

# SAGE 101

## TUITION REWARD PROGRAM

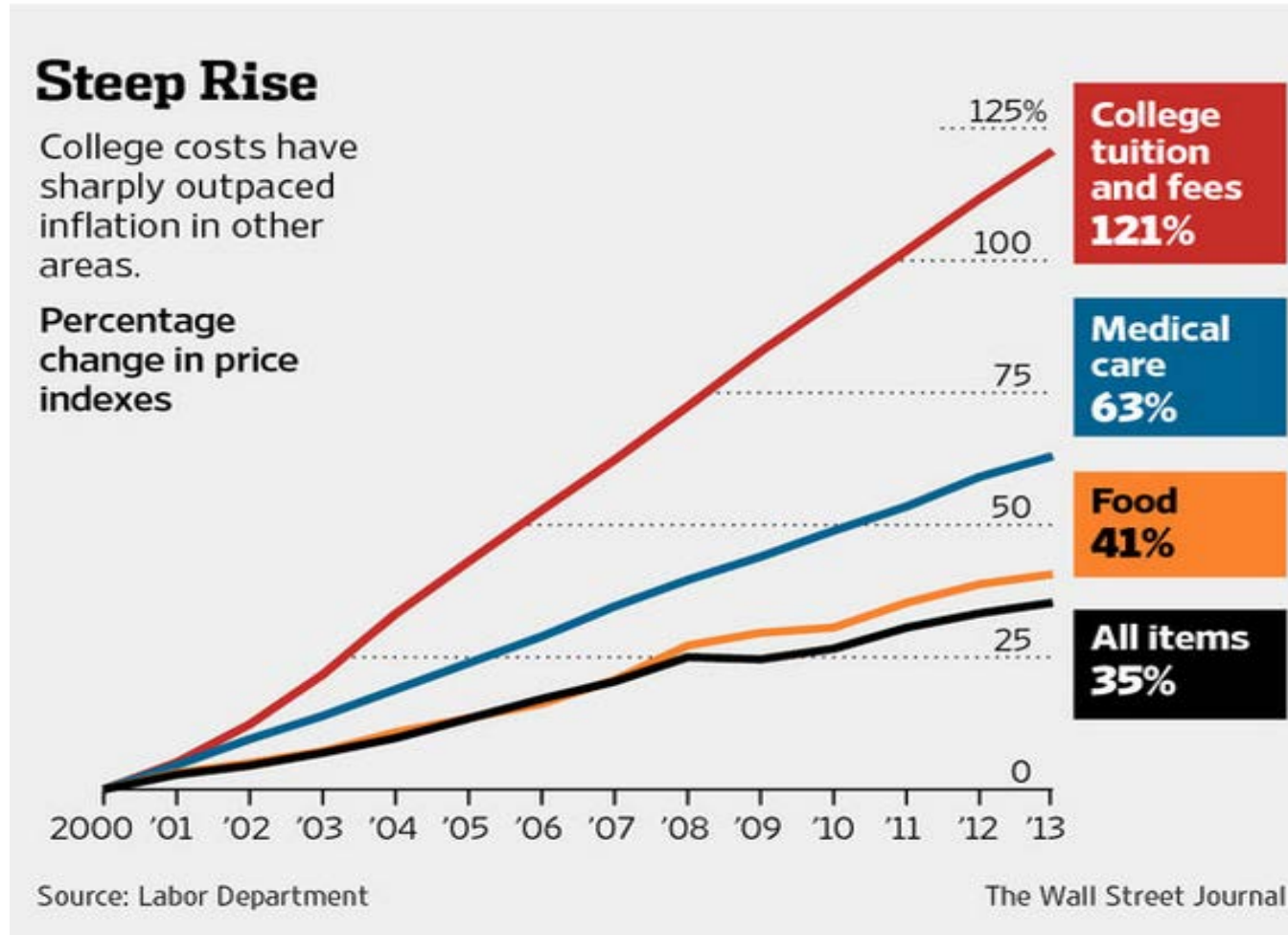
SAGE Scholars  
**tuitionrewards.**



### **ProPLAN Advisers, LLC**

Todd Fothergill, Managing Director  
(888) 485-7299 Ext 700  
tefothergill@proplanadvisers.com

