# **Small Loans Notice Testing Discussion Guide**

## A. Introduction

Thank you for participating in this study today. My name is \_\_\_\_\_, and I work for Fors Marsh Group. We are a private research firm, and we are helping the Consumer Financial Protection Bureau. The Consumer Financial Protection Bureau is a federal government agency that was created to help consumers. We are here helping the CFPB gather information to understand consumers' experiences.

Today we will be evaluating a few different notices that consumers may receive when taking out payday loans and other similar loans in stores or over the Internet. I will ask you a series of questions about these notices so I can learn what works well and what may need to change. Our goal is to make these notices as clear and understandable as possible for people who may receive them in the future. Your comments and feedback will help us to improve the notices. I did not create them, so please do not feel like you have to hold back on your thoughts to be polite to me. We're interested in both your positive and negative reactions to the notices. Difficulties you may run into reflect the design of the notices themselves, not your skills or abilities. Please keep in mind that I am not testing you or your knowledge. Rather you are helping us to see how we can improve the notices that people will receive.

The entire session should last about 60 minutes. Do you have any questions so far?

## Let's cover a couple things before we get started.

We are making a video recording of this session. Only those of us associated with this project will see the recordings, and we will not share your name or personal information. The recordings are really used as a memory aid for me so I can go back later to recall what happened during each session. Your participation is voluntary and you can withdraw at any time.

I am interested in your thoughts and reactions as we proceed. This is important because I can see what you are doing, but I don't know why you are doing it. So I need your help. When we are looking over the notices, I'd like you to work as you normally would if I was not here, but I would also like you to share anything that is noteworthy or confusing. You don't have to read everything aloud to me. Just do what you normally would do. But please tell me if you are looking for something and what it is and whether you can find it or not. I will ask questions along the way.

There are some people from my team and from the CFPB who are in the other room to observe, take notes, and record your comments. Your candid feedback will be very valuable, so even though people are observing, please speak openly about your opinions and experience. We want to learn from you, so it is important that you share your honest opinions. Audio recordings and transcripts will be maintained for future research use; however, responses will not be linked to you personally. Your name and other personally identifiable information will be removed from the transcripts and you will not be associated with any particular comment or statement.

There are no wrong answers, and your comments and opinions will only be used in combination with the feedback that we get from other people. Any questions so far?

### **Privacy Act Statement**

## 5 U.S.C. 552(a)(e)(3)

The information you provide through your responses to Fors Marsh will assist the study sponsor, the Consumer Financial Protection Bureau ("CFPB"), in one-on-one interviews about the notices given to consumers who take out payday loans, installment loans, or loans over the Internet.

The CFPB will obtain or access personally identifiable information such as your first name and will record your responses during the focus group for the purpose of reviewing your comments to better evaluate notices given to consumers who take out payday loans, installment loans, or loans over the Internet.

Information collected on behalf of the Bureau by Fors Marsh will be treated in accordance with the System of Records Notice ("SORN"), <u>CFPB.022-Market and Consumer Research Records SORN, 77 FR 67802</u>. This information will not be disclosed as outlined in the Routine Uses for the SORN. Direct identifying information will only be used by Fors Marsh to facilitate the study and will be kept private except as required by law.

This collection of information is authorized by Pub. L. No. 111-203, Title X, Sections 1013 and 1022, codified at 12 U.S.C. §§ 5493 and 5512.

Participation in this study is voluntary; you are not required to participate or share any identifying information with Fors March, including name, email address and video recording, and you may withdraw participation at any time. However, if you do not include the requested information, you may not participate in the interview.

## B. Background Information

Let's begin by talking for a few minutes about your experiences with short-term loans, such as a payday loan.

1. Have you ever taken out a short-term or payday loan in the past?

[If yes]

- a. When was the last time you took out a short-term loan?
  - i. Can you tell me about that?
  - ii. What did you use the loan for?
  - iii. How long did you have the loan out for?
  - iv. Where did you get the loan (i.e. a storefront, online, etc.)?

