Correspondence Milestones Overview



Table of Contents

Introduction	1
When Great Lakes Communicates with Borrowers	
How Great Lakes Communicates with Borrowers	
Electronic Correspondence	
Paper Correspondence	
Correspondence Milestones	е
In School	е
Repayment Transition	10
Repayment	16

Introduction

This document provides you with information about the correspondence Great Lakes sends to borrowers at certain milestones during the time their student loan is serviced by Great Lakes. Not only can you use it to gain a better understanding of the correspondence Great Lakes sends to borrowers, but you can also use it to better answer borrower questions and guide them through the correspondence they receive as they transition from being enrolled in school to repaying their student loans.

Note: This document does not include all correspondence that borrowers receive, and all correspondence described in this document does not apply to all borrowers; instead, this document includes the correspondence that Great Lakes most commonly sends to borrowers.

Note: Samples included in this document are accurate as of 04/15/2016; some content may have changed.

When Great Lakes Communicates with Borrowers

Great Lakes is committed to reaching out to our borrowers at all stages of the student loan lifecycle to ensure that they can successfully repay their student loans.

The following table provides the total number of pieces of correspondence sent during specified milestones, including those we're required to send and additional correspondence we send beyond that.

Correspondence Milestone	Required Contacts	Additional Contacts	Total
In School	3	5	8
Communications include early engagement to ensure borrowers understand who their servicer is and regular information related to their student loans.			
Note: Unique borrower situations require additional correspondence not noted here.			
Repayment Transition (Grace)	5	3	8
Communications ensure borrowers know it's going to be time to start paying soon.			

Correspondence Milestone	Required Contacts	Additional Contacts	Total
Repayment	35	10	31
Communications are focused on the borrower's situation in an effort to ensure they successfully repay their loans.			
Note: Unique borrower situations (e.g., the income-driven repayment application process, postponing payments, or Direct Loan consolidation) require additional correspondence not noted here.			
Servicemember Benefits	11	3	14
Communications are focused on Servicemembers Civil Relief Act (SCRA) benefits, such as general information, how to apply for benefits, and benefit status.			
Past Due	8	11	20
Communications are focused on reaching borrowers and working through their repayment options.			

How Great Lakes Communicates with Borrowers

Great Lakes sends correspondence to borrowers whose loans we service in either electronic or paper format. While some correspondence is always sent in paper format, Great Lakes encourages borrowers to sign up to receive electronic correspondence in order to provide a higher level of service to borrowers and to be more environmentally friendly.

Electronic Correspondence

On the Great Lakes website (https://mygreatlakes.org), borrowers can manage all aspects of their student loans in one convenient location, taking actions such as viewing account and loan details and making payments. Borrowers can take full advantage of the functionality of the Great Lakes website by signing up to receive electronic correspondence. Borrowers can also receive electronic correspondence on the Great Lakes website via Message Center.

Email

In general, borrowers receive email correspondence if they've provided an email address. For certain types of correspondence, borrowers must sign up (i.e., provide additional consent) to receive it via email. One common email correspondence example is the monthly billing statement email, which borrowers receive when their monthly billing statements are available.

When borrowers open the email, they're notified their monthly billing statement is available. The email also contains a link that borrowers can click to access their monthly billing statement on the Great Lakes website.

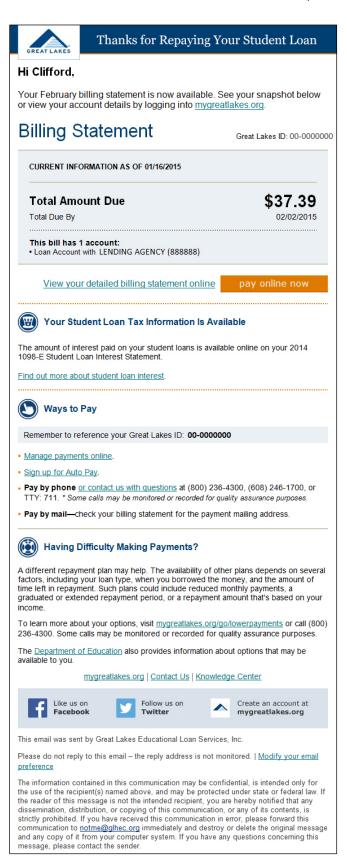


Figure 1. Example of the monthly billing statement email

Not only is this a convenient, fast, and free way for borrowers to receive information, but it also benefits the environment by reducing the amount of paper used.

Message Center

Message Center provides a central location for borrowers to easily and securely receive correspondence from Great Lakes. It's available to all borrowers when they log into their Great Lakes website account. Borrowers can receive Message Center messages, for example, after they submit a deferment request. When borrowers access Message Center, unread messages display in bold formatting, similar to how they would display in an email inbox.