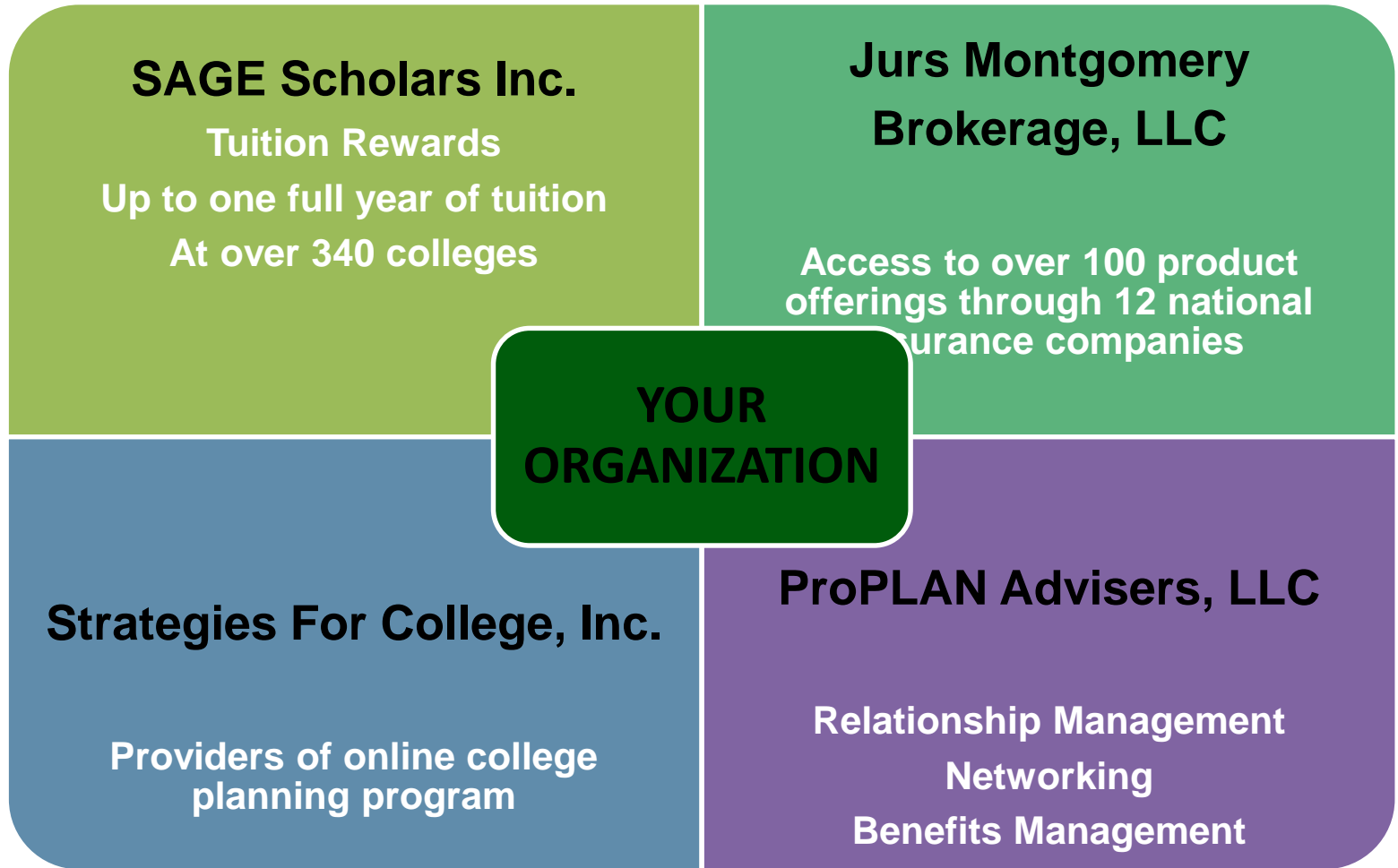
# Fear & Anxiety About College



# We Help Client Families By Utilizing Strategic Alliances



# You Benefit From This Strategic Alliance



# About SAGE Scholars, Inc.

Since 1995, SAGE Scholars has promoted the value and affordability of private colleges and universities. SAGE stands for Savings And Growth for Education.

