

Mapping Your Future  
Default Prevention Webinar  
MappingYourFuture.org

Presented by:  
Beth Ziehmer  
Customer Care/Operations Coordinator  
November 2010

---

---

---

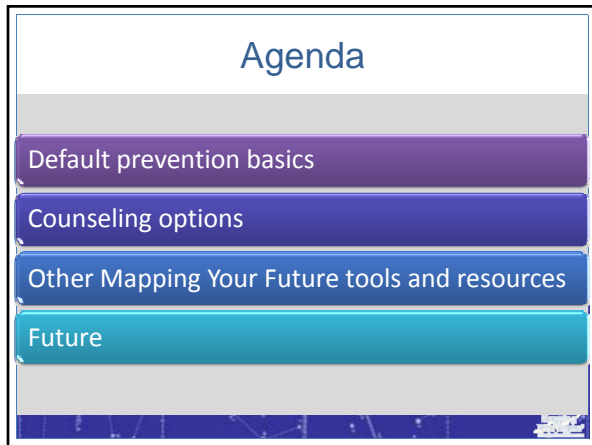
---

---

---

---

---



### Agenda

- Default prevention basics
- Counseling options
- Other Mapping Your Future tools and resources
- Future

---

---

---

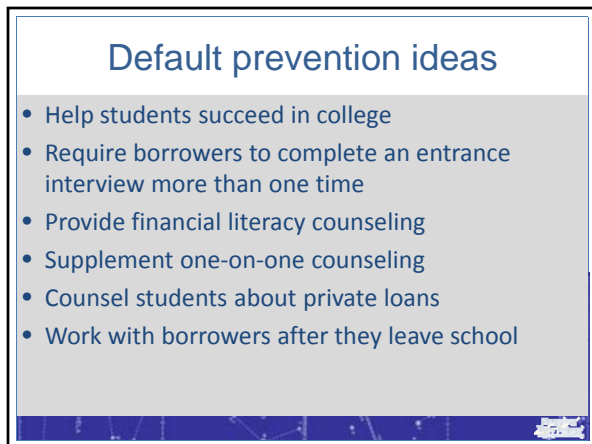
---

---

---

---

---



### Default prevention ideas

- Help students succeed in college
- Require borrowers to complete an entrance interview more than one time
- Provide financial literacy counseling
- Supplement one-on-one counseling
- Counsel students about private loans
- Work with borrowers after they leave school

---

---

---

---


---

---

---

---

### Encourage Success in College



Incorporate success tips in orientation program

Tips could include:

- Identifying goals and priorities
- Managing time
- Practicing good money management
- Seeking advice

Use Mapping Your Future's Success in College Guide

---

---

---

---

---


---

---

---

### Provide effective loan counseling

- Customize the session for your students
- Provide as much school-specific information as possible
- Require entrance counseling every year, every new term or for each new loan



---

---

---

---

---


---

---

---

### Supplement one-on-one counseling

- Accurate and up-to-date counseling information
- Efficient and effective data input and retrieval
- Online calculators and other money management tools
- Resource for later use



---

---

---

---

---


---

---

---

### Financial literacy counseling

- Be responsible
- Set and plan goals
- Understand income and expenses
- Review and understand credit reports
- Create a budget
- Borrow smart
- Prevent identity theft
- Understand taxes
- Ask for help



The screenshot shows a slide titled "Step 1: Be accountable and responsible" from a presentation on financial literacy. It includes text about understanding income and expenses, creating a budget, and borrowing smart. There is a small image of a graduation cap.

---

---

---

---

---


---

---

---

### Private loan counseling

- Private loan basics
- Private versus federal loans
- Eligibility
- Choosing a lender and loan
- Repayment
- Delinquency and default



The screenshot shows a slide titled "Private loan counseling" from a presentation on financial literacy. It includes text about understanding private loans, eligibility, and repayment. There is a small image of a graduation cap.

