| STUDENT: |  | ISA Originator: <br> Test Student <br> 123 Main Street <br> Anytown, Minnesota 55555 |
| :--- | ---: | ---: |

## Better Future Forward ISA Approval Disclosure

Better Future Forward (BFF) is a non-profit offering Income Share Agreements (ISAs). Like a traditional student loan, an ISA is a financial obligation you pay after you leave school. Unlike a traditional fixed-payment student loan, BFF's ISA is designed so that the amount you pay every month is aligned to and calculated based upon your income after you leave school.

## ISA Terms \& Estimated Total Costs

| Total Loan Amount | Interest Rate | Finance Charge | Total of Payments |
| :---: | :---: | :---: | :---: |
|  | This ISA does not have <br> an interest rate. |  |  |
| $\mathbf{\$ 1 0 , 0 0 0 . 0 0}$ | Payments are calculated <br> based on income. The <br> maximum APR is shown <br> below. | $\mathbf{\$ 2 , 7 4 4 . 0 0}$ (e) | $\mathbf{\$ 1 2 , 7 4 4 . 0 0 ( e )}$ |
|  | Your current interest rate. | The estimated dollar amount <br> the credit will cost you. | The estimated amount you <br> will have paid when you have <br> made all payments. |
| The total amount you are <br> receiving. | (e) |  |  |

## **NOTE REGARDING ESTIMATES**

The Finance Charge and Total of Payments disclosed above are estimates-marked with an "(e)." The estimates are based on data derived from the United States Department of Education College Scorecard (www.collegescorecard.ed.gov) for your college: HAMLINE UNIVERSITY and your identified Field of Study: Business Administration. The estimates assume that you will earn the Median Earnings recorded by the Department of Education: $\$ 47,200.00$ annually after leaving school. (or if this amount is below the Lower Income Cutoff amount of $\$ 47,200.00$ for this contract, then it assumes the Lower Income Cutoff amount). The estimates assume that you will earn this amount from the first day after your Transition Period ends and continues, without change, for the entire length of your Income Share Agreement. When you earn over the Lower Income Cutoff, your payments will vary and will be based upon your actual, future income multiplied by $2.70 \%(0.027)$.

## ITEMIZATION OF AMOUNT FINANCED

| Amount Paid to You | \$0 |
| :---: | :---: |
| Amount Paid to Others on your behalf: <br> - HAMLINE UNIVERSITY | $\begin{gathered} (+) \$ 10,000.00 \\ (+) \$ 0.00 \\ (+) \$ 0.00 \end{gathered}$ |
| Amount Financed (the amount that you will receive or that will be paid to others on your behalf) | \$10,000.00 |
| Initial Charges <br> - Application Fee <br> - Disbursement Fee | $\begin{aligned} & \$ 0 \\ & \$ 0 \end{aligned}$ |
| Total Loan Amount | \$10,000.00 |

## THE AMOUNT YOU PAY

- No Interest Rate. An Income Share Agreement does not have an interest rate. Your payments and the amount you will pay for this Income Share Agreement will be based on what you earn in the future.
- ISA Percentage. Your ISA Percentage is $2.70 \%$. This percentage will not change and will be multiplied by your future income to calculate your future payments
- What you pay will change. This means that it varies with your future earnings and could be lower or higher than the estimates on this form. When you earn over the Lower Income Cutoff (see Reference Notes), your payment will be your income, multiplied by $2.70 \%$.
- Understanding APR. The annual percentage rate (or APR) is a measure of the cost of credit, expressed as a yearly rate. It is not an interest rate but relates the amount and timing of the amounts you receive (or that are paid on your behalf) to the amounts you will pay and the timing of these payments.
- APR will Change. Because the payments you will make will vary with what you earn in the future, the APR (or cost of this Income Share Agreement) will change based on how much you earn.
- Maximum You Will Pay. Although the Annual Percentage Rate (APR) (the cost of credit) will change based on your income, it will never exceed a maximum APR of $\mathbf{7 . 5 0 \%}$.
- Your Annual Percentage Rate (APR), based on the estimates above is $\mathbf{2 . 6 1 5 \%}$. This is an estimate, only. What you will pay will be determined by what you actually earn in the future. For more information about the APR under different income scenarios, see Reference Notes.
FEES
$\square$
- Application Fee: $\$ 0.00$
- Late Payment Fee: $\$ 7.80$ or $5 \%$ of the payment whichever is greater
- Late Document Fee: $\$ 20.00$
- Stop Payment/Returned Check Fee: $\$ 30.00$
- Returned Item or Electronic Debit: $\$ 30.00$