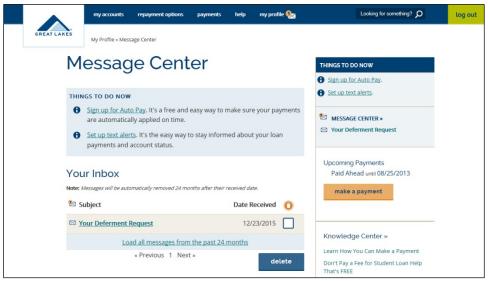


Figure 2. Example of Message Center with an unread message

Borrowers can then click the message subject to open and read the message.

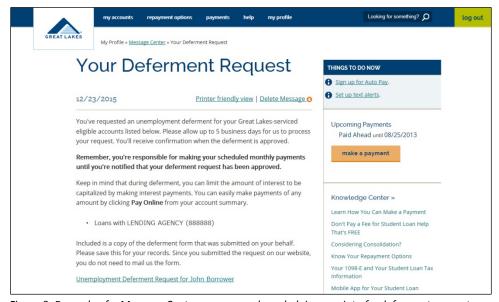


Figure 3. Example of a Message Center message acknowledging receipt of a deferment request

Paper Correspondence

Borrowers may receive paper correspondence (i.e., letters and forms) if they have not signed up to receive electronic correspondence, if they have not provided an email address, or if an electronic version is not available for a specific type of correspondence. All paper correspondence is sent in envelopes that contain a distinctive logo and text so that borrowers can recognize the correspondence is from Great Lakes and contains information about their federal student loans.

The following samples depict the front and back of the envelope in which Great Lakes sends correspondence when they begin servicing borrowers' Direct Loans. While Great Lakes may send different versions of this envelope based on the correspondence type, the envelope always features the Great Lakes logo.



Figure 4. Example of the front of the envelope used to send correspondence to borrowers



Figure 5. Example of the back of the envelope used to send correspondence to borrowers

Correspondence Milestones

This section provides information about the correspondence borrowers receive at major milestones. This section does not include all correspondence that borrowers receive; instead, it includes information about the written correspondence Great Lakes sends to borrowers who have federally-held loans (i.e., Federal Family Education Loan Program (FFELP) Loans sold to the U.S. Department of Education (ED) and Direct Loans) serviced by Great Lakes.

The following figure illustrates the major milestones during which borrowers receive correspondence.

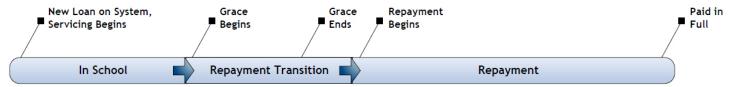


Figure 6. Correspondence milestones timeline

In School

Borrowers receive the following correspondence often when they are still in school. The milestone associated with this correspondence is a new loan on the Great Lakes servicing system and the beginning of Great Lakes' servicing of that loan.

In 2010, Great Lakes began servicing Direct Loans under the Federal Direct Loan Program on behalf of ED as part of a servicing contract. Direct Loans are assigned to Great Lakes by ED once the first disbursement is made. After Great Lakes is assigned as the loan servicer, loan information is then sent to Great Lakes. (This information is usually available within 48 hours of assignment.) Once loans are available on the servicing system, correspondence is automatically generated and sent to borrowers.

New Loan Correspondence

When borrowers are new to Great Lakes (i.e., they have their first loan(s) on the servicing system), new loan correspondence is automatically generated and sent. This correspondence introduces Great Lakes as borrowers' student loan servicer. In addition, it provides reassurance that Great Lakes will keep borrowers up-to-date with information about their loans, and encourages them to visit the Great Lakes website (https://mygreatlakes.org) and to sign up for a website account.

The following is an example of a new loan letter, which is sent to borrowers in this situation. Borrowers may receive different versions of the correspondence based on their loan type.

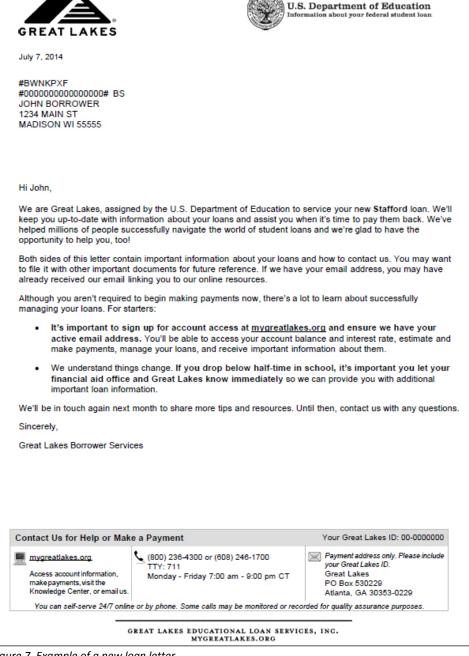


Figure 7. Example of a new loan letter

New Loan Follow-Up Correspondence

Approximately 30 days after borrowers receive new loan correspondence, they receive follow-up correspondence, reminding them their new student loans are serviced by Great Lakes and reaffirming that Great Lakes is here to help them succeed. In addition, it provides information about and resources for successfully managing student loans and encourages borrowers to visit the Great Lakes website and to sign up for a website account.