[lf no]

- b. Why haven't you ever taken out a short-term or payday loan?
- c. How likely are you to take out a short-term or payday loan in the future?

- 2. [If payday loan has been taken out] How often do you take out payday loans?
  - a. How have you paid off payday loans in the past (i.e., going to the storefront, allowing money to be withdrawn from your account, etc.)?
  - b. Have you ever rolled over, refinanced, or extended the time frame for a payday loan?
  - c. Have you ever missed a payment on a short-term or payday loan?
  - d. Have you ever had a bounced check or other failed payment on a payday loan?
  - e. Have you ever failed to repay a payday loan?
  - f. What types of notices or forms do you get when you take out these loans?
    - i. What kind of information is generally in these notices?
    - ii. How are the notices delivered (i.e., electronically or in the mail)?
    - iii. What do you do with these notices when you get them?
    - iv. Do you typically read the notices you receive? If so, how closely?
    - v. What determines whether or not you read a notice you receive?
  - g. What has been your experience overall with payday lending?
- 3. What do you see as the main benefits of using these types of loans?
- 4. What do you see as the risks involved in using these types of loans?

I'm also interested in whether you've taken out other loans with payments that were paid out over time, like an installment loan from a store or online. These loans are not student loans or to buy a car. They are loans that can be used for any purpose.

- Have you taken out cash loan with installment payments before? [If yes]
  - a. When was the last time you took out the installment loan?
    - i. Can you tell me about that?
    - ii. What did you use the loan for?
    - iii. How long did you have the loan out for?
    - iv. Where did you get the loan (i.e. a storefront, online, etc.)?
  - [lf no]
  - b. Why haven't you ever taken out an installment loan?
  - c. How likely are you to take out an installment loan in the future?
- 2. [If installment loan has been taken out] How often do you take out installment loans?
  - a. How have you paid off installment loans in the past (i.e., going to the storefront, allowing money to be withdrawn from your account, etc.)?
  - b. Have you ever rolled over or extended the time frame for an installment loan?

- c. Have you ever missed a payment on an installment loan?
- d. Have you ever had a bounced check or other failed payment on an installment loan?
- e. Have you ever failed to repay an installment loan?
- f. What types of notices or forms do you get when you take out these loans?
  - i. What kind of information is generally in these notices?
  - ii. How are the notices delivered (i.e., electronically or in the mail)?
  - iii. What do you do with these notices when you get them?
  - iv. Do you typically read the notices you receive? If so, how closely?
  - v. What determines whether or not you read a notice you receive?
- g. What has been your experience overall with installment lending?
- 3. What do you see as the main benefits of using these types of loans?
- 4. What do you see as the risks involved in using these types of loans?

## C. Evaluation of Origination Disclosure Notice

### **Initial Response**

We are going to move on to an activity now. I would like you to imagine that you are applying for a payday loan with a company called the XYZ company. I'd also like you to imagine that you are taking out this loan because you need some money immediately to pay off a time-sensitive expense like a car repair, but that you intend to repay the loan by the next time you are paid by your employer. Now I'm going to show you an example of a form that you would be given as part of the paperwork involved in getting the loan.

[Hand participant Origination Notice (Covered Short-Term & Long-Term Loans with Balloon Payments/Alternative Loan with Amortization/Alternative Loan with Off-Ramp as appropriate) for review. Or, for desktop computer testing, show the participant the form on a computer screen.]

I'd like you to take a minute to read it over and familiarize yourself with this notice. I would like you to review this document just as you would if a store employee had handed it to you, or if it popped up on your computer screen if you were applying for a loan on the internet. As you are reading, however, I'd like you to "think aloud." So, I would like you to tell me what you are thinking as you read. Tell me how you're reviewing the information and if anything is confusing, surprising, interesting, or unclear, and let me know when you're done.

### Post-form Likert Scale Questions

Now I'd like you to answer a few questions. [Administer the post-form Likert scale questionnaire.]