---

---

---

---

---

---

---

---

### Maintain contact with students

- Provide grace counseling for graduates
  - Online
  - Provide incentives
  - Collect updated contact information
- Collect e-mail address or retain campus e-mail
- Incorporate social networking to share resources

---

---

---

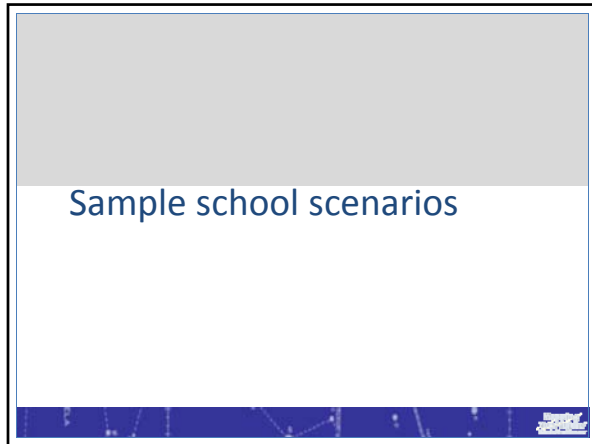
---

---

---

---

---



---

---

---

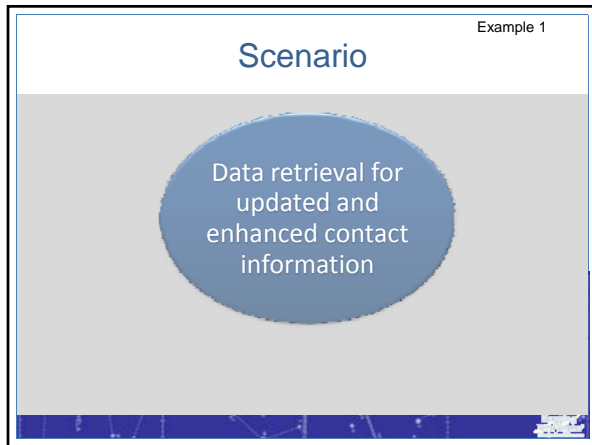
---

---

---

---

---



---

---

---

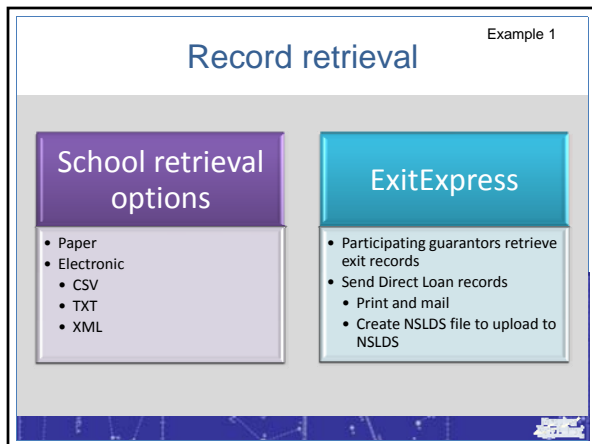
---

---

---

---

---



---

---

---

---

---

---

---

---

Scenario Example 2

Customized to meet the needs of students

---

---

---

---

---

---

---

---

Use customization options Example 2

Customized counseling start pages	End URL
Money management topic	SchoolExpress

---

---

---

---

---

---

---

---

Scenario Example 3

Default rates are increasing

---

---

---

---

---

---

---

---

Example 3

### Use various OSLC tools

- Require counseling each year
- Add money management topic
- Add budget calculator
- Require all fields on student form
- Require financial literacy counseling

---

---

---

---

---

---

---

---

Example 4

### Scenario

Mapping Your Future counseling and government MPN

---

---

---

---

---

---

---

---

Example 4

### Direct borrowers to MPN after counseling

Link to customized page → Customize exit button → Direct student to studentloans.gov

