

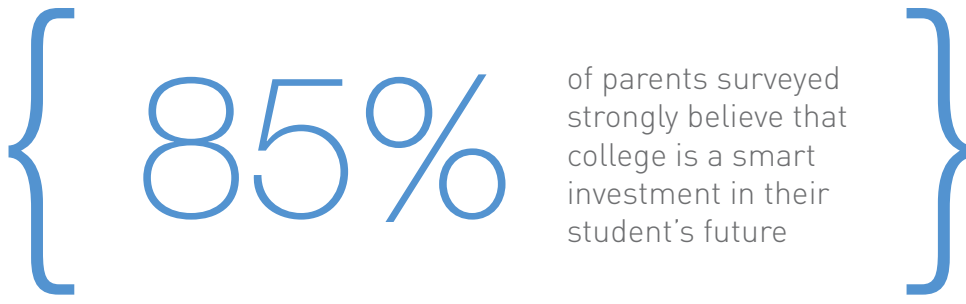
HOW AMERICA PAYS FOR COLLEGE 2013

A snapshot of the national study by Sallie Mae® and Ipsos

How do American families manage the rising costs of college, and do they still think the investment is worthwhile? Key findings from the national study, **How America Pays for College 2013**, address those questions and more about paying for an undergraduate college education.

BELIEVING IN THE VALUE OF COLLEGE

Families equate a college degree with increased career opportunities and higher lifetime earnings.



That's a six-year high!

PLAN AHEAD

Carefully select a college and field of study, and plan coursework so graduation happens on time.

TIP



BEING COST CONSCIOUS

Families are being resourceful by cutting college and living expenses along with reducing the amount they spend elsewhere.

The average family is spending less on college



Families are taking steps to help ease college costs

Making it affordable



Family eliminated schools based on cost



Student lived at home



Student accelerated coursework

Making ends meet



Parents reduced overall spending



Student reduced overall spending



Parents worked more



Student worked more

TIP

CONSIDER THE COST

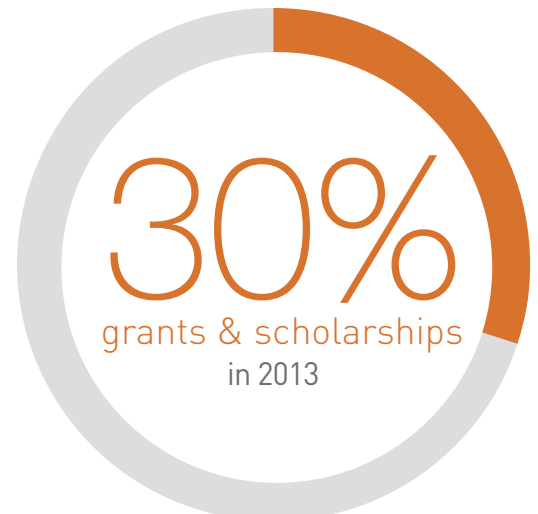
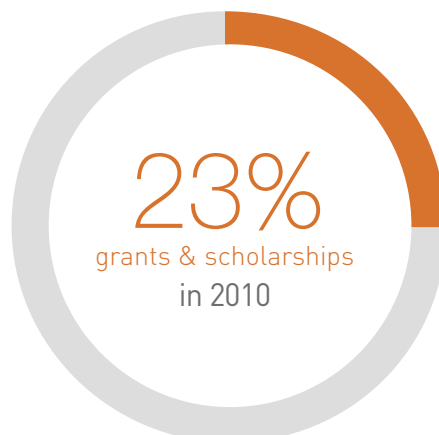
40% of families had an unexpected expense, citing books, supplies, and equipment as the most common.

It's important to factor all "extras" into the total college cost.

BREAKING DOWN THE BILL

Financial aid covers a bigger portion of college costs than it has in the past.

Grants and scholarships have grown as a resource to pay for college

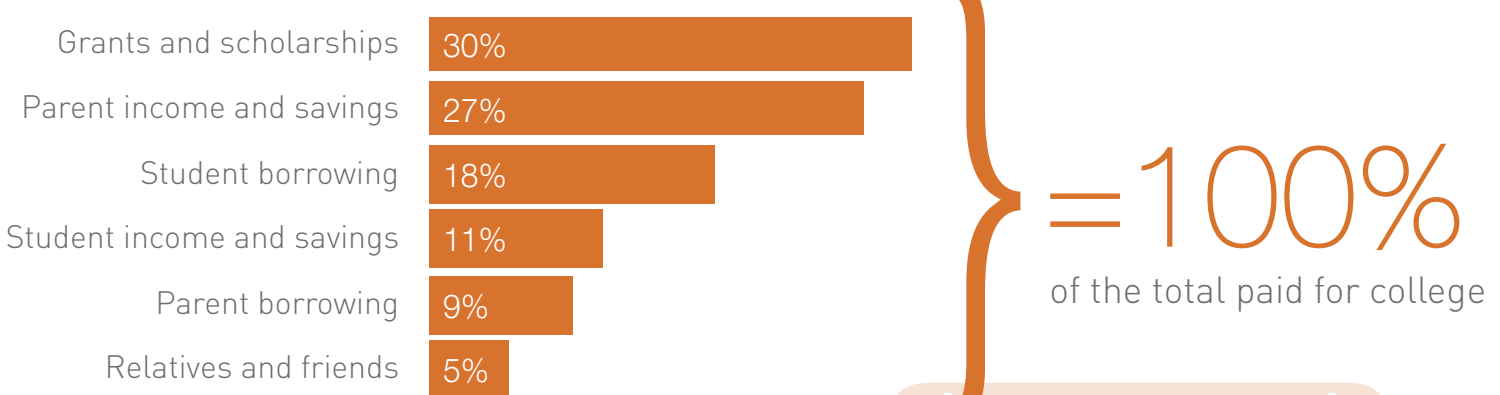


MAXIMIZE GRANTS AND SCHOLARSHIPS

Complete the FAFSA at fafsa.ed.gov. Research and apply for scholarships. Consider using Scholarship Search by Sallie Mae® at SallieMae.com/Scholarships. It's a free database of 3 million college scholarships worth more than \$16 billion.

TIP

Share of total cost of college the typical family paid from each source



Parents' average out-of-pocket spending has declined



MAKE A PLAN

Build a plan to pay for all years, not just one year at a time. If a student needs to borrow, first explore federal loans and then fill the gap with responsible private education loans.

TIP



The national study by Sallie Mae, **How America Pays for College 2013**, conducted by Ipsos, is a compelling look at how today's families view college, manage college costs, and use various funding sources. For the full study, please visit SallieMae.com/HowAmericaPays.

#HowAmericaPays

The Sallie Mae "How America Pays for College" 2013 national study, conducted by Ipsos, is based on extensive interviews with 1,602 undergraduate college students, ages 18 to 24, and parents of undergraduates, about how they paid for college in academic year 2012-2013.

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