1. How organized is the format of this notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
organized	organized	organized	organized	organized

2. How clear is the language in the notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very clear	5 – Extremely
clear	clear	clear		clear

3. How trustworthy is the information provided in this notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
trustworthy	trustworthy	trustworthy	trustworthy	trustworthy

4. How useful would this notice be to you if you were taking out a payday loan?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
useful	useful	useful	useful	useful

5. How confident are you that you understand the restrictions on future loans?					
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely	
confident	confident	confident	confident	confident	

### **Comprehension Questions**

Now I'd like to ask you some specific questions about the information presented in this document. Please remember that I am not testing you or your knowledge. I'd like to get a better sense of how easy the document is to read and understand, so you are free to refer to the document when answering these questions.

- 1. In your own words, what is the purpose of this notice?
- 2. Which part of the notice did you read first?
- 3. Which part, if any, did you skip over or not read closely? Can you tell me why?
- 4. Why have you been given this notice?
  - a. Is it standard practice or due to a change in regulations?
- 5. Is filling this out optional or mandatory? What makes you think that (any specific part of the notice)?
- 6. What happens if you check off the boxes at the bottom of the notice?
  - a. What does this mean for you?
  - b. What does this mean for the lender?
- 7. Would you still be subject to these same restrictions if you went to a different lender?
  - a. What makes you think that (any specific part of the notice)?
- 8. What decisions, if any, would you make based on the information in this notice?
  - a. Do you have the option to change your mind about taking out the loan?
  - b. What would you do if you wanted to back out of taking out this loan?
- 9. If you wanted to go ahead with taking out the loan, how much would you have to pay in order for it to be fully paid off?

- a. To whom would you make that payment?
- b. By when would you have to make this payment?
- 10. Imagine that you were unsure whether you would have the funds to pay off the full balance on the noted due date. What would you do in that situation?
  - a. Other than reaching out to the XYZ Company, is there anyone that you could contact to get advice?
  - b. Are there organizations that could give you advice on what to do?
- 11. Could you give me an example of what it would mean to refinance or roll over this loan?
- 12. What do you think would happen if you took out the loan and were unable to repay it on time?
  - a. What if refinancing or rolling over the loan was not an option? What would you do?
- 13. What would happen if you paid off this loan and wanted to take out another one right afterwards?
  - a. How long would you have to wait before taking out another loan?
  - b. How would this change if you paid the loan off earlier than the due date? What if you paid it off later than the due date?
- 14. If you had questions about the notice or your pending loan, what would you do?

## Debrief/Design Questions

- 1. Was there anything on the notice that you found confusing or unclear?
  - a. Were there any specific terms or phrases used you did not recognize? Which ones?
- 2. What questions do you have about this notice after reading it?
- 3. What would you say is the most important part of what you read? Least important?
- 4. If you received this notice before taking out a payday loan, is there anything you would find particularly of interest on this form?
- 5. Do you think receiving this notice would change your decisions about whether and how much to borrow?
- 6. How likely would you be to notice this document if it were one of many that you received when you got your loan?
  - a. Why would your likelihood of noticing it be so high/low?
- 7. Would you want to read this document after receiving it? Why or why not?
  - a. Would you read this now or later? [If later] When would you come back to it?
- 8. What do you think about the font size and type used on the notice?
- 9. What are your thoughts on the amount of information provided on the page?
  - a. Is there too much information? Too little?
  - b. How do you feel about the spacing of information in terms of ease of reading?

- 10. In your own words, what does [point to section/phrase of interest] mean to you?
  - a. What would you do with this information?
- 11. Was there anything on the notice that you think other people might find confusing or unclear? Why? How would you explain this information to them?
- 12. [For those with previous experience with ]payday and similar loans] Was there anything on the notice that you think someone who had not been through the payday loan process before might find confusing or unclear? Why? How would you explain this information to them?
- 13. [For those with previous experience with small dollar loans] How does this notice compare to similar notices you've seen before?
- 14. Is there any additional information that you would want to know that is not shown here? [If yes] What information in particular? How would this help you?
- 15. If you could change just one thing about this notice, what would it be?
- 16. Would you change anything else about the notice?