---

---

---

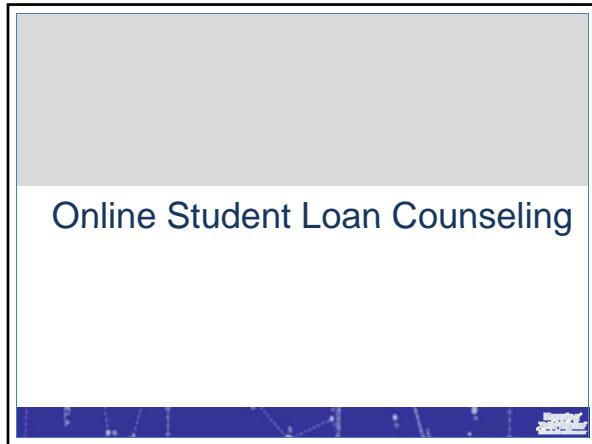
---

---

---

---

---



---

---

---

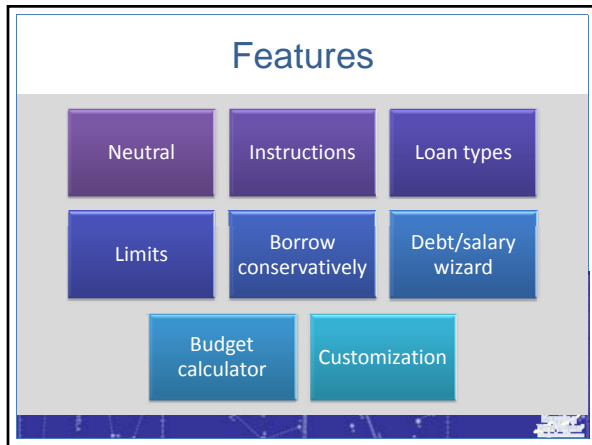
---

---

---

---

---



---

---

---

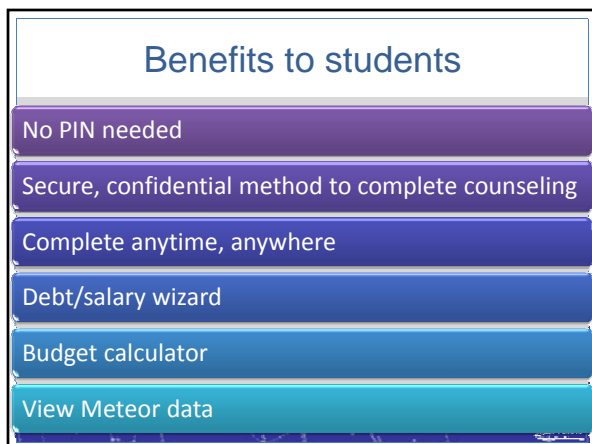
---

---

---

---

---



---

---

---

---

---

---

---

---

### Counseling sessions

- Direct Loan entrance (English and Spanish)
- Stafford exit\* (English and Spanish)
- Perkins entrance
- Perkins exit
- Direct Loan and Perkins combined entrance
- Stafford and Perkins combined exit\*
- Nursing Student Loan entrance
- Nursing Student Loan exit
- Health Professions entrance
- Health Professions exit
- Direct PLUS entrance
- Grad PLUS exit\*
- Direct Loan and Direct PLUS combined entrance
- Stafford and Grad PLUS combined exit\*
- TEACH Grant exit
- Financial literacy
- Private loan

---

---

---

---

---

---

---

---

### Demo counseling session

```
graph TD; A[Counseling type] --> B[Texas]; B --> C[MYF Demo School]; C --> D[Enter false student information];
```

---

---

---

---

---

---

---

---

### Benefits to schools

- Flexible sessions
- More than basic requirements
- Meet regulatory requirements
- Secure FAO Access Area
  - Record retrieval
  - Provide school-specific information
  - Other customization options
- View Meteor data
- Resources

---

---

---

---

---

---

---

---



### Savings to schools

By October 19, 2010, more than 13.23 million students completed their loan counseling through Mapping Your Future, saving schools over \$327 million.\*



\*Calculation: 20 minutes required per students times \$74.25 per FTE hour.

---

---

---

---

---

---

---

---

### Direct Loan Program

- Entrance counseling meets Direct Loan requirements
- Exit counseling sessions meet requirements for both FFELP and Direct Loan Program
- Provide exit counseling records to Direct Loan Program
  - NSLDS file layout
  - Mail paper records

---

---

---

---

---

---

---

---

### NSLDS file process

- Create Guarantor Exception Report
- Click on create NSLDS file link
- Agree to send records to NSLDS
- Follow instructions:
  - Open NSLDS submittal template
  - Save text file with counseling data
  - Paste text into template
- Upload to NSLDS

---

---

---

---

---

---

---

---

## Guarantor exception report

Run this report to determine which FFELP exit records guarantors have not retrieved AND which Direct Loan exit records you need to send to the Direct Loan Program. [Reference the instructions for adding guarantors and retrieving records.](#)

