

TERI

# On Track

A Newsletter for Student Aid Professionals

## TERI Announces 2003 Enhancements

### Enhanced Disbursement Options

In addition to TERI check and electronic funds transfer (EFT), schools will soon be able to receive TERI loan funds through ELM/NDN and New York's HESC. The need for uniform disbursement across loan products has been communicated to TERI and we have listened. TERI has made it easy to adjust disbursement method and it can be done at no cost to the institution. Simply call the TERI Priority Service line at (800) TERI-FAO or email [Priserv01@TERI.org](mailto:Priserv01@TERI.org) and one of our representatives will take care of the

rest. Disbursement through ELM/NDN and HESC will be available in February 2003, in time for the upcoming certification season.

TERI will be fully ELM compliant in the 2003-04 lending period, that means even more convenience for participating schools.

### Variable Pricing Means More Approvals

TERI will feature variable pricing for the 2003-04 processing season.

TERI is committed to making enhancements to its products

and services. For 2003-2004 processing season we will introduce a new variable (sometimes called tiered) origination fee schedule which will allow us to raise borrower approval rates, creating increased access to TERI-guaranteed loan products.

TERI will also introduce a new web site with improved functionality and information. The new site will make its debut on the World Wide Web in January 2003.

## O'Toole Elected to National College Access Network Board

The National College Access Network (NCAN) elected Lawrence W. O'Toole, TERI's President and CEO, to its Board of Directors in late September. NCAN is a network of over 40 community-based college access programs, including TERI's Higher Education Information Center at the Boston Public Library. NCAN members assist thousands of low-income students and their families in 20 states.

TERI recently entered into a partnership with NCAN to expand and enhance college access programs nationally. Through this partnership, TERI and NCAN are working together to help interested communities establish community-based programs that provide college planning information, advice, and, in some cases, scholarships.

### TERI and FMER are on the move

TERI and First Marblehead Education Resources (FMER) are moving to our new and efficient office space and processing center. Effective December 1, 2002, the new address for TERI and FMER will be:

TERI or FMER  
31 St. James Ave.  
6th Floor  
Boston, MA 02116

Our new address should be used for overnight packages and other recipient specific mail. Loan applications and promissory note packages can continue to be mailed to the post office box shown on brochures and envelopes.

E-mail and telephone contact information remain the same. If you have questions do not hesitate to call (800) TERI-FAO.

Interest Rate  
(as of 12/1/02)  
TERI Rate  
**3.75%**  
[Prime - .50%]

# Pathways to College Network Holds Regional Policy Forum

The Pathways to College Network, an alliance of 30 national partners and funders managed by TERI, held its first regional policy forum in Albuquerque, New Mexico in late September. Co-sponsored by the Western Interstate Commission for Higher Education (WICHE), the conference focused on linking policy with research and practice.



One hundred and fifty higher education and K-12 executives, elected officials, and community leaders from 15 western states participated. In addition to attending workshops on financial aid, new models for improving college preparation, and campus environments that support student success, participants worked together in state teams to develop action plans for strengthening state policies to expand college access.

“The Forum provided a rich opportunity for leaders from across sectors to explore ways in which states can improve preparation and success for under-served

populations,” said Ann Coles, TERI’s Senior Vice President for College Access Services, who directs the Pathways to College Network.

TERI provides overall leadership and direction for the Pathways to College Network, which involves connecting practitioners, policymakers and community leaders with research on effective strategies for improving college access for low-income, minority and first-generation students. Information about research-based strategies is disseminated through the Network’s partners and funders, which include the American Council on Education, College Board, and National Association of College

Admissions Counselors, the Bill & Melinda Gates Foundation, Kellogg Foundation and Lumina Foundation for Education.

In discussing TERI’s leadership of Pathways, Lawrence W. O’Toole, TERI’s CEO, noted, “Informing both policy and practice in order to promote college access for all students is central to TERI. Pathways is one of the key ways we translate our commitment to this mission into action.” For more information on The Pathways to College Network and its funders and partners, go to [www.pathwaystocollege.org](http://www.pathwaystocollege.org).

## Corey Hann named new Southern Marketing Manager

TERI appointed Corey Hann to the position of southern marketing manager. Hann will promote TERI’s private education loan product line, which is now supported by electronic processing efficiencies that allow students to receive funding in as few as five days or less following application submission. Corey will support schools in Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee and Virginia.

TERI’s vice president for sales, Brian Cox said, “Hann will be a great addition to our sales team and an important resource for our campus clients. Corey has worked in TERI’s Customer and Priority Service divisions and will bring his extensive product knowledge to his new role at TERI. His prior TERI experience gave Corey the opportunity to learn first hand about the needs of students, families, and institutions and about the program features offered by TERI’s lending partners.” Hann is a graduate of Syracuse University.

Corey can be contacted at [Hann@TERI.org](mailto:Hann@TERI.org). His direct line is 617-504-2418. Corey will cover the Southern region from his base in Fort Myers, Florida.

## TERI’s Higher Education Information Center Honored

Congratulations to TERI’s Higher Education Information Center (HEIC), which was recently honored with a grant from The Partnership Fund and a matching grant from the Boston Foundation. The funds will be used to assist low-income and under-served, under-represented students, families and adults to explore career options and access to post-secondary education opportunities.