a licensed insurance producer. For insurance licensing information, visit SallieMae.com/Insurance. Coverage is underwritten by Market Insurance Company, Deerfield, IL; Administrative Office: Glen Allen, VA.

⁴ Primary borrower can earn reward into his or her active Upromise account of 2% of the scheduled loan payment amount for each on-time payment during the in school and separation periods. Loan payments must remain current to be eligible for the reward. Benefit and Upromise membership subject to the terms and conditions of the Upromise service, as may be amended from time to time. Upromise Accounts are not FDIC insured, carry no bank guarantee and may lose value.

⁵ Only the student loan borrower can link Upromise and loan accounts. Cosigners, parents, family, and friends may direct their Upromise earnings to the Upromise account of a student loan borrower to help them pay down their loans. Smart Option Student Loans and other student loans may not be eligible for linking, to view details and how Upromise earnings are applied to student loans please visit www.upromise.com/loanlink. Upromise account balances of \$10 or more will be transferred to help pay down linked student loans on a quarterly basis. Access to Upromise is not limited to Sallie Mae loan customers.

⁶ Loan forgiveness is not available to borrowers residing in Alaska or Montana.

⁷ This informational repayment example uses typical loan terms available to an undergraduate borrower enrolled in four academic years who elects the Fixed Repayment Option and has a \$10,000 loan with two disbursements and a 7.21% variable APR: 51 payments of \$25 per month, 119 payments of \$140.28 per month, and one payment of \$114.17, for a total paid of \$18,082.49. This informational repayment example uses typical loan terms available to a graduate borrower who elects the Fixed Repayment Option and has a \$10,000 loan with two disbursements and a 7.12% variable APR: 27 payments of \$25 per month, 59 payments of \$216.41 per month, and one payment of \$200.75, for a total amount paid of \$13,643.94.

⁸ Explore federal loans and compare to ensure you understand the terms and features. Smart Option Student Loans that have variable rates can go up after consummation and do not have many of the repayment alternatives like Income-Based Repayment, Extended Repayment, and certain types of deferments that are available with federal loans. Federal loans generally have origination fees.

⁹ Available for loans that first disburse on or after 7/1/13 to finance academic periods that begin on or after 7/1/13 at a degree-granting institution. Graduated Repayment Period (GRP) requires interest payments for the initial 12-month period of repayment when you would normally begin making full principal and interest payments (which typically begins six months after graduation) or during the 12-month period after your request is granted, whichever is later. At the time you request GRP, you must have graduated with no interruption in enrollment, be current on payments, and not have been late on payments on this or any other Sallie Mae serviced loans. You may request GRP only during the two billing cycles immediately preceding and the two billing cycles immediately after your loan would normally begin requiring full principal and interest payments. GRP does not extend the term of the loan. If you are approved for GRP, your principal and interest payments will be higher than if GRP did not apply, and your total loan cost will increase.

¹⁰ Based on a 2/25/13 review of competitors loan programs and repayment features.

¹¹ To qualify, borrower must be a U.S. citizen or permanent resident, and meet the underwriting requirements when the release request is processed.

¹² Sallie Mae Insurance Services is a service of Next Generation Insurance Group LLC, a licensed insurance producer. For insurance licensing information please visit our website: <https://salliemaeinsurance.com/licensing-information>. Sallie Mae, Inc. is not a licensed insurance producer or insurance carrier. Insurance programs offered through Next Generation Insurance Group are underwritten by authorized insurance carriers. All insurance is subject to the terms and conditions of the actual policy purchased and will contain reductions, limitations, exclusions and termination provisions. Coverage may not be available in all states. SMSOSL MKT6426 0313



Smart Option Student Loan[®]

IT'S TIME TO TALK ABOUT
HOW YOU'RE GOING TO
PAY FOR SCHOOL
Let Sallie Mae[®] be part of the conversation



The Smart Option Student Loan
Flexible Choices, Low Rates,
No Origination Fees

FOR DEGREE-GRANTING INSTITUTIONS

Academic Year 2013-14 (March)