MYF Demo School  
 Online Student Loan Counseling  
 Guarantor Exception Report  
 05/01/2010 - 08/02/2010

5 records found

Direct Loan options

ExitExpress link

[Print This Page](#)

Confirmation #	SSN	Name	Test Date	GA	Remove Record
<b>DEPT OF EDUCATION - DIRECT LOANS/NGLDS</b>					
130212628	771-467777	Faella, Fa	07/01/2010	Status	remove
130292649	104-42-1924	Yestling, Lora	05/03/2010	Status	remove
Export Direct Loan Records			Print records for this Guarantor		
<b>Guarantor Not Found for this SSN and Date of Birth</b>					
130291123	131-25-4646	Gump, Bubba	07/01/2010	Status	remove
130291164	131-25-4646	Gump, Bj	07/01/2010	Status	remove
13318422	111-11-1111	Sm, D	07/12/2010	Status	remove
Print records for this Guarantor					

---

---

---

---

---

---

---

---

---

---

---

---

### Export Direct Loan records

Below are the Direct Loan exit records you requested. The files will remain available to you to export for 10 days. Please follow these steps to take the data from the text file, paste it into the NGLDS Template, and upload the records to NGLDS.

1. Save the "NGLDS Submittal Template.xls" file and then open it in Excel
2. Right-click on a file name below, click **Save Target As...**, and save the file on your computer
3. Open Notepad or Notepad++ on your computer and open the file saved in step 2
4. The file should open in Notepad or WordPad since it is a text file. **Select all data on the page** (right-click and click "Select All" or "CTRL+A").
5. **Copy all of the text on the page** (right-click the highlighted area and select "Copy" or "CTRL+C")
6. Go back to the NGLDS Submittal Template file and right-click on the first cell in the third row (A-2)
7. Select "Paste Special"
8. Select "Text" and click OK (Note: if you see a warning, simply click OK)
9. Save your NGLDS Submittal Template with the "Save as" from the file drop-down menu and make sure to save it as a ".xls" or Excel 97-2003 file, changing the name as you wish to make the file name unique
10. Log onto NGLDS and follow their instructions for uploading the file
11. After saving the file(s) and verifying the information is correct, check the boxes next to each file you have downloaded
12. Click "Records retrieved"

By clicking the "Records retrieved" button, you will verify you have downloaded the indicated file(s). The records will reflect that you retrieved them and no longer appear on the Guarantor Exception Report.

Requested	Pickup Date	Contact	Date range	File Name(s)	Records retrieved
10/19/10	Not retrieved	Beth Zetner	01/18/10 - 10/19/10	01102010_10182010_10192010	<input type="checkbox"/>

---

---

---

---

---

---

---

---

---

---

---

---

## Regulatory requirements

- Schools must provide additional information to complete requirements
  - Contact information for questions
  - Definition of half-time enrollment
  - Offices to contact if withdraw
  - Written repayment information to Perkins borrowers
  - Average repayment information for exit
  - Direct Loan servicer contact information\*
- Counseling sessions are up to date with regulations

---

---

---

---

---

---

---

---

---

---

---

---

### Customize counseling

The screenshot shows a grid of buttons for customizing counseling. The buttons are arranged in three rows. The first row contains 'Test questions', 'Money management topic', and 'Indebtedness information'. The second row contains 'Budget calculator', 'Counseling start page', and 'Student form'. The third row contains 'End URL' and 'School logo'. The buttons are in shades of purple, blue, and teal.

---

---

---

---

---

---

---

---

### Customized questions

- Default questions
- Select questions
- Minimum number
- Can submit new questions

---

---

---

---

---

---

---

---

### Money management topic

The screenshot shows a vertical list of sub-topics for the 'Money management topic'. The sub-topics are: 'Building good credit', 'Budgeting', 'Saving', 'Credit card use', and 'Credit reports'. Each sub-topic is in a rounded rectangular button of a different shade of purple, blue, and teal.

---

---

---

---

---

---

---

---

### Indebtedness levels

**Add average indebtedness information**

Step 1: Enter indebtedness levels

Enter average indebtedness for your students for each federal loan program in which you participate. When entering a dollar amount, do not use the dollar sign, commas, or decimals. If you don't participate in a particular loan program, mark the status as "inactive".

