

On Track

A NEWSLETTER FOR STUDENT AID PROFESSIONALS



Bringing A Better Future Within ReachSM

TERI Launches New Corporate Identity

At the 2004 annual NASFAA conference in Minnesota, TERI successfully launched its new corporate identity campaign. The campaign presents a new "look and feel" for TERI that better reflects our ideals, values, and all that we do.

What is behind the new look?

At TERI, our initiatives, commitments, and goals are motivated by our belief that education is key to advancing the prosperity and well-being of both individuals and society. We strive to inspire and assist people in their pursuit of educational opportunities, which will improve the quality of their lives and the lives of those in their community, profession and beyond.

Be it our college access programs, our national and local partnerships, or our private education loan guarantee, we are committed to promoting educational opportunities for people of all ages and backgrounds. The new TERI corporate identity, to be used across all of TERI's products and services, reflects the philosophy of TERI and the enthusiasm of our employees that represent it.

What does our new corporate identity mean for you?

Beginning with NASFAA and continuing over the next several months, TERI publications and other product materials will be updated to include the new TERI logo. TERI representatives will be contacting you in the near future to make sure you have all the product information and materials you need to assist students and families. If you have any questions, or you would like the art work for the new logo for your

publications, please contact your TERI representative (see the margin on the reverse side for your representative's contact information).

We hope that you will find the new face of TERI to convey a true representation of the energy and commitment of TERI. Every TERI employee is an agent of the TERI brand, and it is our sincere goal to continue to deliver enthusiastic, caring, and dedicated support to our customers and partners. When you are looking for a private loan, be sure to look for one that is backed by the TERI Guarantee.



Current LIBOR: 1.51% (as of 10/1/04). Current Prime: 4.00% (as of 7/1/04)



A Million Students. A Million Goals. One Solution.

It takes a lot of experience to handle the needs of all the students that come through your doors. At TERI, we're here to help.

Since 1965, we've helped over a million students make their goals a reality. Our guaranteed private education loan programs are what you might have heard about, but our efforts to help students go much deeper. From the college information services to weighing in on national

education policy, our mission is to promote access to education at all levels to student of all ages and backgrounds.

For comprehensive solutions to your student's needs, turn to TERI.

Call TERI Today at 1.800.255.TERI or visit us on the Web at www.teri.org

TERI Bringing A Better Future Within ReachSM

New TERI ad campaign launched Spring 2004

Outreach Program Database Available Online

TERI recently added a new database of over 1,100 outreach programs to the Pathways to College Network web site – www.pathwaystocollege.net.

The new Pathways Outreach Program Database can help students, parents, counselors, and youth workers locate pre-college programs in all 50 states. The programs help low-income and minority students plan and prepare for college. This unique online resource is also a valuable resource for college and university staff interested in starting outreach programs in their communities.

The database was originally compiled and published by the College Board in collaboration with TERI and the Council for Opportunity in Education. The database can be searched by state, zip code, population served, and service offered. The capability to add new programs and update existing profiles will be added to the database soon.

COACH Program Becomes Part of TERI

The COACH Program, an innovative program working with Boston 11th and 12th graders to develop college plans, has become part of TERI's College Access Programs. Recognizing the low college-going rates for Boston high school students and the incredible assets that local colleges and universities bring to the community, the COACH program works closely with high schools and partner organizations to ensure that all students, not just those who identify themselves as college-bound, develop an individualized and informed plan to enter and succeed in college.

The program trains college students to work as "college planning coaches". The coaches implement a structured curriculum to help students explore college and financial aid options and also to help students complete college admission and financial aid applications. In addition, students are able to use the COACH Network, a unique on-line tool to research and apply to 30 local 2-year

and 4-year colleges using a single application. Participating colleges waive the application fee for all students using the Network. Research indicates that the program has increased the college acceptance rates of students in the high schools served.

Founded by in 1998 by two faculty members of Harvard University's Kennedy School of Government, COACH served 400 students last year. Currently, the coaches are Harvard University undergraduate and graduate students. TERI's support will allow COACH to establish partnerships with other Boston area colleges and substantially increase the number of high school students served.

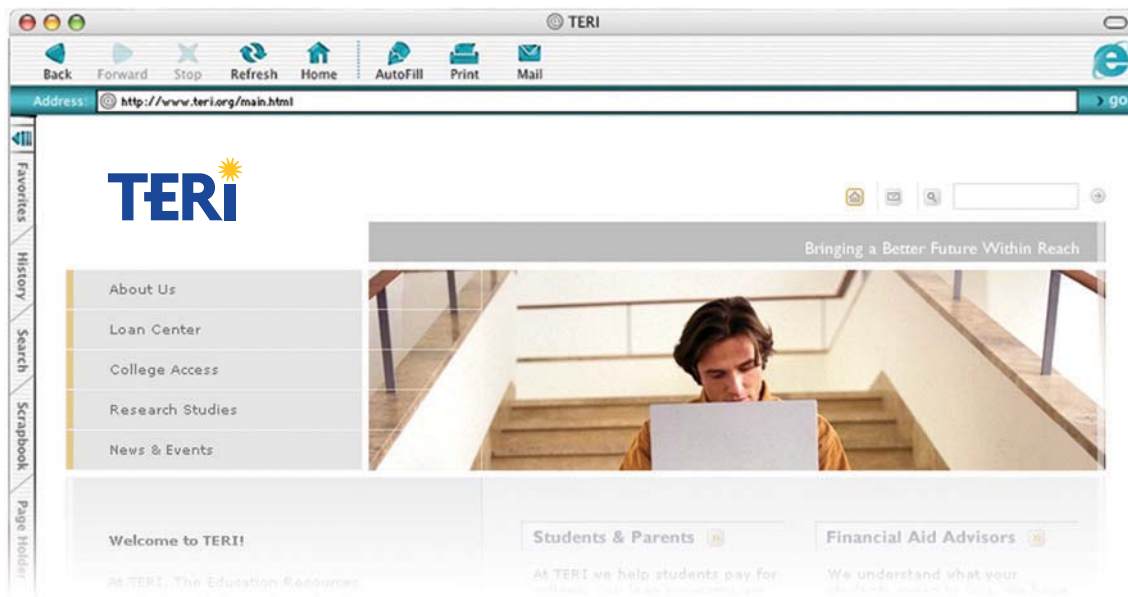
TERI's other college access programs include the Higher Education Information Center, several federally funded TRIO and GEAR UP projects, and the Pathways to College Network. TERI also manages the Boston Higher Education Partnership.

Look for New TERI Web Site

In the fall, we will launch the new TERI Web site at www.teri.org. Our new site will offer the same helpful tools you have been using to certify loans, check a student's loan status, and view disbursement reports. In addition, we have improved the site's functionality

as well as the resources and information available to you and for students and families. New areas of information include sections dedicated to our college access programs as well as guides and others tools to assist students with college exploration, planning and finance.

New www.TERI.org will be live this fall



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