## Estimated Repayment Schedule \& Terms

## Payment Deferral

You will not be required to make payments during your In-School Period or during your Transition Period (the 6 months after you leave your School). During your Payment Period, you have no payment obligation when your income is below the Lower Income-Cutoff. You also have the right to elect a Payment Relief Pause to suspend your payment obligation in months where your income is above the Lower Income-Cutoff, for up to twelve months (as more fully explained in the Income Share Agreement). While there is no interest rate on this Income Share Agreement, the Early Completion Amount does continue to grow during these periods (see Reference Notes).

|  | MONTHLY PAYMENTS |  |  | <The estimated Total of Payments at the highest APR (triggering the Early Completion Clause) would be $\$ 16,829.96$ |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { TERM OF } 85 \\ & \text { TO } 240 \\ & \text { MONTHS } \end{aligned}$ | at (-100\%) the APR if your income remains below the Lower Income Cutoff | at $\mathbf{2 . 6 1 5 \%}$ (e) the APR based upon your estimated income | at $7.50 \%$ <br> the maximum APR that could apply |  |
| $\begin{aligned} & \hline \text { 08/15/2023 to } \\ & 11 / 30 / 2027 \text { ) In- } \\ & \text { school and } \\ & \text { Transition } \\ & \text { Period } \\ & \hline \end{aligned}$ | No payment required | No payment required | No payment required |  |
| Payments Begin 12/01/2027 <br> 85 to 240 months (depending on income) | 240 Payments of $\$ \mathbf{0 . 0 0}$ * | 119 Payments of \$106.20** <br> 1 Final Payment of \$106.20 | 84 Payments of \$199.13*** 1 Final Payment of \$103.46 |  |

*This scenario occurs if you have no income or are earning below the Lower Income Cutoff (see Reference Notes).
**This scenario occurs if you earn the estimated annual income.
***This scenario occurs if you are earning $\$ 88,500.00$ or more per year.

| Federal Loan Alternatives | Current Interest Rates by <br> Program Type |
| :--- | :---: |
| Direct Subsidized Loan Program <br> (fixed-rate federal student loans for <br> undergraduates with interest paid on the <br> student's behalf while in school) | $5.50 \%$ fixed |
| Direct Unsubsidized Loan Program <br> (fixed-rate federal student loans for <br> undergraduates with payment due while in <br> school) | $5.50 \%$ fixed |
| Parent PLUS Direct Loans <br> (fixed-rate loans to parents of dependent <br> undergraduate students) | $8.05 \%$ fixed |



You should refer to your Income Share Agreement for any additional information about nonpayment, default, any required payment in full before a scheduled due date, and Early Completion refunds and penalties. Your credit is structured as an Income Share Agreement. This means that the amount you pay every month is aligned to and calculated based upon your income after leaving school. Please review these reference notes carefully to understand the features of your agreement.

| Your Obligation |  |  |  | Your Obligation Ends When You Meet One of These Three Finish Points: |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Amount | Percentage of Income | Lower Income Cutoff | Upper Income Cutoff | You have made the Maximum Number of Monthly IncomeDetermined Payments | When the Payments You Have Made Trigger the Early Completion Clause | When you reach the Maximum Length of ISA Payment Window |
| \$10,000.00 | 2.70\% | \$47,200.00 | \$88,500.00 | 120 monthly payments | Your Loan Amount calculated at a 7.50\% APR | $\qquad$ |
| The amount that has been disbursed to you, on your behalf, and/or used to cancel prior ISAs. | The percentage that is used to calculate your monthly payment. We will multiply the percentage of income by your gross monthly income to determine your monthly payment amounts (when you have income above the Lower Income Cutoff). | You are required to make payments when your gross earned income (expressed as an annual amount) is at or above this amount. | When your gross earned income is above this amount (expressed as an annual amount), your income determined payments will not continue increasing. | The maximum number of monthly income-determined payments (when your income is above the Lower Income Cutoff) needed to satisfy the ISA obligation. | If, after each monthly payment, BFF calculates that you would have paid off a loan with a $7.50 \%$ interest rate and with the same amount, same disbursement, same payments, and same timing of payments, your obligation is immediately done under this Early Completion Clause. | Your obligation ends 240 months after you enter the payment window, excluding any months where you use <br> a Payment Relief Pause. Your payment window begins after you leave school and after your Transition Period has ended. |
| How long will my obligation last? |  |  |  |  |  |  |
| Minimum Term (<1 month) |  |  |  | Maximum Term (252 months) |  |  |
| The shortest time your obligation could last. This case occurs if you trigger the Early Completion Clause immediately in your first month out of school. |  |  |  | The longest period of time that your obligation could last. This does not include the period of time when you are in school or any time included in the Transition Period. This case occurs if you have at least 120 months of zero payments (months where your income is below the Lower Income Cutoff) and you use all 12 of the Payment Relief Pause months available to you. |  |  |