Click the "Apply Changes" button to save your options. After you have entered indebtedness levels, click the "Step 2" link below to choose the counseling types on which you will display the indebtedness information.

Loan Type	Dollar Amount	Status
Stafford	7500	Active
Perkins	1000	Active
Nursing	1200	Inactive
HPSL	500	Inactive
Grad Plus	1000	Inactive

Step 2: [Choose indebtedness display](#)

---

---

---

---

---

---

---

---

---

---

---

---

### Indebtedness display

**Loan Repayment**

On average, students at MY Demo School borrowed federal student loans as shown below. Note the maximum interest rate and payment amount for the debt level, based on a 10-year standard repayment plan.

If you are considering borrowing private/alternative loans, you can enter the amount and estimated interest rate to determine the monthly payment.

Loan Type	Average Indebtedness	Interest Rate	Monthly Payment Amount
Perkins	\$1,000.00	5 percent	\$59.00
Stafford	\$18,000.00	6.8 percent	\$212.99
Grad PLUS	\$20,000.00	8.5 percent	\$247.97
<b>Total:</b>			<b>\$519.97</b>

Additional amount you are considering borrowing from private/alternative loans  
(When entering a dollar amount, do not use the dollar sign, commas, or decimals.)

Amount to Borrow	Interest Rate	Monthly Payment Amount
<input type="text"/>	<input type="text"/>	<input type="text"/>

Total estimated monthly payment

**Included in counseling sessions**

---

---

---

---

---

---

---

---

---

---

---

---

### Budget calculator

Excluded from entrance

Included in exit

---

---

---

---

---

---

---

---

---

---

---

---

## Counseling start page

- Should include school-specific information
  - Contact information for questions
  - Half-time definition
  - Appropriate offices to contact if withdraw
  - Average repayment information
  - Direct Loan servicer information\*
- Other ideas to include
  - Important dates/deadlines
  - Disbursement procedures
  - Refund policies

---

---

---

---

---

---

---

---


---

---

---


---

## Creating start page



Process

- Create
- Edit
- Save or save and submit for approval
- Commit changes
- Add new link to your page after approved



Tips

- Type text directly on page
- For charts – use an image
- Make links open in new window
- Save changes every 15 minutes

---

---

---

---

---

---

---

---

---


---

---

---

### Stafford and Perkins Exit Counseling

Dakota Wesleyan University in Mitchell, SD



Welcome to Dakota Wesleyan University's combined Stafford and Perkins exit counseling session. Included in this counseling session are some very important facts regarding Stafford and Perkins loans. You must complete this exit counseling if you drop below at least half-time attendance, withdraw, or graduate—regardless if you plan to transfer to another school or return to Dakota Wesleyan University.

In regards to your Federal Stafford loans, please make sure to review the packet of information given to you by the Financial Aid Office. The packet includes the Student Loan Summary which lists all of the Federal Stafford loans you borrowed while attending DWU. The exact principal amount that you currently owe is listed for each of the Federal Stafford loans. This amount will not include accrued interest and/or may not include amounts that you may have borrowed at previous schools. If you have not received this packet please contact the Financial Aid Office.

If you borrowed a Federal Perkins loan from Dakota Wesleyan, you will be receiving a Federal Perkins loan packet from Dakota Wesleyan's Business Office. For information regarding your Perkins only contact Carol Weiss, DWU Business Office at (605) 995-2693 or [carolw@dwsu.edu](mailto:carolw@dwsu.edu).

For general information on your loan history, you may access the information with your federal PIN number on the National Student Loan Data System at [www.nslds.ed.gov](http://www.nslds.ed.gov). For specific loan repayment information, contact your lender directly (please see the Student Loan Summary for contact information on your Stafford loans).

If you have further questions please feel free to contact the Financial Aid Office at (605) 995-2656 or (605) 995-2653. Best wishes to you in your future endeavors!

