

Empowering Students to Reach Their Life Goals

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Financing Education

Iowa Student Loan's mission is to help Iowans obtain the resources necessary to succeed in postsecondary education so that they can ultimately reach their life goals

Stress Drivers for Student Borrowers

- Difficulty in understanding & comparing cost of attendance across schools
- Difficulty in differentiating between billable direct & non billable indirect costs
- Failure to understand that they don't need to borrow all or any of the loans listed on their award letter
- Reliance on education loans even when family has the ability to reduce or forgo taking student loans

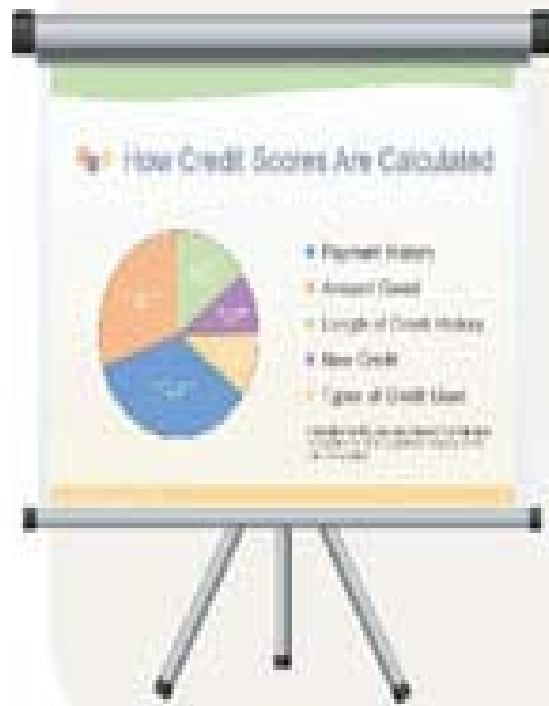
Empowering Students & Parents with Education

- **Before college** by providing free money management program for all Iowa middle schools, high school FL challenge
- **During college** by providing them transparent and competitive supplemental funding options and educating them on financial literacy topics
- **After college** by helping its customers to have a positive and successful loan repayment experience

Before College Financial Literacy Initiatives

- Middle school financial literacy curriculum
 - 12-week money management curriculum provided to Iowa middle school teachers at no cost
- High school financial literacy
 - Created Iowa-based financial literacy challenge for high school students
 - Encouraged participation by offering \$1,000 cash awards to 30 high schools and publicizing program
 - 44 Iowa high schools participated

During College



2,840

College students attended financial literacy presentations through Dec. 31, 2012.



Student Game Plan

**Educating students &
Parents
Before and after borrowing**

Student Loan Game Plan Results



On average, **17% of student loan applicants** who complete the Applicant's Guide to Successful Borrowing **reduce their loan amount by an average of \$2,000.**



Federal officials have noted Student Loan Game Plan as a **best practice model for private student loan** providers.



Iowa Student Loan is exploring how **lowa high schools can incorporate** the high school version of Student Loan Game Plan **into financial awareness and literacy programs.**



ISM College Planning in Indiana and Maine Education Services have **licensed the online tool to offer it to students in their states.**

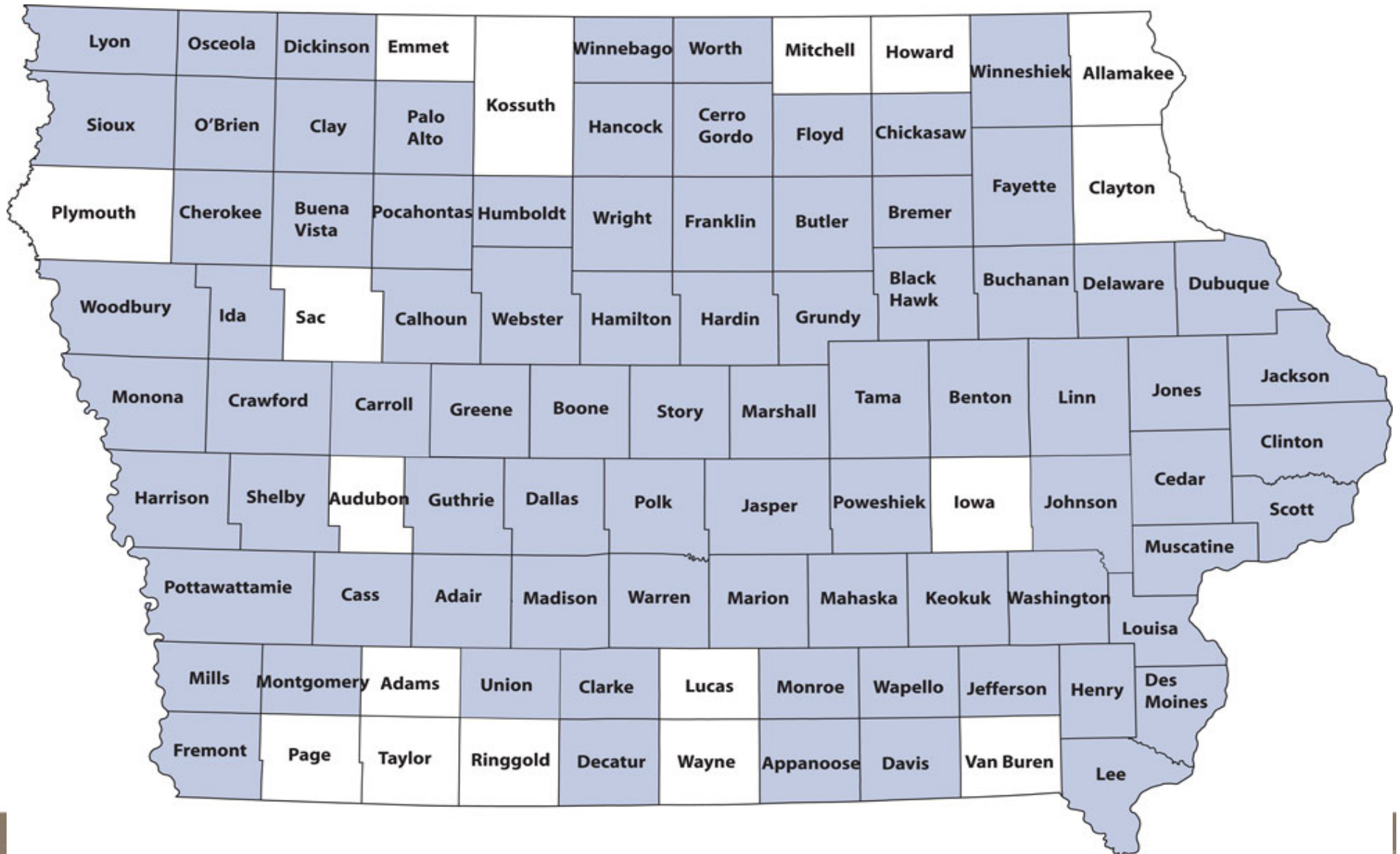
Reduced Student Loan Debt Burden

\$1,054,386

After college: Borrower Assistance

- Economic hardship deferment
- Short-term payment relief
- Loan forgiveness for death or permanent disability
- Negotiated payments
- Resources to improve borrowers' financial situations (career and financial)

Teacher Career Establishment Grant Recipients





**Thank you &
Your Questions**