



**VSAC**

Fall Training Day

# **Private Loans Through the Eyes of Your Student**

**October 3, 2011**

# Loan Types

- Vermont Advantage Loan
- Vermont Choice Loan



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# Title X

- section of the *Higher Education Opportunity Act* (HEOA)
  - required Title X compliant 2/14/10
- amends *Truth in Lending Act*
  - adds disclosures & timing requirements



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# What's New with Title X

- Private Loan Application & Solicitation Disclosure
- Self Certification
- Private Loan Approval Disclosure
- Private Education Loan Final Disclosure



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# Applying Online

- apply online at [www.vsac.org](http://www.vsac.org)
  - student starts application & requests a cosigner
  - cosigner completes application & authorizes a credit check
  - both student & cosigner e-sign



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# Cosigner E-mail

**From:** VSACPrivateLoans@vsac.org [mailto:VSACPrivateLoans@vsac.org]  
**Sent:** Monday, October 3, 2011 3:53 PM  
**To:** xxx@gmail.com  
**Subject:** Vermont Student Assistance Corporation (VSAC): Cosigner Notification



Dear Sally Cosigner:

**Joe Borrower** has requested you cosign for a private education loan with VSAC. You can learn more about VSAC private education loans online at [www.vvac.org](http://www.vvac.org).

The Application Reference ID for this loan application is: 300101001. To view the loan terms, you must provide the Application Reference ID from this email and you will need to know Joe Borrower's birth date. Please [log in](#) to accept or decline to cosign.

If you accept, you will be guided through our online application process that allows for credit evaluation and electronic signature. Please note that this loan application may be cancelled if no response is received within 30 days of initiation.

If you have any questions as to why you received this email message, please contact Joe Borrower. If you need to speak with a VSAC Loan Counselor, you can reach us at 800-226-1029.



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# Student Signature E-mail

**From:** VSACPrivateLoans@vsac.org [mailto:VSACPrivateLoans@vsac.org]

**Sent:** Monday, October 3, 2011 3:57 PM

**To:** XXX@yahoo.com

**Subject:** Vermont Student Assistance Corporation (VSAC): Borrower Signature

Dear Joe Borrower:

Sally Cosigner has agreed to cosign, however, further action is needed from you to complete your application. Please [Log in](#) to complete the application process and sign your application/credit agreement.

If you need to speak with a VSAC Loan Counselor, you can reach us at 800-226-1029.

Sincerely,  
VSAC Customer Relations



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# Possible Delays in the Process

- cosigner credit review
- missing e-signatures
- missing student's acceptance of approval disclosure
- missing school certification
- missing student's self-certification
- invalid reference



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# Communications

- e-mail
  - primary method of communication
- telephone calls
  - weekly reminders
  - cosigner credit issues
- letters
  - missing information
  - disclosures



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# School Certification

1. VSAC notifies school
  - via e-mail and/or
  - CommonLine file
2. school certifies loan
  - online- “FirstApp”
  - CommonLine
  - paper certification form



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# School Certification

3. VSAC receives school certification
  - match certification to credit agreement
4. loan disbursement date selection
  - Title X
  - calendar



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# Loan Approval & Disbursement

- loan approves overnight
- Final Disclosure
- “Right to Cancel” period



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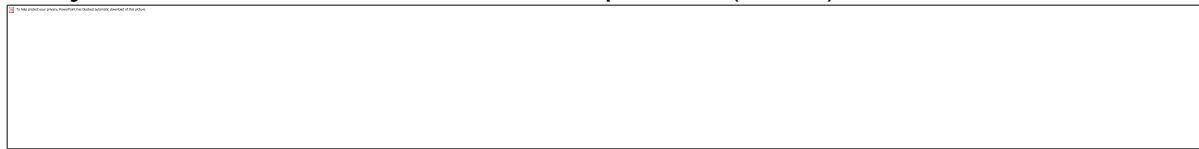
# Confirmation E-mail

**From:** Vermont Student Assistance Corporation

**Sent:** Monday, October 3, 2011 4:15 PM

**To:** [xxx@yahoo.com](mailto:xxx@yahoo.com)

**Subject:** Vermont Student Assistance Corporation (VSAC): Confirmation



Dear JOE BORROWER:

Congratulations! Your student loan application has been approved.

Please [Log in](#) to your online account to review your Final Disclosure, which outlines your rights as a borrower and the terms of your loan.

Sincerely,

VSAC Customer Relations



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# Things to Remember...

- communication with student
- loan cancellation
- Title X
  - timing
  - regulations



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