- SAGE Scholars was founded by Dr. James Johnston, former Director of Admissions & Financial Aid at the Wharton Graduate School of Business at the University of Pennsylvania
- Many private colleges have significantly higher 4-year graduation rates than state schools and thus cost less than most people realize
- 350,000+ students are now earning SAGE Tuition Rewards
- SAGE is the nation's largest private college savings program (as measured by participants & eligible assets)

# Contractually Guaranteed Scholarships

Tuition Rewards are literally discounts off the 'list price' of tuition (dollar for dollar) – and represent the **guaranteed minimum tuition discount** that a student would receive at a member school.

- Scholarships are provided by participating private colleges – not by any financial institution.
- The maximum award: Up to one year of tuition spread evenly over four years of projected attendance. Current max = \$49,850.
- Awards can only be used at participating SAGE colleges.

# Earning Tuition Reward Points

- ◆ Clients receive Tuition Rewards in several ways under our program. See chart on next page.
- ◆ Rewards are calculated as “points” with each point equal to a **\$1.00** guaranteed minimum tuition discount at any SAGE member college or university.
- ◆ Think “frequent flier miles” to understand the points program. The more points you have, the more tuition can be discounted.

# Primary Ways To Earn Points

- **Birthday rewards on each birthday for each enrolled child,**
- **Assets Under Management generate 5% annually,**
- **New and existing Life Policies**
- **Long term care and disability riders on life policies**
- **Long term care and disability policies**
- **Enrollment in certain programs**
- **Referrals**
- **Completing online education program for parents/grandparents**



# **Birthday Rewards**

## **Students From Birth To Age 11**

500 Tuition Rewards Points on each birthday.

## **Students From Age 12-14**

750 Tuition Rewards Points on each birthday.

## **Students From Age 15-17**

1,000 Tuition Rewards Points on each birthday.

# Assets Eligible To Be “SAGEified”

- 529 Savings Plans (special rules apply in PA)
- Coverdell Education Savings Accounts
- Permanent Life Insurance
- Annuities
- Stocks, bonds, mutual funds
- Trusts
- Custodial Accounts
- Any equity under the management of one of our Member Advisers.

# Example: Assets Under Management (AUM)

5% Annual Tuition Rewards

**A client purchases a fixed annuity 7 years prior to their only child entering Grade 12. To keep the example simple, the value remains constant at \$50,000. The client earns 2,500 Tuition Reward Points each year. After 7 years, 17,500 Tuition Reward Points have been earned – worth \$17,500 (\$4,375/year).**

	Annuity Value	Tuition Reward Points
Year 1	\$50,000	2,500 points
Year 2	\$50,000	2,500 points
Year 3	\$50,000	2,500 points
Year 4, 5,6 and 7	\$50,000	2,500 points each year
<b>Total Rewards Points</b>	<b>\$50,000</b>	<b>17,500 points</b>

# How Life Insurance Generates Tuition Rewards Points

## **When a new permanent life policy is purchased ...**

Client receives 4,000 Tuition Rewards points in year one, and 2,000 Tuition Rewards points in each subsequent year the policy is renewed. So, over a seven year window, as many as 18,000 points can be earned on one policy.

## **When existing life policies are converted to one of our preferred insurance carriers ...**

Client receives points just like a new policy above

## **When riders are added to life policies ...**

Disability and/or Long Term Care riders are worth an additional 1,500 points each on new and existing life policies.

# Popular Participating Colleges

- St. Michaels College
- Colby Sawyer College
- Drexel University
- Union College
- Rensselaer Polytechnic Institute
- New England College
- College of the Atlantic
- Clarkson University
- DePaul University
- Duquesne University
- Union College
- St. Lawrence Univ.
- Clark University
- Worcester Polytechnic

**Note:** Colleges want the opportunity to recruit students whose parents are saving for college and they are willing to provide tuition discounts for that opportunity. For the complete list of colleges, visit [www.tuitionrewards.com](http://www.tuitionrewards.com).

