Understand your interest rate options

Wells Fargo offers you the choice of variable and fixed interest rates.
Each option has unique advantages to consider before choosing your rate.

How are they different?

Variable interest rates

- Generally provide a lower initial rate than fixed rates
- The interest rate may increase or decrease over the life of the loan
- Monthly payments may increase or decrease over the life of the loan

Fixed interest rates

- The interest rate remains the same over the life of the loan
- Allow you to better predict how much total interest you'll pay on your loan
- Monthly payments will remain the same over the life of the loan

Included are two Application Disclosures; one for the variable interest rate and one for the fixed interest rate. The Application Disclosures will help you understand the terms of the loan program and the cost of taking the loan.

Please review the pages carefully before choosing your interest rate.

Loans subject to qualification
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Wells Fargo Graduate[SM] *Loan* Application and Solicitation Disclosure

Education Financial Services
P.O. Box 5185
Sioux Falls, SD 57117-5185
1-800-658-3567
FAX: 1-800-456-0561

Loan Interest Rate & Fees

Your **starting interest rate** will be between

4.24% **and** 9.74%

After the starting rate is set, your rate will then vary with the market.

Your Starting Interest Rate (upon approval)

The starting interest rate you pay will be determined after you apply. It will be based upon your credit history and other factors, including cosigner credit and your/cosigner's relationship with the Bank. If approved, we will notify you of the rate you qualify for within the stated range.

Your Interest Rate during the life of the loan.

Your rate is variable. This means that your rate could move lower or higher than the rates on this form. The variable rate is based upon the Prime Rate (a publicly available interest rate we use to set the variable rate). For more information on this rate, see the Reference Notes.

Although your rate will vary, **it will never exceed 18%** (the maximum allowable for this loan).

Loan Fees

Application Fee: $ 0.00 **Origination Fee:** The fee that we charge to make this loan is 0.00%.
Loan Guarantee Fee: 0.00% **Repayment Fee:** 0.00% **Late Charge:** $ 28.00 **Returned check charge:** $ 0.00

Loan Cost Examples

The total amount you will pay for this loan will vary depending upon when you start to repay it. This example provides estimates based upon three (3) different repayment options available to you while enrolled in school.

Repayment Option	**Amount Provided** (amount provided directly to your school)	**Interest Rate** (highest starting possible rate)	**Loan Term** (how long you have to pay off the loan)	**Total Paid over 15 years** (includes associated fees)
1. DEFER PAYMENTS Make no payments while enrolled in school. Interest will be charged and added to your loan	$10,000.00	9.74%	15 years starting after the deferment period	$23,695.20
2. PAY ONLY THE INTEREST Make interest payments but defer payments on the principal amount while enrolled in school	$10,000.00	9.74%	15 years starting after the deferment period	$21,493.50
3. MAKE FULL PAYMENTS Pay both the principal and interest amounts while enrolled in school	$10,000.00	9.74%	15 years starting after your first payment	$19,058.40

About this example:
The repayment example assumes that you remain in school for 2 years and have a 6 month grace period before beginning repayment of the 15 year repayment term. It is based on the **highest starting rate currently charged** and associated fees.

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Federal Direct Loan Alternatives

Loan Program	Current Interest Rates by Program Type
PERKINS for Students	5.00% fixed
STAFFORD for Students	4.29% fixed Undergraduate subsidized
	4.29% fixed Undergraduate unsubsidized
	5.84% fixed Graduate unsubsidized
PLUS for Parents	6.84% fixed
PLUS for Graduate/Professional Students	6.84% fixed

You may qualify for Federal education loans.

For additional information on student loan options, **contact your school's financial aid office or the Department of Education at:**

www.federalstudentaid.ed.gov

Next Steps

1. Find Out About Other Loan Options
Some schools have school-specific student loan benefits and terms that are not detailed on this form. Contact your school's financial aid office or visit the Department of Education's website at www.federalstudentaid.ed.gov for more information about other loans.

2. To Apply For This Loan, Complete the Application and the Borrower Self-Certification Form.
If you are approved for this loan, the loan terms will be available for 30 days (terms will not change during this period, except as permitted by law and the variable rate may change based on the market). The certification form can be obtained from the school's financial aid office.

Reference Notes

Variable Interest Rate:

- This loan has a variable interest rate that is based on a publicly available index, the Prime Rate. Your rate will be calculated each month by adding a margin between 0.74% and 6.24% to the Prime Rate. The Index (which is the Prime Rate) is subject to a contractual minimum of 3.25%.
- The rate will not increase more than once a month and will never exceed 18% (the maximum allowable for this loan).