The following is an example of a new loan follow-up email, which is sent to borrowers in this situation. Borrowers may receive different versions of the correspondence based on their loan type. This correspondence is generated in email or letter format.

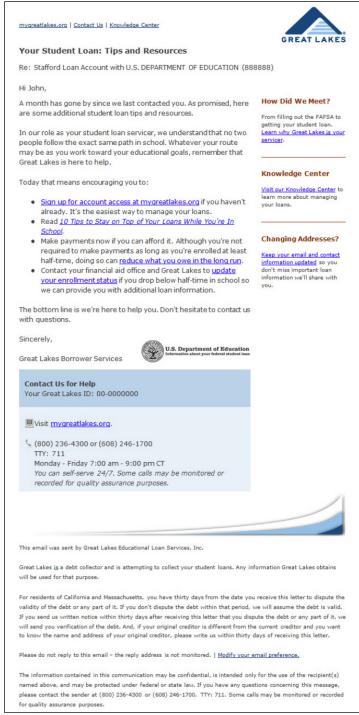


Figure 8. Example of a new loan follow-up email

Additional Loan Correspondence

When borrowers already have an initial loan on the servicing system, they receive additional loan correspondence when more loans are added. Once loans are available on the servicing system, correspondence is automatically generated and sent to borrowers. The correspondence informs borrowers that their new student loan will be serviced by Great Lakes and reaffirms that Great Lakes is here to help them succeed. In addition, it provides information about and resources for successfully managing student loans, and encourages borrowers to visit the Great Lakes website and to sign up for a website account.

The following is an example of an additional loan email, which is sent to borrowers in this situation. Borrowers may receive different versions of the correspondence based on their loan type. This correspondence is generated in email or letter format.

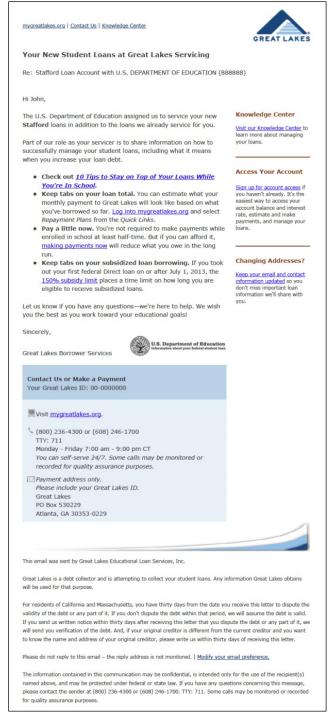


Figure 9. Example of an additional loan email

Repayment Transition

Borrowers receive the following correspondence during the time period in which their enrollment in school has ended, but before their first payment is due. The milestones associated with this correspondence are the beginning and end of the grace period.

Less than Half-Time Enrollment Correspondence

When the information Great Lakes has on system indicates that borrowers are no longer enrolled as at least half-time students, borrowers receive correspondence indicating the date this enrollment change occurred. The correspondence introduces Great Lakes and explains important items that borrowers should be aware of, including information about when they'll have to make payments and a reminder to update their enrollment and contact information. In addition, this correspondence gives borrowers an idea of what they can expect next.

The following is an example of the less than half-time enrollment email, which may be sent to borrowers in this situation. Borrowers may receive different versions of the correspondence based on whether they have requested a deferment, forbearance, or leave of absence, and depending on their loan type. This correspondence is generated in email or letter format.

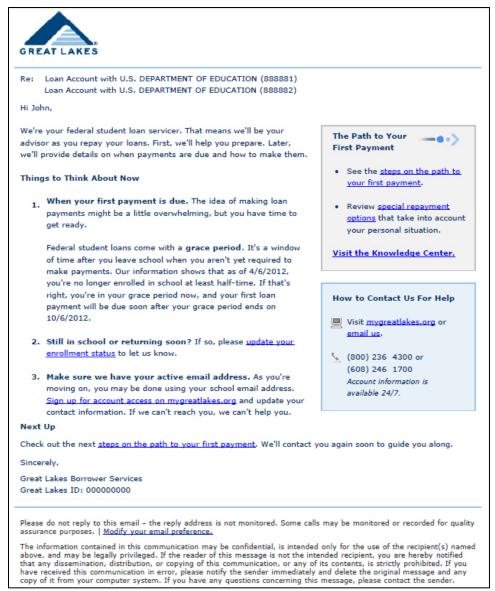


Figure 10. Example of a less than half-time enrollment notification email

Estimate Your Payment Correspondence

When borrowers are approximately halfway through their grace period, they receive correspondence notifying them of this and encouraging them to start thinking about their upcoming monthly payments. The correspondence explains important items that borrowers should be aware of, including information about when they'll have to make payments and a reminder to update their enrollment and contact information. In addition, this correspondence helps borrowers to understand payments, explaining why making payments is important, how to estimate their monthly payment amount and explore other repayment plans, and how to plan ahead if they encounter trouble.

