

# A smarter approach to school fees



The easier way to pay school fees

# At Edstart, we believe education is the world's most powerful investment.

## Our mission is to help people pay for it.

**The cost of schooling varies greatly, and whilst most school fees are affordable, it's often the timing of when payments are due, or how much is due at once, that causes cash flow issues for families and schools.**

A recent study of private and Catholic school parents found that only half of families were able to fund school fees from available disposable income, with a significant number relying on credit card debt.

Edstart offers a range of products which have been created with schools and parents at its core. We provide tailored payment and savings plans to take the pain out of school fees for everyone.

### How it works

Schools can choose how they wish to offer Edstart to parents. We encourage schools to include Edstart as an alternative payment option for school fees in all documents and web pages which reference fees and payment methods.



Parents apply online

Parents interested in using Edstart can visit [edstart.com.au](http://edstart.com.au) to calculate a funding package and submit a simple online application.



Invoice as normal

Schools continue to issue fee invoices to parents as per normal. Parents then forward the invoice to Edstart to arrange payment.



Receive full payment

Edstart will pay each invoice to the school in full and on time via the preferred payment method to enable automated reconciliation.

### Key benefits for schools



Full up-front payments with no clawbacks

Receive each invoice payment in full and on time instead of having to wait for instalments. There are no clawbacks or refunds sought from a school for any invoice funded by Edstart.



Save time and effort

Reduce administration time on chasing up families and reconciling payments. Edstart payments are made using the school's preferred method for easy reconciliation.



Easy to set-up

There are no process or system changes required when referring parents to Edstart. Simply continue issuing invoices as normal.



More choice for parents to pay school fees

Edstart provides an easier way for families to pay for school fees so their children can attend the school of their choice.

## Options to help parents pay their school fees on-time

Edstart provides two options to help parents smooth out their school fee payments and better manage their cash flow.

### Edstart Extend

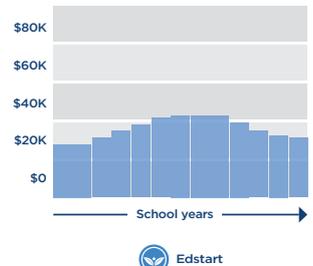
Families can reduce their total annual costs by extending payment up to five years after their children complete school. Parents pay a low interest rate on the account, and can change the terms or pay out anytime with no additional fees or charges.

Schools issue invoices as normal; Edstart makes payment in full and on time.

#### WITHOUT Edstart



#### WITH an Edstart plan



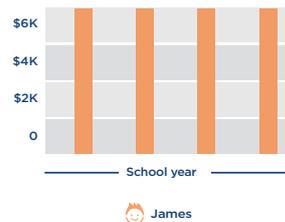
### Edstart Pay

Families can spread out their fee payments evenly across the year in monthly, fortnightly or weekly instalments. The Edstart service fee can be charged to parents or absorbed by schools.

Schools issue invoices as normal; Edstart makes upfront payment in full and prior to the due date.

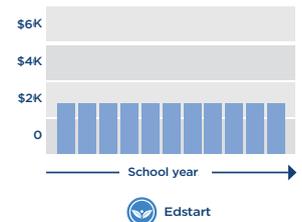
#### WITHOUT Edstart

Large lump-sum payment due each term.



#### WITH an Edstart plan

Smaller payments spread evenly in regular instalments.

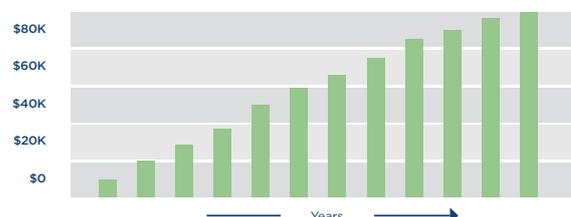


We can also help families prepare for school fees before their children start school.

### Edstart Save

Future families can start saving in advance for education costs. We utilise low-cost, diversified investment options to assist families with a sustainable long-term savings plan. The investments are simple and flexible. Funds can be withdrawn at any time and used for another purpose if plans change.

#### WITH Edstart



## Who is behind Edstart?

Edstart was founded by a passionate team of Australian education and finance specialists who believe in the power of education and are committed to building a solution to support access to learning.

### Who underwrites Edstart and is Edstart regulated by ASIC?

Edstart issues credit directly to customers as a balance-sheet lender. We hold a credit licence issued by ASIC with the authority to act as an independent lending entity, and we maintain full compliance with all regulatory requirements.

### Will Edstart pay for everything on the school invoice?

Yes, Edstart can fund any items on the school invoice which may include: tuition fees, boarding costs, extracurricular fees, textbooks, uniforms, sporting activities and voluntary donations etc.

We can also fund fees for any education-related costs which may be billed by a third-party, including private tuition, travel or other extracurricular costs.

In addition, Edstart can fund any arrears or outstanding school fee balances for current or past students.

### When does the school get paid?

The school will be paid up-front and in full for each billing cycle. For example, if invoices are typically issued at the start of each term, each school invoice will be paid prior to the due date for each term's invoice.

### What happens if parents miss a repayment?

Edstart is designed to be much more flexible than a traditional payment plan provider in relation to missed payment issues. This is because every Edstart customer receives a flexible line of credit account rather than a fixed payment plan.

All collections are handled internally by Edstart's Sydney-based team. We do not outsource processes to any third party agency. Any missed payments are followed up via phone and we work with the customer to reschedule the payment or modify the schedule to meet each family's needs.

### How is Edstart different from other payment providers?

There are several major differences between Edstart and a typical payment provider:

- Edstart pays school fees upfront and in full to the school before the due date. Families can then make payments to Edstart on a weekly, fortnightly or monthly cycle.
- Edstart allows families to extend school fee payment up to five years after their youngest child graduates. This means that families can significantly reduce their total annual cash outflow on school fees by extending over a longer period.
- Edstart has lower costs than equivalent alternatives.
- Edstart is a local and specialised provider. We only fund education costs and our team are all based in Australia.

## Edstart is helping more Australian families pay for school fees

Schools across Australia are already receiving payments and referring their parents to Edstart as a payment option.

“ The team at Edstart have provided our parent community with helpful advice and friendly, confidential service that has assisted many of our families. ”

Another appealing aspect about Edstart was the ease of implementation. We simply placed a notice in our community newsletter and listed Edstart on our website and fee schedule. No change had to be made in the way we issued invoices. It has been a straightforward process.

**- Hugh Castleden, Business Manager  
Calrossy Anglican School, Tamworth NSW**

## Contact us

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