- **Wells Fargo Relationship Discount -** The Wells Fargo Relationship Discount will apply if one or more persons signing the Loan Request/Consumer Credit Agreement have a Qualified Relationship on the day we send you the Final Disclosure. A "Qualified Relationship" means the Student Borrower or Cosigner meets one or more of the following criteria: (1) has a qualifying Wells Fargo consumer checking account, (2) has a prior student loan (federal or private) made by Wells Fargo, or (3) is currently employed by Wells Fargo. If you are unsure, we can tell you the name(s) of your specific Qualified Relationship(s). If the Qualified Relationship is not maintained, the Wells Fargo Relationship Discount will not be terminated and your interest rate will not increase. More details about the Relationship Discount are in the Loan Request/Consumer Credit Agreement. Deposit products offered by Wells Fargo Bank, N.A. Member FDIC.

SCRA Benefits:

- Under the Servicemembers Civil Relief Act (SCRA) interest rate reductions are available only if a loan is entered into before your active military service. However, some state laws require the application of SCRA benefits regardless of when the obligation was originated (pre- or post-active duty).

Bankruptcy Limitations:

- If you file for bankruptcy you may still be required to repay this loan.

More information about loan eligibility and repayment deferral options will be available in your Loan Request/ Consumer Credit Agreement.

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Reference Notes Cont.

Military Annual Percentage Rate:

- Federal law provides important protections to members of the Armed Forces and their dependents relating to extensions of consumer credit. In general, the cost of consumer credit to a member of the Armed Forces and his or her dependent may not exceed an annual percentage rate of 36 percent. This rate must include, as applicable to the credit transaction or account: the costs associated with credit insurance premiums, fees for ancillary products sold in connection with the credit transaction, any application fee charged (other than certain application fees for specified credit transactions or accounts), and any participation fee charged (other than certain participation fees for a credit card account).

  Please Note: There ARE NO credit insurance premiums, fees for ancillary products (none are sold in connection with this education loan), application fees, nor any participation fees applicable to your Wells Fargo private education loan.

- You may contact us at 1-866-380-1729 for information about the Military Annual Percentage Rate and/or your payment schedule.

Cosigner Release:

- A cosigner may be released from the loan if the borrower is a U.S. citizen and contacts Wells Fargo to request release of the cosigner. At the time the borrower asks us to release the cosigner, all the following requirements must be met: (1) the most recent 24 consecutive monthly payments were made on time including the first required payment or, if the first required payment was not made on time, the most recent 48 consecutive monthly payments were made on time (an “on time” payment is defined as paid within the grace period – no late charges assessed); (2) no forbearances or modifications were granted for hardship reasons during those consecutive monthly payment periods; and (3) the borrower meets a full credit and income evaluation.

Eligibility Criteria

Borrower/Cosigner:

- Must be at the age of majority or older at the time of the application. The age of majority is 18 years old in all states except Alabama and Puerto Rico. The age of majority in Alabama is 19. The age of majority in Puerto Rico is 21.
- Most students will need a cosigner for this loan to meet underwriting requirements. Rates are typically higher without a cosigner; however, cosigners are not required for qualifying student borrowers.

Borrower:

- Must be enrolled as a graduate student at least part-time and earning a degree at an eligible school.
- Must be a U.S. citizen, permanent resident alien without conditions, or a international student who is a temporary resident alien with a current U.S. address and with proper evidence of eligibility. For permanent and temporary resident aliens, a U.S. citizen cosigner is required.
- Must be in good standing and making satisfactory academic progress in an eligible program.

More information about loan eligibility and repayment deferral options will be available in your Loan Request/ Consumer Credit Agreement.

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Wells Fargo Graduate[SM] *Loan* Application and Solicitation Disclosure

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P.O. Box 5185
Sioux Falls, SD 57117-5185
1-800-658-3567
FAX: 1-800-456-0561

Loan Interest Rate & Fees

Your **interest rate** will be between

6.99% **and** 11.74%

After the rate is set, it will be fixed for the entire term of the loan.

Your Interest Rate (upon approval)

The interest rate you pay will be determined after you apply. It will be based upon your credit history and other factors, including cosigner credit and your/cosigner's relationship with the Bank. If approved, we will notify you of the rate you qualify for within the stated range.

Your Interest Rate during the life of the loan.

Your rate is fixed. This means that your interest rate will never change during the life of your loan. For more information on this rate, see the Reference Notes.

Your rate will not change after you are approved.

Loan Fees

Application Fee: $0.00 **Origination Fee:** The fee that we charge to make this loan is 0.00%.
Loan Guarantee Fee: 0.00% **Repayment Fee:** 0.00% **Late Charge:** $28.00 **Returned check charge:** $0.00

Loan Cost Examples

The total amount you will pay for this loan will vary depending upon when you start to repay it. This example provides estimates based upon three (3) different repayment options available to you while enrolled in school.

