Why Wells Fargo

Wells Fargo is a bank you can count on who is committed to providing the best possible service along with the products and tools needed in order to succeed. Some of the things we offer that give us a competitive edge are:

**Stability**- With more than 150 years of service behind us, Wells Fargo is one of the industry’s most stable, reliable and dependable options. Wells Fargo is self-funded; therefore, we are not dependent on the unstable capital markets to fund future loans. While many private student loan lenders are new to the industry, Wells Fargo was one of the first in the business to offer a private student loan product in 1988. For over two decades, we have been there for students either not eligible for federal financial aid or who need additional funding to meet their education expenses.

**Flexibility**- Students don’t want to worry about making student loan payments while they are in school. At Wells Fargo, the repayment of interest does not begin until students enter repayment. We make quarterly interest statements available online to all of our borrowers who are not yet in active repayment. The borrower has the option to make interest payments while he/she is in school, deferment, or forbearance. When students with private loans call us letting us know it is a challenge to make their monthly payment, we walk them through their repayment plan options.

**Reliable service**- Student borrowers and their families expect a solid relationship with their lender, which is why we do not currently outsource any aspect of our newly originated loans. We will service Wells Fargo private loans with our best-in-class customer service. When students have a question, we are here to help. Your students can also access their account online for free 24/7.

**Dedicated Account Executive and Client Service**- We not only support our student and family customers, but our school customers as well. Your Account Executive and our Client Services team are here to help with any questions or concerns.

**Rewarding Graduation**- Graduating from college is a huge accomplishment. At Wells Fargo, we reward students for their hard work. Offering students a 0.75% combined savings on their interest rate is our way of congratulating them while helping them get started on life after college. With the **Wells Fargo Student Graduation Benefit** program, your students will get 0.50% off their interest rate when they graduate. Plus, they get an additional 0.25% off their interest rate when they choose automatic payments.

All students with an eligible loan who earn their degree, certificate, or professional license will be eligible for the **Wells Fargo Student Graduation Benefit** program reward. 100% of graduating students at your school with an applicable Wells Fargo loan are eligible to receive the benefit.

**Financial literacy and loan education tools**- We believe that students must have the tools they need to be financially literate and understand what responsible borrowing means before they apply for that first student loan. On our website, your students will find a wealth of online tools that will help guide them through each and every step of the student loan process.