

Education Planning Perspectives



We're here to help

Contact a Wells Fargo student loan professional for additional information at 1-800-456-1551 or visit us online at wellsfargo.com/student.

Together we'll go far



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What do Wells Fargo economists say about rising student loan debt?

The continuing rise in education debt in the U.S. has some concerned about the emergence of another financial bubble. Wells Fargo economists believe that the proliferation of student loan debt is a result of the unique characteristics of the educational debt market.

Click [here](#) to read more.

Students can win \$1,000

Students can always use more cash, and now they have a chance at winning \$1,000 by enrolling in our **CollegeSTEPS**[®] program.

When students enroll in the **CollegeSTEPS** program at wellsfargo.com/collegesteps, they'll receive helpful financial information via email. Once they enroll in the **CollegeSTEPS** program, they'll automatically be entered in the **CollegeSTEPS**SM sweepstakes,* where they'll have a chance to win \$1,000 through random drawings that take place throughout the year.



***NO PURCHASE OR PAYMENT OF ANY KIND IS NECESSARY TO ENTER OR WIN THIS SWEEPSTAKES. A PURCHASE WILL NOT INCREASE YOUR CHANCES OF WINNING.** Sweepstakes runs on wellsfargo.com/collegesteps from 12:00 a.m. Central Time ("CT") on 08/13/2012 to 11:59 p.m. CT on 08/12/2013 ("Promo Period"). Open to full- or part-time students who are in an accredited secondary or post-secondary educational institution or program (including, but not limited to, high school, college, university or trade school, or are homeschooled in an accredited program) and are legal residents of the U.S., 13 years of age or older as of the date of enrollment in Wells Fargo's **CollegeSTEPS** program or Student Education Resources ("Resources"). All eligible students who were enrolled in the Resources on or before 11:59 p.m. CT on 08/12/2012 will be automatically entered in all drawings without having to re-enroll. See [Official Rules](#) for complete details. Void where prohibited by law.
SPONSOR: Wells Fargo Bank, N.A., P.O. Box 5185, Sioux Falls, South Dakota 57117

Wells Fargo customers save up to \$665 on total student loan costs

Wells Fargo customers can now enjoy further interest rate discounts on new student loans.

From now through June 30, 2013, borrowers can receive an additional 0.25% interest rate reduction on their new student loan. To qualify, the borrower or cosigner simply needs to have or open a qualifying *Wells Fargo Checking Package*[®] account or have a previous Wells Fargo student loan (prior federal loans originated by Wachovia bank are not eligible).

Have or open a qualifying <i>Wells Fargo Checking Package</i> account	Your 0.25% interest rate discount	becomes 0.50%
Have or open a qualifying <i>Wells Fargo PMA</i> [*] package	Your 0.50% interest rate discount	becomes 0.75%
Are a Wells Fargo student loan customer [†]	Your 0.25% interest rate discount	becomes 0.50%

Click [here](#) to learn more about these savings.

^{*}Any customer that has or opens a qualifying *Wells Fargo Checking Package* checking account or *PMA* package is eligible for the additional discount. A customer who has a prior federal or private student loan made by Wells Fargo is eligible for the additional discount (prior Wachovia federal student loans are not eligible).



Helping students compare award letters

If your student has received award letters from various schools, they may be uncertain about how to compare them, because they're not all written in the same format. Find help to compare them at finaid.org/fafsa/awardletters.phtml. Also, don't be afraid to contact the school to get any questions answered.

Students should review their award letters carefully, considering these important points to be sure they understand the aid that's being granted and what the final costs will be:

- Does the Cost of Attendance include all projected costs?
- How do non-institutional scholarships affect your award amount?
- Does the aid package likely cover the same expenses every year?

Three simple steps to selecting a student loan

When it's time to choose a student loan, it can be tough to know where to begin. In order to help you navigate the process, we outline it in three simple steps.

Step 1

Consider your options. If grants, scholarships, and federal Stafford Loans aren't enough to cover your college costs, look carefully into your additional borrowing options. The Federal PLUS Loan for parents and/or private student loans can help you pay the remainder of your expenses.

Step 2

Shop around. You'll want to shop around and compare your options carefully. Every student's situation is different, and no one loan is right for everyone. Educate yourself on the differences between federal and private loans.

Step 3

Do your research. As you explore what type of loan is right for you, here are some questions to consider:

- What is the interest rate?
- Is the interest rate fixed or variable?
Do I have a choice?
- Will I need a cosigner?
- Are there any fees?
- What are the enrollment requirements?
- Will I need to make payments while I'm in school?
- Is there a minimum or maximum amount I can borrow?
- Does the lender provider/have interest rate reductions or other incentives to the borrower?