The following is an example of the Estimate Your Payment email, which may be sent to borrowers in this situation. This correspondence is generated in email format.

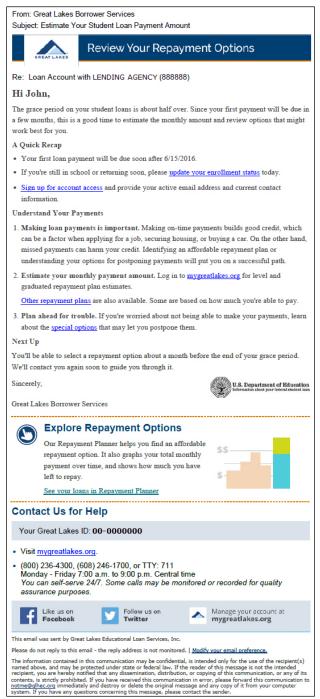


Figure 11. Example of the Estimate Your Payment email

Get Ready for Repayment Correspondence

When borrowers are close to the end of their grace period, they receive correspondence notifying them of the date on which their grace period expires and explaining that they can choose a repayment plan that best suits their circumstances. It also explains what borrowers can expect next, such as a payment schedule or confirmation that their payments have been postponed.

The following is an example of the Get Ready for Repayment email, which may be sent to borrowers in this situation. This correspondence is generated in email or letter format.

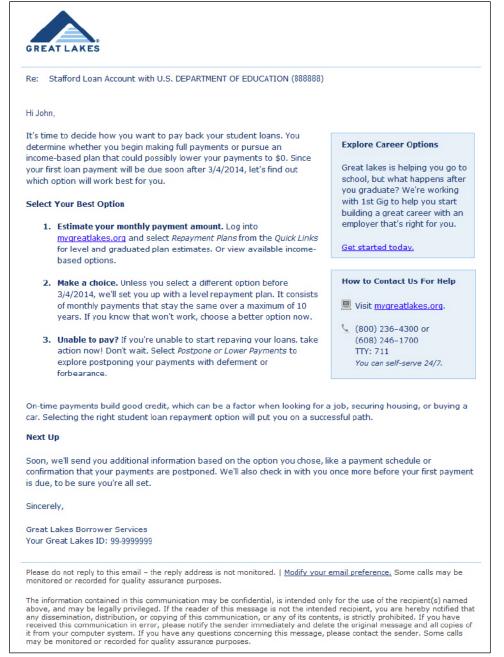


Figure 12. Example of the Get Ready for Repayment email

Exiting Grace Correspondence

When borrowers reach the end of their grace period, they receive correspondence notifying them they will have a payment due soon and recapping important items they should be aware of. It includes a list of actions borrowers can take to smoothly transition into repayment (e.g., sign up for a Great Lakes website account, enroll in Auto Pay, etc.). In addition, it explains that borrowers can select a repayment plan that best suits their circumstances and stresses the importance of building good credit through on-time payments.

The following is an example of the Exiting Grace email, which may be sent to borrowers in this situation. This correspondence is generated in email format.

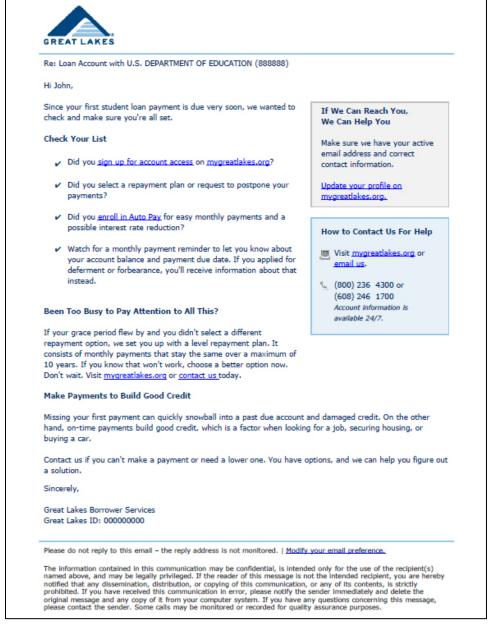


Figure 13. Example of the Exiting Grace email

Payment Schedule Correspondence

Before their first payment is due, borrowers receive correspondence informing them about their payment schedule, which explains and outlines their repayment terms. It contains information about repayment options and encourages borrowers to think about their financial situation and their ability to make payments.