## Income Share Agreement Terms

If you are still in school, you will begin making payments on the first day of the month following six months after you graduate, withdraw from school, or are no longer considered to be enrolled. If you are no longer in school and will use funds from this Income Share Agreement to cancel
and replace one or more prior ISAs with BFF and one or more of those ISAs is in the Transition Period, your payment term will begin on the first day of the month following the end of the Transition Period for the ISA with the most time remaining in its Transition Period. In all other cases, your payment term will begin on the first day of the month occurring after one whole month has passed from the effective date of your ISA. The total amount you will pay will vary depending on your actual income and therefore may be more or less than the amount we provide to you. We will not and cannot tell you what job you take, if any, after you leave school.

## Income Share Agreement Payment Example

Your education is important. You should be aware of different sources of financing available for higher education. Unlike a fixed interest rate, fixed payment loan (where there is a fixed payment obligation) or a variable interest rate loan (where monthly payments are based on an interest-rate index), ISA payments will vary depending on your income and the total amount you pay to us may be more or less than the funding amount you initially receive. An ISA requires that you pay a fixed percentage of your income for a fixed term. However, if your payments, including any pay ahead amount, reach the early completion amount, your obligation will be complete early. The table and graph below are for informational purposes only and illustrate the monthly and total ISA payments for different levels of income. For simplicity, the chart assumes that your Personal Income is consistent throughout the entire Term and all payments are rounded to the nearest whole dollar. THIS EXAMPLE ASSUMES THAT YOU RECEIVE \$10,000.00 IN FUNDING.

## Your Obligations While in School

- Update your current contact information any time your contact information changes
- Update your enrollment status and whether you are graduating or plan to take a leave of absence or leave school
- Complete \& send any documents we request


## Your Obligations After You Leave School

- Make your income share payments
- Tell us if there is any change to information you have previously provided to us
- Inform us of any change in employment status
- Let us know if there is any increase or decrease in your income

| Amount Provided | No Interest Rate Payments based on future income | Monthly Income Your future income (monthly) | Equivalent Annual Income Your future income (yearly) | Monthly Payment Amount <br> What you must pay each month at this income level | Number of Months in Payment Term The length of your ISA obligation | Total Paid <br> The amount you will have paid after you have made all payments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In-School Period (Est. 08/15/2023 to 05/15/2027) | N/A | N/A | N/A | \$0 | N/A | N/A |
| Transition Period (Est. 06/01/2027 to 11/30/2027) | N/A | N/A | N/A | \$0 | N/A | N/A |
| \$10,000.00 | N/A | $\begin{gathered} \text { Less than } \\ \$ 1,667 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Less than } \\ \$ 20,000 \\ \hline \end{gathered}$ | \$0 | 240 months | None |
| \$10,000.00 | N/A | \$2,500 | \$30,000 | \$0 | 240 months | None |
| \$10,000.00 | N/A | \$3,333 | \$40,000 | \$0 | 240 months | None |
| \$10,000.00 | N/A | \$3,817 | \$47,200 | \$106.20 | 120 months | \$12,744.00 |
| \$10,000.00 | N/A | \$4,167 | \$50,000 | \$112.50 | 120 months | \$13,500.00 |
| \$10,000.00 | N/A | \$5,000 | \$60,000 | \$135.00 | 120 months | \$16,200.00 ${ }^{\text {a }}$ |
| \$10,000.00 | N/A | \$5,833 | \$70,000 | \$157.50 | 116 months | \$18,230.09 ${ }^{\text {a }}$ |
| \$10,000.00 | N/A | \$6,667 | \$80,000 | \$180.00 | 97 months | \$17,460.00 ${ }^{\text {a }}$ |
| \$10,000.00 | N/A | \$7,150 | \$88,500 | \$199.13 | 85 months | \$16,829.96 ${ }^{\text {a }}$ |
| \$10,000.00 | N/A | \$7,500 | \$90,000 | \$199.13 | 85 months | \$16,829.96 ${ }^{\text {a }}$ |
| \$10,000.00 | N/A | \$8,333 | \$100,000 | \$ ${ }^{\text {\% }} 199.13$ | 85 months | \$16,829.96 ${ }^{\text {a }}$ |