2009-2010 Dakota Wesleyan University graduates' average student loan indebtedness is as follows:

	Average Loan Total	Est. Monthly Payment
Average Federal Loan Indebtedness - 2 Year Program**	\$24,000	\$275
Average Federal Loan Indebtedness - 4 Year Program**	\$26,700	\$310
Ave. Private Student Loan Indebtedness (see information below)***		

---

---

---

---

---

---

---

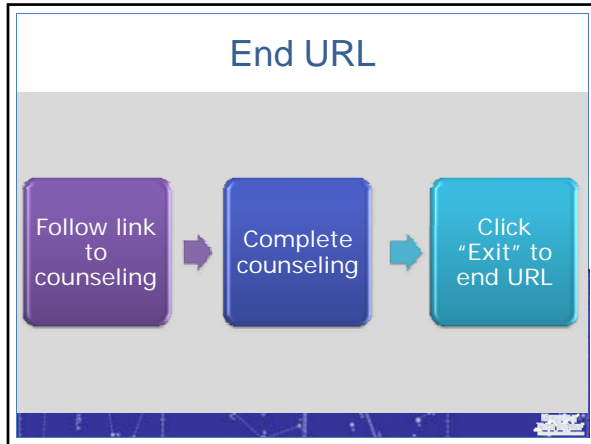
---

---

---

---

---



---

---

---

---

---

---

---

---

### Display school logo

- Customized start page
- Cobranding document provides information to display logo on all pages
  - Programming needed
  - Also includes information on renaming the **Exit** button
  - Request documentation

---

---

---

---

---

---

---

---

### Student form

- Regulatory fields vs. all fields
- Require borrowers to complete all fields
  - References during entrance
  - Great if high drop-out rates

---

---

---

---

---


---

---

---

### Meteor access

- Non-proprietary, open source software
- Secure login
- Real-time access to data
- Aggregated information from multiple databases
- Access on Mapping Your Future:
  - Schools through FAO Access Area
  - Students through exit counseling



---

---

---

---

---

---

---

---

### Other Mapping Your Future tools

---

---

---

---

---

---

---

---

### Default prevention and money management presentation

- Basic money management skills
- Checking and savings accounts
- Creating a budget
- Borrowing student loans
- Managing credit cards and understanding credit
- Identity theft
- Tax liability
- Getting help

---

---

---

---

---

---

---

---

### Borrow smart (general)

- Use loans only for items that are needed
- Consider the cost of the loan
- Ensure that the monthly payment fits within your budget
- Postpone purchases if necessary

---

---

---

---

---

---

---

---

### Debt/salary wizard

Decide how much you can borrow (debt/salary wizard)

Use this interactive calculator to determine the following:

- How much you can afford to borrow in student loan funds based on your future expected earnings.
- The salary you will need in order to afford your student loan payments.

If you enter the salary you anticipate earning upon graduation, the calculator will calculate the maximum amount of student loan debt you should borrow. If you enter the current amount borrowed in student loans and the amount you anticipate borrowing throughout your college career, the calculator will report the salary required to make payments on this debt.

Note: This calculator is based on the recommendation that your student loan payment be no more than 8 percent of your gross earnings. The calculations do not take into consideration a high amount of credit card or other debt.

mappingyourfuture.org/paying/debtwizard/

---

---

---

---

---

---

---

---

### Student loan repayment calculator

Estimate your future federal student loan payments using the calculator below.

Enter your Number of Monthly Payments, Simple Interest Rate and Principal Amount of Loan.

What you should know:

- Your actual payment amount will be determined by your loan holder and will be based on the amount that you borrowed. However, most loan programs require at least a \$50 payment each month, no matter how small your loan amount.
- Your interest rate will depend on your loan type and when you received the loan.
- The calculator is preset to 120 months and an interest rate of 6.8 percent. You may adjust these as needed.
- It is recommended that your student loan payment be less than 8 percent of your gross income. The minimum salary field is based on this recommendation.

mappingyourfuture.org/paying/standardcalculator.htm

---

---

---

---

---

---

---

---



### Borrow smart (student loans)

- You must repay loans
- You can prepay the loans
- You will begin repayment after grace period
- You must notify loan holder of any changes
- You must communicate with servicer when payment problems arise

---

---

---

---

---

---

---

---

### Borrow smart (student loans)

Know your repayment options

- Standard repayment
- Graduated repayment
- Income-sensitive repayment
- Income-contingent repayment
- Extended repayment
- Income-based repayment
- Consolidation

---

---

---

---

---

---

---

---

### Income-based repayment calculator

Enter your loan information (amounts and interest rates) in the calculator below to estimate your monthly payment amount under the income-based repayment plan.