The following is an example of the Payment Schedule Available email, which may be sent to borrowers in this situation. This email links to the borrower's payment schedule on their Great Lakes website account. This correspondence is generated in email or letter format.

Note: When this correspondence is generated in letter format, borrowers receive a cover letter with an attached payment schedule. Borrowers can access their current payment schedule online at any time after they have signed up for a Great Lakes website account.

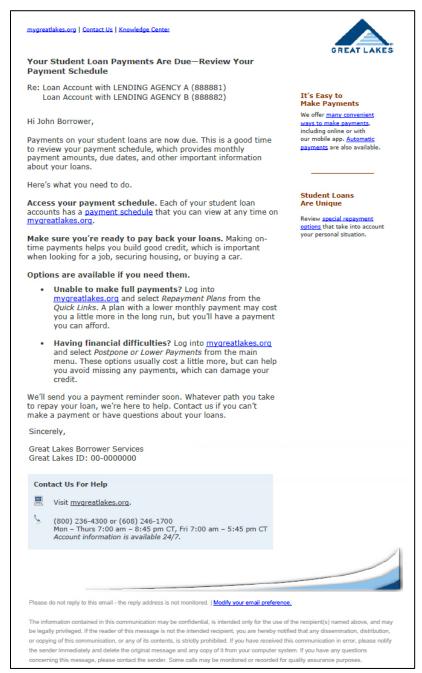


Figure 14. Example of the Payment Schedule Available email

The following is an example of the Payment Schedules page, which can be accessed from the Payment Schedule Available email (Figure 14).

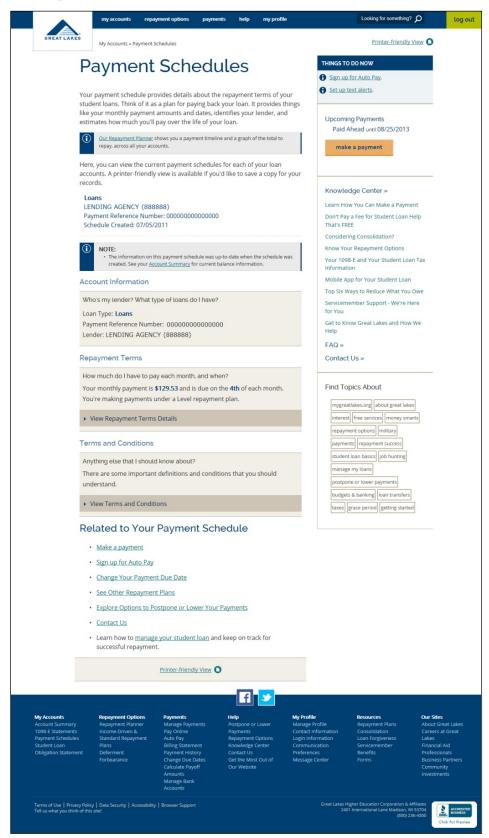


Figure 15. Example of the Payment Schedules page, as seen from a borrower's Great Lakes website account

Repayment

Borrowers receive the following correspondence after they begin their repayment period. The milestones associated with this correspondence are the beginning of repayment through to the account being paid in full.

Monthly Billing Statement Correspondence

If borrowers have not provided a valid email address, they receive a paper monthly billing statement letter; however, if borrowers have provided a valid email address, they receive an electronic monthly billing statement via email. Monthly billing statement correspondence indicates the borrower's monthly billing statement is available. Refer to the <u>Electronic</u> Correspondence section in this document for additional information and samples.

When viewing their monthly billing statement via their Great Lakes website account, borrowers can also click a link to view a printable version of their monthly billing statement, which includes account and payment information, as well as contact information for Great Lakes.

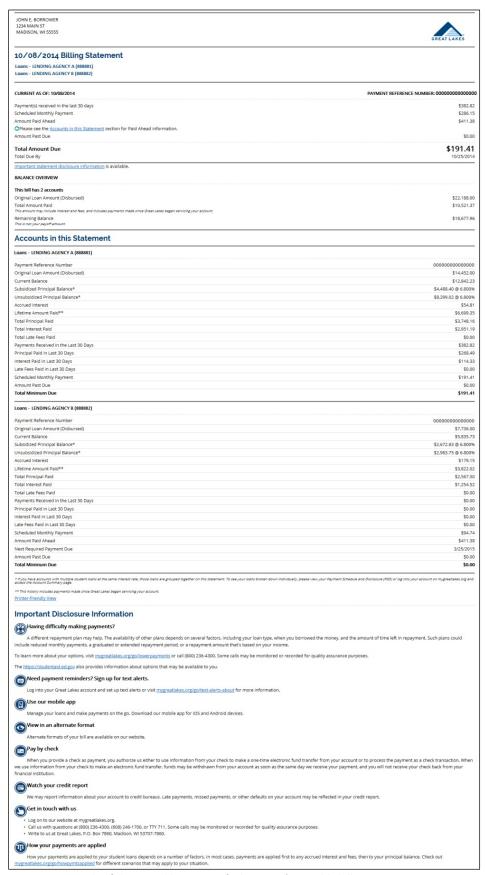


Figure 16. Example of the printable version of a borrower's monthly billing statement

Servicemember Benefits Correspondence

Borrowers who are serving or have served in the military receive correspondence twice a year to notify them of the servicemember benefits that may be available to them, along with how they can contact Great Lakes for additional information.