[^0]
## Income Share Agreements (ISA)

- An ISA is your obligation to make payments which are indexed to your income. An ISA is not an assignment of your income, rather BFF will use your income to determine the amount you owe to us. Throughout the term of your ISA, your ISA percentage will not change. Thus, if your income increases, your payments will increase. If your income decreases, so do your payments. The amount you pay to us may be more or less than the amount you receive.


## Monthly Payments

- If you are still in school, you will begin making payments on the first day of the month following six months after you graduate, withdraw from school, or are no longer considered to be enrolled. If you are no longer in school and will use funding from this ISA to cancel and replace one or more prior ISAs with BFF and one or more of those ISAs is in a Transition Period, your payment term will begin on the first day of the month following the end of the Transition Period for the ISA with the most time remaining in its Transition Period. In all other cases, your payment term will begin on the first day of the month occurring after one whole month has passed from the effective date of your ISA. We will calculate your first monthly payments using a verifiable source of your income acceptable to us.
- Each year we will reconcile over- or under-payments made in prior year using your year-end IRS tax documentation approved by us. You must reimburse us for any under-payments and we will credit your account for any over-payments.
- You will owe nothing in months where your payments are below the Lower Income Cutoff-an amount that is set in your Income Share Agreement.


## What Happens if You do not Provide us with Required Information?

- You will have an obligation to provide us with new tax documentation every year. If you do not provide us with that documentation by the specified due date, you will be charged a fee of $\$ 20.00$ and be considered in breach of the agreement. Upon providing us with you tax documentation, we will adjust your payments accordingly and reconcile any over- or under-payments made during this time.


## Payment Relief Pauses and Early Completion

- At your discretion, you can take up to 12 months of Payment Relief Pauses (temporary postponement of payments), continuously or separately, during the payment term. During a Payment Relief Pause, you will not be required to make payments. Months you use payment relief pauses will not be credited toward the Payment Window.
- You may terminate your ISA at any time by making a payment equal to the Early Completion Amount.


## Early Completion Clause:

- Your payment obligation ends early when your payments (including any amounts paid beyond amounts that are due) reach the Early Completion Amount (your Loan Amount calculated at $7.50 \%$ annually), and you've paid any outstanding payments and fees.


## Borrowers in the Military

- Servicemembers Civil Relief Act ("SCRA"). If you are not currently an active duty servicemember and you either become an active duty servicemember or are called to active duty from a non-active-duty status, please contact us immediately, you may have additional rights under the SCRA.


## Bankruptcy

- For private education loans, federal law limits your ability to discharge these loans in bankruptcy. BFF does not believe this standard should apply to your agreement with BFF. If you file for bankruptcy, you may still be required to pay back a "Private Education Loan." In the event that you file for bankruptcy, BFF will not assert that this agreement is subject to restrictions on discharge in bankruptcy that apply to Private Education Loans. If the bankruptcy court treats this agreement as a Private Education Loan and requires you to show "undue hardship" to discharge the obligation, and you otherwise have satisfied the requirements to obtain a discharge in bankruptcy, BFF will take all steps necessary to abandon any claims BFF makes for future payments under this Agreement. This does not mean that BFF will waive any rights to claim that you should have paid any amounts to BFF before the date you filed for bankruptcy.


## Security

- This Income Share Agreement is not secured by any collateral or property.

See your ISA contract for additional information, including information about non-payment, default, and Early Completion.


To Accept the Terms of this Income Share Agreement, please electronically sign the contract sent to you by your BFF Student Advisor.



[^0]:    Notes to Chart:
    a. In these scenarios, the Early Completion Clause was triggered.

    Each number is rounded to the nearest whole dollar

