

TERI in  
partnership  
with NASFAA

# TERI On Track

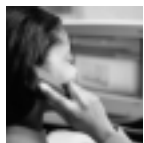
June 2002

A Newsletter for Providers of Education Assistance

## TERI announces availability of rapid loan decision, web-accessed promissory notes and fax-back document capabilities

### Application Timeline

**Fast** money for your students' education loan



#### Day 1

Apply conveniently by web or phone. Pre-approval email sent within minutes.



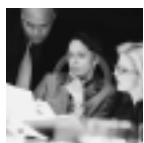
#### Day 2

Print, sign and fax the promissory note. School certifies online or by fax.



#### Day 3

Final document review.



#### Day 4

Disbursement scheduled with lender.



#### Day 5

Loan disbursed to school.

Students and schools can follow this process at [www.teri.org](http://www.teri.org).

Note: not all lenders participate in fax back acceptance.

TERI is proud to announce the availability of rapid loan decision, web-accessed promissory notes and fax-back document capabilities. TERI's acting president Ann Coles said these new enhancements would significantly improve the student's TERI loan experience. "TERI has developed technological solutions that will make our process even more efficient, providing faster loan decisions and accelerated disbursement timelines to our students and schools."

These enhancements will benefit the family of TERI guaranteed products and make fund delivery even easier. The entire process, from initial application to delivery of funds can take as few as 5 days, in some cases even faster.

**"...funds can take as few as 5 days, in some cases even faster."**

### TERI names Jonathan Glover as new Northeast Marketing Manager

TERI welcomes Jonathan Glover to the position of Northeast Marketing Manager. Glover will promote TERI throughout the Northeast region. He takes the place of Alisa Meehan who is moving to California to take the Western Region Marketing Manager position for TERI.

Vice president for sales, Brian Cox said Jonathan is a welcome addition to the sales team. "Jonathan was impressed with the breadth of the TERI product line – he looks forward to calling on college campuses throughout the region. Likewise Alisa will hit the ground running in the Western Region thanks to her extensive industry and TERI knowledge."

Prior to joining TERI, Glover was a regional manager for Wells Fargo. He also served in various capacities with Key Education Resources.

Jonathan Glover can be reached at 800-255-TERI ext. 4075 and his e-mail address is [Glover@TERI.org](mailto:Glover@TERI.org). Alisa's new contact number is 909-793-7659, her e-mail address remains [Meehan@TERI.org](mailto:Meehan@TERI.org).

## TERI Launches Early Awareness Web Site in Partnership with NASFAA

Since the late 1980s, TERI and the National Association of Student Financial Aid Administrators (NASFAA) have collaborated on a number of early



awareness activities to help youth and their parents understand the benefits of going to college. Recognizing that the best time to have a positive impact on students is when they are young, TERI and NASFAA have developed "The ABCs of Early Awareness: A Resource Guide and Toolkit for Helping Students Achieve A Higher Education", available to the public on [www.nasfaa.org/ABCs.asp](http://www.nasfaa.org/ABCs.asp). This collaboration typifies the many partnerships TERI participates in both locally and nationally to facilitate access to college for students of all backgrounds, including the College Board, the Council for

Opportunity in Education (COE) and the National College Access Network (NCAN).

Early awareness programs can impact and change the lives of students who may otherwise not consider college an option. When college is not part of young students' mindsets, they arrive at their junior or senior year of high school only to find that they have not met college admissions requirements, or they feel unable to afford an education beyond high school because they lack knowledge about financial aid.

The "ABCs of Early Awareness", located on the NASFAA Web site, is designed to provide counselors, community leaders and financial aid and admissions professionals with the tools they need to develop and launch an effective early awareness program. The Toolkit provides step-by-step instructions to help those organizing programs:

- ✓ Identify the right program for the target age group
- ✓ Plan activities
- ✓ Address budget constraints
- ✓ Implement the program, and
- ✓ Evaluate the program's success.

The site also includes information and links to:

- ✓ TERI's College Access Resources, including the Higher Education Access Resources (HEAR) database with more than 175 programs that promote college attendance among first-generation and low-income students;
- ✓ NASFAA's "Financial Aid Night" Web page, a complete slide presentation and script for presenting financial aid programs and application procedures;
- ✓ A guide to planning a "Carnival of Learning" event, a motivational activity for students in the elementary grades; and
- ✓ An extensive bibliography of Web- and print-based early awareness resources.



## TERI announces borrower survey results — 91% satisfied with their experience



TERI recently released key results of their student loan borrower survey. When asked if respondents were satisfied with their TERI student loan experience, 91% said they were. That same percentage indicated they would recommend TERI Education Loans to a friend. Acting president Ann Coles said these results were very positive. "Our borrowers gave us high marks for both our customer service and operations performance." The survey gauged borrower acceptance of the TERI Education Loans product line and functions related to education loan delivery.



**Interest Rate** (as of 6/1/02)  
**TERI Rate 4.25%**  
**[Prime - .50%]**