The following is an example of the Servicemember Benefits email, which may be sent to borrowers in this situation. Borrowers may receive other versions of the correspondence based on their account status. This correspondence is generated in email or letter format.

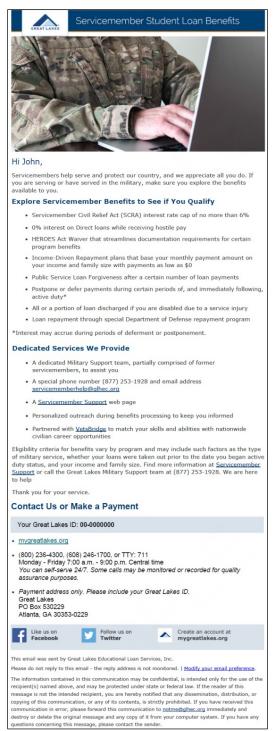


Figure 17. Example of the Servicemember Benefits email

1098-E Student Loan Interest Statement Correspondence

While in repayment, borrowers receive correspondence annually indicating the amount of interest they paid on their accounts the previous year. With the correspondence, borrowers receive their Student Loan Interest Statement form (1098-E), which can be used for tax-filing purposes.

The following is an example of the Interest Statement letter, which may be sent to borrowers in this situation. Borrowers may receive other versions of the correspondence based on their loan type. This correspondence is generated in email or letter format.





LENDING AGENCY (888888) Loan Account 0000000000000000

January 7, 2016

#BWNKPXF #0000000000000000 # BS JOHN E. BORROWER 1234 MAIN ST MADISON WI 55555

Hi John E. Borrower.

Your number is here—your 1098-E is now available. You can find the number for this account on the back of this letter, or by logging into mygreatlakes.org.

Your number is the amount of interest paid on your Great Lakes-serviced student loans in 2015. You'll have one number for each account listed in your Account Summary on mygreatlakes.org. You may be able to deduct some or all of the amounts from your income on your federal tax return, which could reduce the amount you pay—good news for you!

If you have student loans with other lenders or servicers, they'll provide you with the interest paid on those loans. Add all of your numbers together to determine the total student loan interest paid for the year. Check with a tax advisor to determine which interest is tax deductible, and provide that amount in box 1 in the student loan interest deduction portion of your tax return.

Find more information on the 1098-E by visiting mygreatlakes.org/go/taxstatements.

Sincerely,

Great Lakes Borrower Services Your Great Lakes ID: 00-0000000

U.S. Department of Education Privacy Policy

Federal law requires your lender to tell you how it collects, shares, and protects your personal information. Your lender's privacy policy has not changed and you may review its policy and practices with respect to your personal information at mygreatlakes.org/go/privacy. We will mail you a free copy upon request if you call us at (800) 236-4300.

GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.
MYGREATLAKES.ORG

Figure 18. Example of the Interest Statement letter

Account Statement Correspondence

If borrowers request an account statement, Great Lakes generates the borrower obligation statement correspondence on demand to send to them. It provides account information and encourages borrowers to visit the Great Lakes website (https://mygreatlakes.org) for more information. This correspondence is generated in letter format.

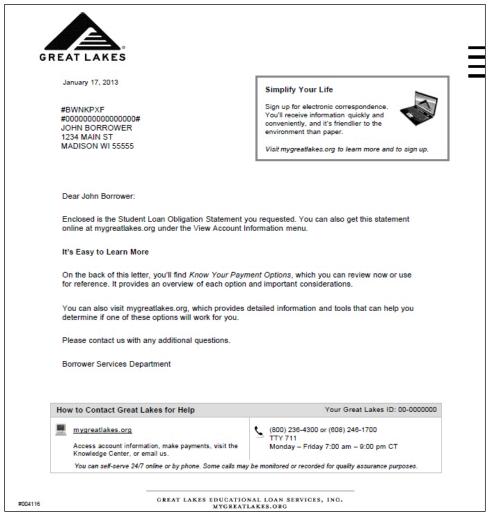


Figure 19. Example of the borrower obligation statement cover letter

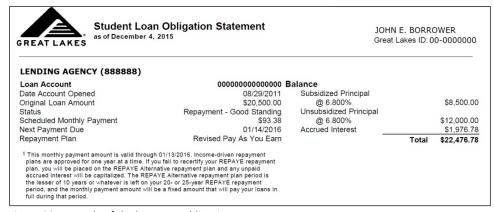
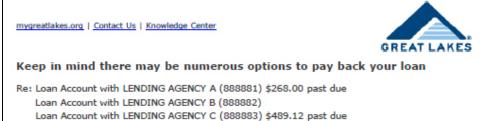