Repayment Option	**Amount Provided** (amount provided directly to your school)	**Interest Rate** (highest possible rate)	**Loan Term** (how long you have to pay off the loan)	**Total Paid over 15 years** (includes associated fees)
1. DEFER PAYMENTS Make no payments while enrolled in school. Interest will be charged and added to your loan	$10,000.00	11.74%	15 years starting after the deferment period	$27,552.60
2. PAY ONLY THE INTEREST Make interest payments but defer payments on the principal amount while enrolled in school	$10,000.00	11.74%	15 years starting after the deferment period	$24,237.90
3. MAKE FULL PAYMENTS Pay both the principal and interest amounts while enrolled in school	$10,000.00	11.74%	15 years starting after your first payment	$21,303.00

About this example:
The repayment example assumes that you remain in school for 2 years and have a 6 month grace period before beginning repayment of the 15 year repayment term. It is based on the **highest rate currently charged** and associated fees.

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Federal Direct Loan Alternatives

Loan Program	Current Interest Rates by Program Type	
PERKINS for Students	5.00% fixed	
STAFFORD for Students	4.29% fixed	Undergraduate subsidized
	4.29% fixed	Undergraduate unsubsidized
	5.84% fixed	Graduate unsubsidized
PLUS for Parents	6.84% fixed	
PLUS for Graduate/Professional Students	6.84% fixed	

You may qualify for Federal education loans.

For additional information on student loan options, **contact your school's financial aid office or the Department of Education at:**

www.federalstudentaid.ed.gov

Next Steps

1. Find Out About Other Loan Options
Some schools have school-specific student loan benefits and terms that are not detailed on this form. Contact your school's financial aid office or visit the Department of Education's website at www.federalstudentaid.ed.gov for more information about other loans.

2. To Apply For This Loan, Complete the Application and the Borrower Self-Certification Form.
If you are approved for this loan, the loan terms will be available for 30 days (terms will not change during this period, except as permitted by law). The certification form can be obtained from the school's financial aid office.

Reference Notes

Fixed Interest Rate:

- **Wells Fargo Relationship Discount -** The Wells Fargo Relationship Discount will apply if one or more persons signing the Loan Request/Consumer Credit Agreement have a Qualified Relationship on the day we send you the Final Disclosure. A "Qualified Relationship" means the Student Borrower or Cosigner meets one or more of the following criteria: (1) has a qualifying Wells Fargo consumer checking account, (2) has a prior student loan (federal or private) made by Wells Fargo, or (3) is currently employed by Wells Fargo. If you are unsure, we can tell you the name(s) of your specific Qualified Relationship(s). If the Qualified Relationship is not maintained, the Wells Fargo Relationship Discount will not be terminated and your interest rate will not increase. More details about the Relationship Discount are in the Loan Request/Consumer Credit Agreement. Deposit products offered by Wells Fargo Bank, N.A. Member FDIC.

SCRA Benefits:

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Bankruptcy Limitations:

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Reference Notes cont.

Military Annual Percentage Rate:

- Federal law provides important protections to members of the Armed Forces and their dependents relating to extensions of consumer credit. In general, the cost of consumer credit to a member of the Armed Forces and his or her dependent may not exceed an annual percentage rate of 36 percent. This rate must include, as applicable to the credit transaction or account: the costs associated with credit insurance premiums, fees for ancillary products sold in connection with the credit transaction, any application fee charged (other than certain application fees for specified credit transactions or accounts), and any participation fee charged (other than certain participation fees for a credit card account).

  Please Note: There ARE NO credit insurance premiums, fees for ancillary products (none are sold in connection with this education loan), application fees, nor any participation fees applicable to your Wells Fargo private education loan.

- You may contact us at 1-866-380-1729 for information about the Military Annual Percentage Rate and/or your payment schedule.

Cosigner Release:

- A cosigner may be released from the loan if the borrower is a U.S. citizen and contacts Wells Fargo to request release of the cosigner. At the time the borrower asks us to release the cosigner, all the following requirements must be met: (1) the most recent 24 consecutive monthly payments were made on time including the first required payment or, if the first required payment was not made on time, the most recent 48 consecutive monthly payments were made on time (an “on time” payment is defined as paid within the grace period – no late charges assessed); (2) no forbearances or modifications were granted for hardship reasons during those consecutive monthly payment periods; and (3) the borrower meets a full credit and income evaluation.

Eligibility Criteria

Borrower/Cosigner:

- Must be at the age of majority or older at the time of the application. The age of majority is 18 years old in all states except Alabama and Puerto Rico. The age of majority in Alabama is 19. The age of majority in Puerto Rico is 21.
- Most students will need a cosigner for this loan to meet underwriting requirements. Rates are typically higher without a cosigner; however, cosigners are not required for qualifying student borrowers.

Borrower:

- Must be enrolled as a graduate student at least part-time and earning a degree at an eligible school.
- Must be a U.S. citizen, permanent resident alien without conditions, or an international student who is a temporary resident alien with a current U.S. address and with proper evidence of eligibility. For permanent and temporary resident aliens, a U.S. citizen cosigner is required.
- Must be in good standing and making satisfactory academic progress in an eligible program.

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