



FOR IMMEDIATE RELEASE

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NEXTSTUDENT ANNOUNCES VICE PRESIDENT OF EDUCATION LENDING

Phoenix, AZ – March 9, 2004 – NextStudent announced today the promotion of Joe Kunkel to vice president of education lending. In his new position, Kunkel will be managing all services for college and university financial aid offices across the country.

Kunkel joined NextStudent in December of 2002 as the director of lender and school relations with over 17 years of experience in the student lending industry. His background includes loan servicing, compliance, training and school relations. Mr. Kunkel holds an undergraduate degree in Business Administration from Howard Payne University and has completed graduate work at Baylor University. In addition, he also has served and volunteered for many organizations including the Association of Texas Lenders for Education (ATLE), Texas Guaranteed Student Loan Corporation (TGSLC), Fiduciary Investment Risk Management Association (FIRMA), American Training and Development Society (ATDS), and the National Association of Student Financial Aid Administrators, and National Council of Higher Education Loan Programs (NCHELP) to name a few.



“NextStudent is a dynamic, growing company with a commitment to serve schools, students, and families throughout the education lending community,” said Rob Creel, President of NextStudent. “In his new role, Joe will be a great asset both to NextStudent and to our customers, schools, and education lending partners.”

About NextStudent

NextStudent helps students and their families find affordable ways to pay for college. NextStudent has a portfolio of education lending products and services including an online scholarship search engine, low-cost federal student loans, parent loans, private loans and student loan consolidation programs.

The NextStudent Scholarship Search Engine, one of the nations’ oldest and largest scholarship search engines, is updated daily, available free of charge, completely private – and represents over 800,000 scholarships worth \$2.8 billion. For more information about NextStudent, please visit their website at www.nextstudent.com.

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