- The loan type and interest rate are preset, however, you can change these.
- When entering dollar amounts, do not use commas or decimals. For example, enter \$1,000 as 1000.

How many loans do you have?

Loan type	Principal balance	Annual interest rate
Loan 1	\$	6.8
Loan 2	\$	6.8
Loan 3	\$	6.8
Loan 4	\$	6.8

Family Size:

Adjusted gross income: \$

Residence:  Alaska  Hawaii  All other

[mappingyourfuture.org/paying/ibrcalculator.cfm](http://mappingyourfuture.org/paying/ibrcalculator.cfm)

---

---

---

---

---

---

---

---

### Loan consolidation calculator

**Loan consolidation calculator**  
Use this calculator to estimate your monthly payments, principal, and interest if you consolidate.

**Instructions:**

- Select the number of loans you're considering consolidating.
- Enter your existing balances and current interest rates of the loans you wish to consolidate in this worksheet.
- Enter the whole dollar amounts without commas. For example, do not use commas in the values of \$1000 or more.

How many loans do you have?

Loan #	Balance	Interest Rate
1	<input type="text"/>	<input type="text"/>
2	<input type="text"/>	<input type="text"/>
3	<input type="text"/>	<input type="text"/>

**Repayment Incentives**  
Lenders may offer interest rate incentives for loans that involve on-time payments. For example, if your lender offers a .25 percent interest rate reduction for loans that are 30 days past due, then you would enter 1.25 percent in the third box and 36 months in the second box.

Enter your total incentives as a percentage:  %  
Delay for effect of incentives:  months

[mappingyourfuture.org/paying/consolidation/calculator.cfm](http://mappingyourfuture.org/paying/consolidation/calculator.cfm)

---

---

---

---

---

---

---

---

---

---

### Borrow smart (student loans)

Know your repayment tools

- Deferment
- Forbearance
- Loan forgiveness

---

---

---

---

---

---

---

---

---

---

### Borrow smart (student loans)

Understand the consequences of delinquency and default

- Impact to credit, wages and tax refunds
- Increased cost of loan
- Ineligibility for additional financial aid
- Legal action

---

---

---

---

---

---

---

---

---

---

### Integrate features into your website

- Loan consolidation calculator
- Debt/salary wizard
- Deferment navigator
- Student loan repayment calculator
- IBR calculator
- Budget calculator
- Checkbook balancing tool
- Savings calculator

---

---

---

---

---

---

---

---

---

---

---

---

### Counseling and Online Education powered by Mapping Your Future

- Create counseling for your program using our technology
- Save time (template)
- Save money
- Request more information

---

---

---

---

---

---

---

---

---

---

---

---

Mapping Your Future: Online Student Loan Counseling

Step 3 Contact Us

OSLC Test for Hardin-Simmons University in Abilene, TX

---

**Topic 2 of 3: How much will I have to repay?**

The average amount of debt for a HSIU graduating senior is \$31,000.00, including all Stafford, PLUS, Perkins and Private loans. Lenders of Private Educational Loans generally provide an extended period for repayment – often 15 – 20 years. This extended period of time may permit smaller monthly payments but will also produce larger amounts of interest debt during the repayment period. There is an direct relationship between the length of time to repay a loan and interest debt generated during the repayment period. Stated another way, as the time to fully repay a debt shortens, the less interest generated debt will be produced.

Use this Monthly Payment Estimator below to give you an idea of what your monthly payments for the Private Educational Loan you are considering.

The calculator is preset to 120 months and the an interest rate of 9 percent. If your loan package differs, you may wish to adjust these numbers.

The minimum annual salary calculation is based on the financial aid industry recommendation that student loan payments not exceed 8 percent of your gross income. The calculation does not consider high credit card debt or other unsecured debt.