Figure 20. Example of the borrower obligation statement

Difficulty Making Payments Correspondence

If borrowers are having difficulty making payments, they receive correspondence informing them of the options they may have to postpone or lower their payments. It encourages borrowers to visit the Great Lakes website or contact Great Lakes for more information. This correspondence is generated in email or letter format.



Hi John.

We're emailing you to provide additional information on the repayment options available to you. Although we may have discussed a specific alternative or sent you an application form, it's important to understand all of the options you're eligible for.

- Lower your monthly payment by selecting a more affordable plan. One based on your income could reduce your monthly payment down to \$0.
- Postpone your payment with a deferment or postpone
 it with forbearance. If you're unemployed, underemployed,
 facing a crisis, or just need some breathing room, postponing
 your payments may help.
- Find out if you're eligible for loan forgiveness.

It's Quick and Easy to Learn More

For additional details on which alternative makes the most sense for your situation, check out <u>Know Your Repayment Options</u>.

Don't hesitate to contact us with any questions. Our understanding and experienced customer service reps are available to help.

Sincerely,

Great Lakes Borrower Services Great Lakes ID: 00-0000000

Contact Us or Make a Payment

Visit mygreatlakes.org.

(800) 236-4300 or (608) 246-1700 Mon - Thurs 7:00 am - 8:45 pm CT, Fri 7:00 am - 5:45 pm CT

You can self-serve 24/7. Some calls may be monitored or recorded for quality assurance purposes

Payment address only. Please include your Great Lakes ID. You have multiple loans with multiple payment mailing addresses. Log into your account to find the correct payment mailing address.

Underemployed? Need Relief?

Unemployed?

Troubled by unemployment, a low salary, or not enough hours at work?

Find out how to lighten your load.



Approved for Income-Driven Repayment Correspondence

If borrowers have applied for an income-driven repayment plan and their request has been approved, they receive correspondence informing them of this and about their payment schedule, which explains and outlines their repayment terms.

The following is an example of the income-driven repayment Payment Schedule Available email, which may be sent to borrowers in this situation. This email contains information about the borrower's income-driven repayment plan and links to their payment schedule on their Great Lakes website account. Borrowers may receive other versions of the correspondence based on the amount of their accruing interest. This correspondence is generated in email or letter format.

Note: When this correspondence is generated in letter format, borrowers receive a cover letter with an attached payment schedule. Borrowers can access their current payment schedule online at any time after they have signed up for a Great Lakes website account.

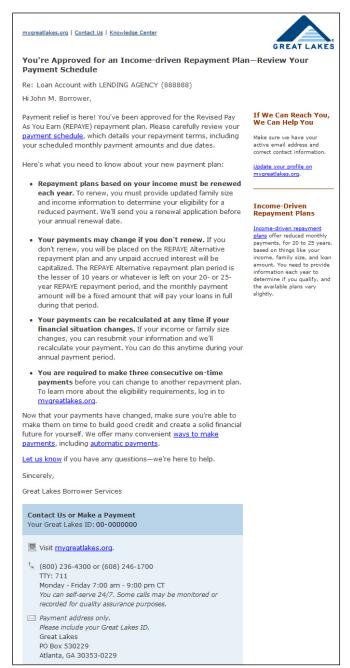


Figure 22. Example of the income-driven repayment Payment Schedule Available email

Deferment Approval Correspondence

If borrowers have applied for a deferment and their request has been approved, they receive the Deferment Acceptance correspondence informing them of this. It provides information on the dates of the deferment period, as well as information about making payments during deferment. Borrowers may receive other versions of the correspondence based on their loan type. This correspondence is generated in email or letter format.

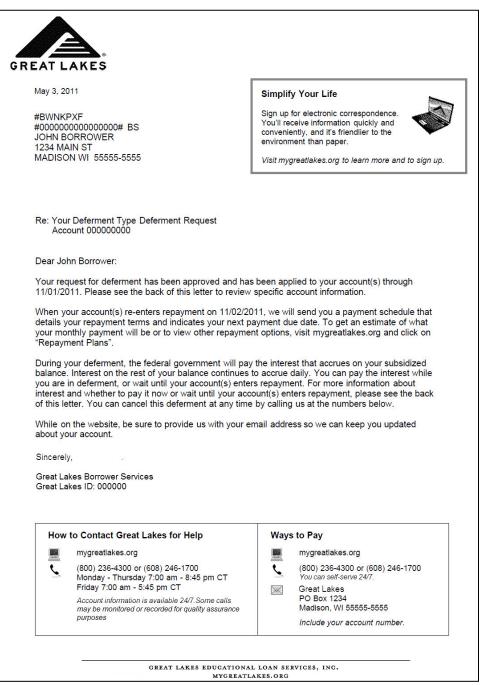


Figure 23. Example of the Deferment Acceptance letter

Forbearance Approval Correspondence

If borrowers have applied for forbearance and their request has been approved, they receive correspondence informing them of this. It provides information on the dates of the forbearance period, as well as information about making payments during forbearance.