[Portions of Section can be repeated, as needed, for an additional notice. If two are tested, the order in which participants review the documents will be randomized. If multiple notices are viewed, participants can be asked additional comparative questions.]

- 1. Let's compare the notices-which of these would you prefer most? Why?
- 2. Which of these notices is in a more desirable format? Why?
- 3. Which of these forms is clearer in terms of language and wording?
- 4. Which of these forms seems more trustworthy? Why do you say that?
- 5. What else do you still need to know that is not clear here?
- 6. If you could change one thing about form 1, what would it be?
- 7. If you could keep one thing the same in form 1, what would it be?
- 8. If you could change one thing about form 2, what would it be?
- 9. If you could keep one thing the same in form 2, what would it be?

# D. Evaluation of Upcoming Withdrawal Notice

## **Initial Response**

We are now going to look at another notice. The scenario is a bit different from the last exercise. Now I would like you to imagine that you are applying for a longer-term loan that you would have several months to pay back. The loan is with the XYZ company. You're taking out the loan because you needed some money immediately to pay off a time-sensitive expense. Now I'm going to show you an example of a notice you might receive as part of the paperwork involved in getting the loan. [Hand participant Upcoming Withdrawal Notice as appropriate for review.] I'd like you to take a minute to read it over and familiarize yourself with this notice. Like before, I would like you to review this document just as you would if you had received this in the mail/in email/as a text message but think aloud as you do so. Remember to tell me how you're reviewing the information and if anything is confusing, surprising, interesting, or unclear, and let me know when you're done.

- 1. [For mail version] Based on the envelope, would you open this notice upon receiving it?
  - a. Would you read it immediately or wait until later? For what reasons?
  - b. Would you have any concerns about the legitimacy of this notice? Why/why not?
- 2. [For Email/SMS versions] Based on the subject line, would you read this notice upon receiving it?
  - a. Would you read it immediately or wait until later? For what reasons?
  - b. [For email/SMS versions] How likely would you be to click on the link provided in the email/SMS leading to additional details?
  - c. [For email/SMS versions] How did the full notice compare with what you expected to see when you clicked on the link for additional details?
- 3. What would be your immediate reaction to receiving this notice (i.e., how would receiving this notice make you feel)?
  - a. How would you describe the tone of the notice?
- 4. Who do you think sent this notice?
  - a. [For email/SMS versions] Would you have any concerns about the legitimacy of this notice? Why/why not?

### Post-form Likert Scale Questions

Now I'd like you to answer a few questions. [Administer the post-form Likert scale questionnaire.]

1. How organized is the format of this notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
organized	organized	organized	organized	organized

2. How clear is the language in the notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very clear	5 – Extremely
clear	clear	clear		clear

3. How trustworthy is the information provided in this notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
trustworthy	trustworthy	trustworthy	trustworthy	trustworthy

4. How helpful would this notice be to you if you had taken out an installmentloan?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
helpful	helpful	helpful	helpful	helpful

5. How confident are you that you understand what the notice is telling you?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
confident	confident	confident	confident	confident

#### **Comprehension Questions**

Now I'd like to ask you some specific questions about the information presented in this document. Please remember that I am not testing you or your knowledge, and that I'd just like to get a better sense of how easy the document is to read and understand, so you are free to look through it when answering these questions.

