

March 30, 2018

Mark Zaffalon
The State University of New York at Fredonia
209 Maytum Hall
Fredonia, New York 14063

Dear Mark:

I am pleased to have an opportunity to present you with information about Discover® Student Loans. We understand the importance of evaluating private student loans and your role in helping students and families find the best solutions. To assist you in this process, enclosed is a comprehensive overview of our products and services.

Your students can help cover their school-certified college and graduate school expenses with Discover Student Loans. We provide fixed and variable rate loans to undergraduate, graduate, health professions, law and MBA students at over 2,400 colleges and graduate schools nationwide. We also provide post-graduate loans for law students who are preparing to take the bar exam and health professions students during their internship or residency.

Discover Student Loans offers:

Rewards for Good Grades. When students get at least a 3.0 GPA (or equivalent), they qualify for a one-time cash reward of 1% of the loan amount on each new Discover student loan for their undergraduate and graduate studies. Students will have up to 6 months from the end of the academic term covered by the loan to redeem their reward.

In-school Repayment Option. We provide students a choice during the application process between making a fixed in-school payment or deferring payments while enrolled in school at least half-time.

Zero Fees. Fees can add to the overall cost of a student's loan. With Discover Student Loans, students will not pay any fees for the life of their loan.

24/7 US-Based Customer Service. We pride ourselves on customer service excellence. Our US-based Student Loan Specialists are ready to help students and parents anytime 24/7.

We believe in giving our customers choices no matter where they are in college, graduate school or during their post-graduate studies and we remain committed to lend responsibly and encourage students and parents to maximize grants, scholarships and other free financial aid before taking student loans.

Please feel free to contact me with questions or for additional assistance. The information contained within the proposal is considered confidential and proprietary. If you require a proposal that contains non-proprietary information, please contact me.

Thank you in advance for your consideration.

Sincerely,

Rich Goldman
Relationship Manager
Discover Student Loans
RichGoldman@discover.com
1-518-371-1591