

## ZERO COST FINANCE OPTION

Dear Parent

Greetings!

We are happy to introduce a **ZERO COST FINANCE** option to you, wherein you will be able to pay your entire child's fee in Easy monthly instalments of 4 to 12 months.

The finance institutions we have tied up with, shall fund your entire fee like ;

1. Registration Fee
2. Student Kit ( If Applicable )
3. School / Care Fee
4. Food Fee
5. Transport Fee ( If Applicable )

**You will not incur any interest % and processing fee** imposed by the Finance company, as **we will be bearing that cost on behalf of you.**

Finance company will deduct the interest component from the approved education loan amount and release the remainder funds to us. This is called Subvention.

*Repayment tenures can be chosen by you as per the below available options:*

4 Months - 5 Months - 6 Months - 7 Months - 8 Months - 9 Months- 10 Months - 11 Months - 12 Months

If you wish to make TERM WISE PAYMENTS TO US:

Then the finance company will fund the Reg fee and Student Kit fee along with the term fee payable at the time of admission, and for the future terms you can apply for another loan, 7 to 10 days prior to our fee due date and get the loan approval.

If you wish to make ANNUAL PAYMENTS TO US :

Then the finance company will fund the Reg fee and Student Kit fee, along with the Annual fee payable ( Term 1 to Term 3 ) towards the School/ Care Fee, Food and Transport.

### **Loan Application & Disbursement Process**

- > At the time of counselling, we will give you all possible repayment options and you can decide on which repayment tenure to go with
- > Then you will go onto the finance company's website and submit some simple documents like Aadhaar, PAN and Bank statement and put in the loan amount requirement and select the repayment tenure.
- > Within 30 Minutes, the finance company will give it's decision based on your CIBIL and eligibility.
- > Finance company reps will be in touch with you to do their loan documentation on the same day
- > You will have to pay an advance EMI for the first month
- > Upon receiving the Advance EMI from you, Finance company will disburse the fee ( after subvention ) to Esperanza within 48 hours.
- > You will make monthly payments as per the schedule given by the finance company.

### **Do we offer corporate discounts and referral shares on top of this subvention cost which we are bearing ?**

Parents who are currently availing corporate discounts will have to choose between the ZERO COST FINANCE OPTION and the Corporate discounts.

FYI, interest % on education loan are always higher compared to the corporate discounts which we are currently offering.

And in corporate discounts, you are offered a discount ONLY on the School/ Care fee, but here in the finance option, you are availing ZERO COST finance on the Complete fee.

So being a smart individual, you know what to choose.

Regarding Referral shares, we will soon be making some changes in the Referral share % and communicate back to you.

**For more details, you can either write to us ONLY on [communications@esperanzacorporate.com](mailto:communications@esperanzacorporate.com) or reach on our customer service number 970-380-4392.**

Regards  
ESP COMMS TEAM