Features of the Smart Option Student Loan

Now that you have chosen the right school, it's time to talk about choosing the right student loan. With the Smart Option Student Loan you can borrow up to 100% of your school-certified education costs (minimum \$1,000). Plus, it offers:

- ▶ **A choice of competitive rates for undergraduate students.** Variable interest rates from 2.25% APR – 9.37% APR. We also offer fixed interest rates from 5.74% APR – 11.85% APR.¹
- ▶ **New lower rates for graduate students.** Variable interest rates from 2.25% APR – 7.27% APR. Fixed interest rates from 5.74% APR – 8.56% APR.¹
- ▶ **No origination fees and no prepayment penalty.**
- ▶ **A lower interest rate.** Get a **0.25 percentage point interest rate reduction** while enrolled to make scheduled monthly payments by automatic debit.²
- ▶ **A quick credit result.** Applying online is fast and easy. It only takes **about 15 minutes to apply** and get a credit result.
- ▶ **Increased peace of mind with the Tuition Insurance Benefit.** Covers up to \$5,000 of tuition lost due to a covered medical withdrawal.³ Available at no cost to you with loans that first disburse July 1 through October 31, 2013.
- ▶ **Smart Reward® – 2% Cash Back.** Students who become Upromise® members (which is free to join) and choose the Interest or Fixed Repayment Option can get a Smart Reward in their Upromise account of 2% of their scheduled monthly payments that are made on time while in school.⁴
- ▶ **Upromise Loan Link®.** Lets students transfer their rewards to their Sallie Mae student loan account to help pay down their eligible Sallie Mae student loans.⁵ **Learn more at Upromise.com**
- ▶ **Death and disability loan forgiveness.** If a student borrower dies or becomes permanently and totally disabled, Sallie Mae will waive all remaining payments on the loan.⁶

A cosigner can help make college and graduate school possible

Finding a parent or any other creditworthy individual to cosign your loan can make the investment more manageable, allowing you to focus on what's important while you're in school — successfully completing your education.

Benefits of getting a cosigner:

- ▶ Helps improve your chances for approval
- ▶ Can help you secure a better interest rate
- ▶ Allows your cosigner to share in the cost

Plus, it doesn't need to be a lifetime commitment. You can apply to **release your cosigner** after you've graduated and made 12 consecutive on-time principal and interest payments.¹¹

Help protect your investment in higher education

Sallie Mae Insurance Services® offers a suite of products designed to help protect you and your investment.¹² Our solutions include:

- ▶ Tuition Protection
- ▶ Student Housing Protection
- ▶ The Student Protection Plan™, with a unique bundle of benefits specially designed for college students

For more information or to enroll, go to:
SallieMae.com/Insurance

APPLY TODAY! ABOUT 15 MINUTES IS ALL YOU NEED.

SallieMae.com/SmartLoan
or call 1-866-972-5004



ENCOURAGING RESPONSIBLE BORROWING

Sallie Mae has helped more than 30 million Americans pay for college since 1972. We encourage students and families to supplement savings by exploring grants, scholarships, and federal student loans before they consider a Sallie Mae private education 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 benefits, which other student loans are not required to provide. Federal direct loans are available to students regardless of income.

This information is for borrowers attending degree-granting institutions only. Credit criteria and eligibility requirements apply.

WE RESERVE THE RIGHT TO MODIFY OR DISCONTINUE PRODUCTS, SERVICES, AND BENEFITS AT ANY TIME WITHOUT NOTICE. CHECK SALLIEMAE.COM FOR THE MOST UP-TO-DATE PRODUCT INFORMATION.

Information advertised valid as of February 25, 2013. Terms and conditions apply to the Upromise service. Participating companies, contribution levels and terms and conditions are subject to change at any time without notice. Go to upromise.com to learn more. Smart Option Student Loans are made by Sallie Mae Bank® or a lender partner.

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