The following is an example of the Forbearance Approval letter, which may be sent to borrowers in this situation. Borrowers may receive different versions of the correspondence based on their ability to make payments. This correspondence is generated in email or letter format.

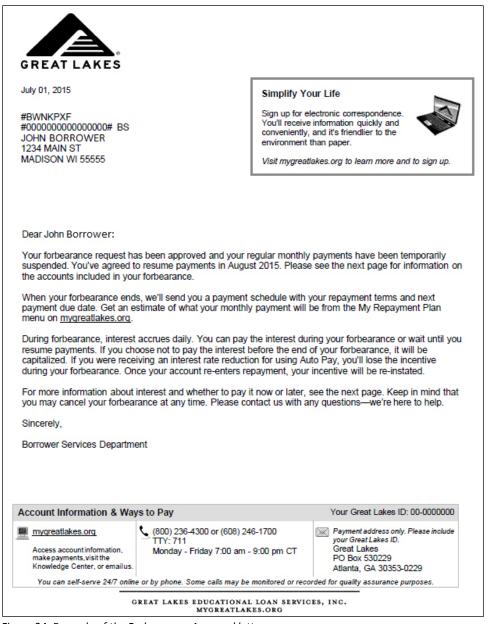


Figure 24. Example of the Forbearance Approval letter

Past Due Notice Correspondence

When borrowers are past due on their account, they receive correspondence informing them of this and the options they may have if they're struggling to make payments. It also provides borrowers with information on making payments and encourages them to contact Great Lakes if they have questions about their account or their repayment options.

The following is an example of a past due notice email, which may be sent to borrowers in this situation. Borrowers may receive different versions of the correspondence based on the amount of time their loan is past due. This correspondence is generated in email or letter format.

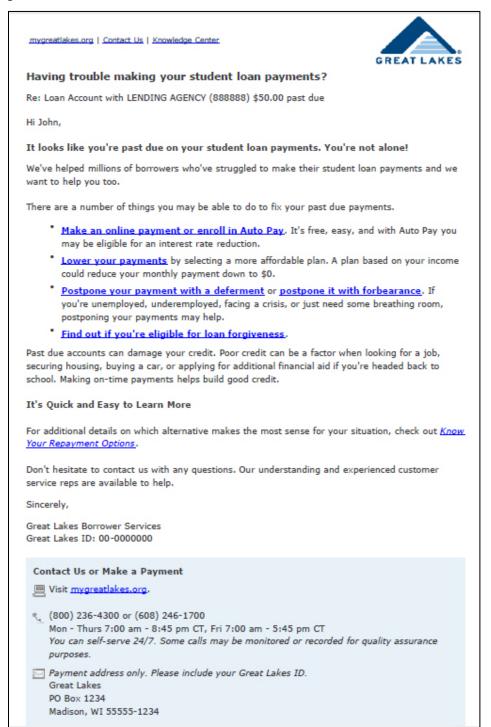


Figure 25. Example of a past due notice email

Paid in Full Notification Correspondence

When borrowers have paid their account in full, they receive correspondence informing them of this.

The following is an example of the Paid in Full Notification letter, which may be sent to borrowers in this situation. Borrowers may receive other versions of the correspondence based on whether or not loans are paid in full due to consolidation. This correspondence is generated in email or letter format.

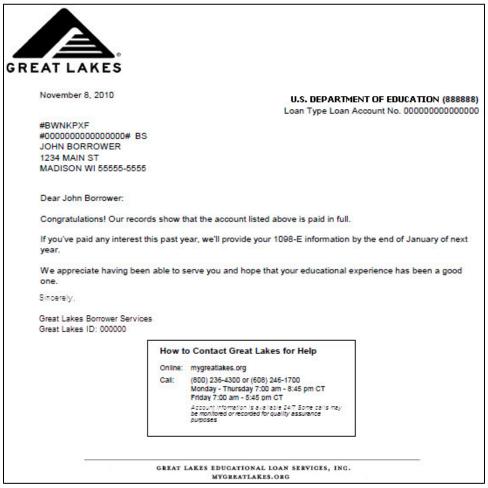


Figure 26. Example of the Paid in Full Notification letter