Number of Monthly Payments	120
Simple Interest Rate	9.0
Principal Amount of Loan	\$
Your Monthly Payment Will Be	\$
Your Total Interest Cost Will Be	\$
Minimum annual salary to handle these payments	\$

---

---

---

---

---

---

---

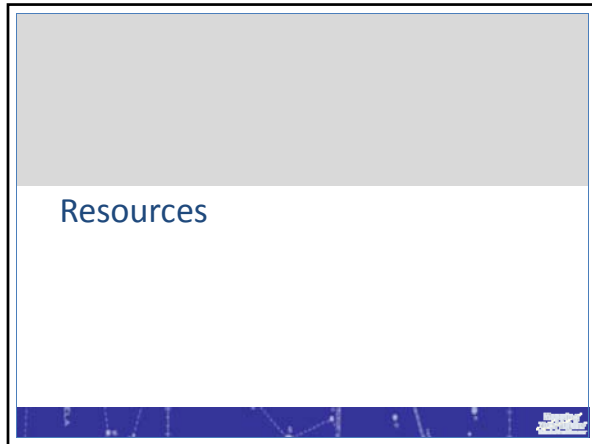
---

---

---

---

---



Resources

---

---

---

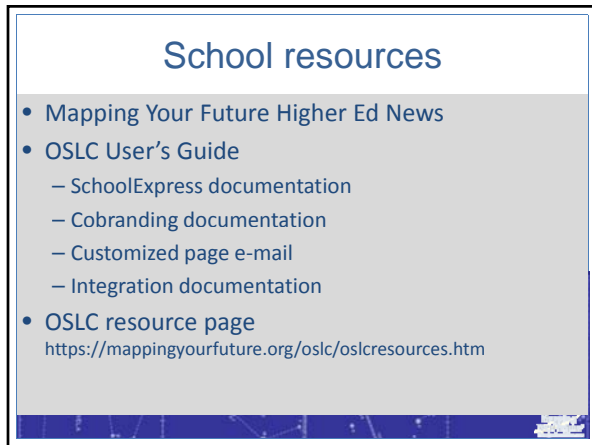
---

---

---

---

---



School resources

- Mapping Your Future Higher Ed News
- OSLC User's Guide
  - SchoolExpress documentation
  - Cobranding documentation
  - Customized page e-mail
  - Integration documentation
- OSLC resource page  
<https://mappingyourfuture.org/oslc/oslcresources.htm>

---

---

---

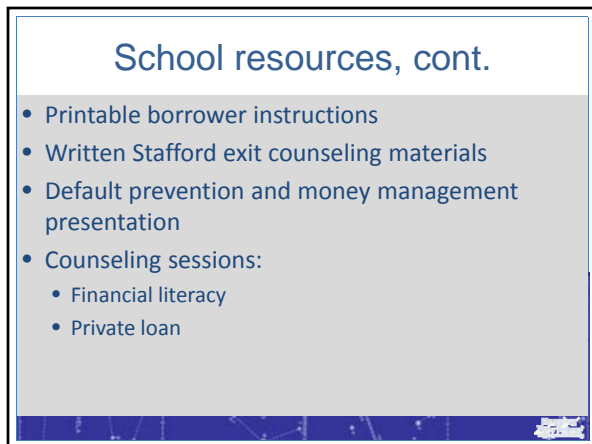
---

---

---

---

---



School resources, cont.

- Printable borrower instructions
- Written Stafford exit counseling materials
- Default prevention and money management presentation
- Counseling sessions:
  - Financial literacy
  - Private loan

---

---

---

---

---

---

---

---

### Student resources

- Money management flyer  
[mappingyourfuture.org/downloads/MYFMoneyManagementFlyer.pdf](http://mappingyourfuture.org/downloads/MYFMoneyManagementFlyer.pdf)
- Calculators
- Website content
  - Student tabs
  - Student loan borrowers tab
- Social networking tools

---

---

---

---

---

---

---

---

### Social networking tools

- Facebook fan page  
<http://facebook.com/pages/Mapping-Your-Future/64772249281?ref=share>
- LinkedIn  
[www.linkedin.com](http://www.linkedin.com) (Mapping Your Future group)
- MySpace page  
[www.myspace.com/myfmanageyourmoney](http://www.myspace.com/myfmanageyourmoney)
- Twitter  
[@MYFinc](https://twitter.com/MYFinc)

---

---

---

---

---

---

---

---

### Future plans

Grace period/repayment counseling

Guidance on contacting former students

Future release of OSLC

---

---

---

---

---


---

---

---

Contacts

- Beth Ziehmer  
(573) 796-3730
- [feedback@mappingyourfuture.org](mailto:feedback@mappingyourfuture.org)  
Contact Us
- Kara Horstman  
(573) 298-2924



---

---

---

---

---

---

---

---