# 2014 Outcomes

- 28 high school seniors affiliated with Strategies for College submitted 55 Tuition Rewards statements (correlated with applications) to member colleges for Fall 2015.
- Total value of Tuition Rewards points submitted: **\$923,744**
- Average reward per student was \$32,990 for four years averaging \$8,247 per year (our students only).
- In all, Tuition Rewards points valued at a record **\$45.1 million** were submitted to 284 member colleges (32% increase)
- Nationally, average reward submitted rose to **\$13,339** – a guaranteed minimum scholarship for four years averaging \$3,335 per year
- **36,419** new students enrolled in 2014
- **18,337** students from Class of 2016 are enrolled in SAGE

# How The Program Works For RIPERC

- NO COST TO JOIN
- ACCESS TO BASIC SAGE PROGRAM
- ACCESS TO BASIC COLLEGE PLANNING PROGRAM
- WHEN OPTIONAL PRODUCTS/SERVICES ADDED,  
MORE SAGE POINTS CAN BE GENERATED
- REFERRALS TO OUR PARTNERS CREATE SAGE  
POINTS
- PROGRAM ADDS VALUE TO RIPERC MEMBERSHIP



# ProPLAN Advisers

*Home of the SAGE Individual Financial Professionals Program*

Action		Tuition Rewards
1.	Attend Seminar or Marketing Event	500
2.	Personal Consultation With Adviser	500
3.	Enroll in SAGE Tuition Rewards Program	500
4.	Attend Annual Review Session (500 points annually)	500
5.	Send Referrals (500 points max 6 per client)	3,000
6.	Birthday Rewards For Each Registered Student	
	Age 1-11	500
	Age 12-14	750
	Age 15-17	1,000
7.	Long Term Care Policy/AB Rider on life policy (x2/family)	1,500
8.	Disability Policy/Rider on Life Policy (x2/family)	1,500
9.	Customized College Funding Plan	1,000
10.	Complete Online College Planning Tutorial Program (Parents)	2,000
11.	Existing life insurance <sup>1</sup> (1 per person 2 per household) Renewal years	4,000 2,000
12.	New life insurance <sup>2</sup> (1 per person 2 per household) Renewal years	4,000 2,000
13.	Mortgage/Refinance With Mortgage Financial Inc. (MFI) <sup>3</sup>	5,500
14.	Eligible Assets Under Management <sup>4</sup> (including IRAs)	5%/yr
15.	Assets in <a href="#">PA 529 Plan</a> <sup>5</sup>	10%/yr



Copyright © 2014  
**ProPLAN Advisers, LLC**  
 Todd Fothergill  
 Phone: (888) 485-7299 Ext. 700  
 tefothergil@proplanadvisers.com

<sup>1</sup> Existing and new policies cannot exceed one per person, two per household and must be with authorized carriers.  
<sup>2</sup> Existing and new policies cannot exceed one per person, two per household and must be with authorized carriers.  
<sup>3</sup> MFI is not licensed in all states. Call (802) 658-5599 for additional information.  
<sup>4</sup> Does not include cash value of life policies and PA 529 accounts.  
<sup>5</sup> Requires a separate application with PA 529. These points awarded by PA 529.





# SAGE Scholars Tuition Rewards<sup>®</sup> Program

---

*is hereby awarded*

**500 Tuition Reward Points<sup>®</sup>**

*which can be redeemed for tuition reductions at any participating college to which an eligible student beneficiary is admitted.\*\**

---

DATE

---

FINANCIAL PROFESSIONAL

*\* Equivalent of a \$500 tuition reduction. Not redeemable for cash.*

*\*\* Reward Points must be submitted at time of application for the freshman year. For terms and conditions and a full list of participating colleges and universities, visit [www.tuitionrewards.com](http://www.tuitionrewards.com).*



---

PRO PLAN ADVISERS