- 1. In your own words, what is the purpose of this notice?
  - a. Why are you being sent this notice?
- 2. What are your options/different courses of action you could take in response to this notice?
- 3. Is the XYZ Company telling you how to make a payment?
  - a. Do you have a choice about making a payment?
  - b. If you did not pay the money owed, what do you think would happen next?
- 4. How much is the company saying you owe by November 7, 2015?
  - a. If you pay that on time, how much will your remaining balance be on the loan?
- 5. How much would your balance be if you do not pay that amount by that date?
  - a. How did you arrive at (calculate) that new balance?
  - b. Why would your balance be different after a failed payment?
- 6. What would you do if you did not have enough money in the account from which money will be withdrawn according to the notice?
  - a. What information is available on the notice that could help you in a situation like this? What would you do with this information?
  - b. Would you have any concerns about being charged fees (e.g., overdraft/NSF fees)?
- 7. Who would you contact if you had questions about the notice?
  - a. How would you be able to reach them?

#### Debrief/Design Questions

- 1. Was there anything on the notice that you found confusing or unclear?
  - a. Were there any specific terms or phrases used you did not recognize? Which ones?
- 2. What questions do you have about this notice after reading it?
- 3. What would you say is the most important part of what you read? Least important?

- 4. If you received this notice after taking out a payday loan, is there anything you would find particularly of interest on this form?
- 5. Do you think receiving this notice would change your decisions about when or how much to repay on the loan?
- 6. If you received this notice [by mail / email / SMS] amongst the other [mail / messages] you normally receive, would you recognize the purpose of this notice?
- 7. What do you think about the font size and type used on the notice?
  - a. How do you feel about the use of bold for some parts of the form?
- 8. What are your thoughts on the amount of information provided on the page?
  - a. Is there too much information? Too little?
  - b. How do you feel about the spacing of information in terms of ease of reading?
- 9. In your own words, what does [point to section/phrase of interest] mean to you?
  - a. What would you do with this information?
- 10. Was there anything on the notice that you think other people might find confusing or unclear? Why? How would you explain this information to them?
- 11. [For those with previous experience with payday loans] Was there anything on the notice that you think someone who had not taken out a loan before might find confusing or unclear? Why? How would you explain this information to them?
- 12. [For those with previous experience with small dollar loans] How does this notice compare to similar notices you've seen before?
- 13. Is there any additional information that you would want to know that is not shown here?[If yes] What information in particular? How would this help you?
- 14. If you could change just one thing about this notice, what would it be?

[Portions of Section can be repeated, as needed, for an additional format, such as receiving the notice via text or e-mail. If two are tested, the order in which participants review the documents will be randomized. If multiple notices are viewed, participants can be asked additional comparative questions.]

- 1. Let's compare the notices-which of these would you prefer most? Why?
- 2. Which of these mediums would you prefer for receiving such a notice? Why?
- 3. Which of these forms seems more trustworthy? Why do you say that?
- 4. What else do you still need to know that is not clear here?

# E. Evaluation of Expired Authorization Notice

Initial Response

We are now going to look at one final notice. I would like you to continue to imagine that you have taken out an installment loan with the XYZ company that requires payments over a period of several months. Now we're going to look at an example of another notice you might receive once you have already taken out the loan.

[Hand participant Expired Authorization Notice as appropriate for review.] I'd like you to take a minute to read it over and familiarize yourself with this notice. Like before, I would like you to review this document just as you would if you had received this in the mail/in email/as a text message but think aloud as you do so. Remember to tell me how you're reviewing the information and if anything is confusing, surprising, interesting, or unclear, and let me know when you're done.

- 1. If you received this notice [by mail / email / SMS] amongst the other [mail / messages] you normally receive, would you recognize the purpose of this notice?
- 2. [For mail version] Based on the envelope, would you open this notice upon receiving it?
  - a. Would you read it immediately or wait until later? For what reasons?
  - b. Would you have any concerns about the legitimacy of this notice? Why/why not?
- 3. [For Email/SMS versions] Based on the subject line, would you read this notice upon receiving it?
  - a. Would you read it immediately or wait until later? For what reasons?
  - b. [For email/SMS versions] How likely would you be to click on the link provided in the email/SMS leading to additional details?
  - c. [For email/SMS versions] How did the full notice compare with what you expected to see when you clicked on the link for additional details?
- 4. What would be your immediate reaction to receiving this notice (i.e., how would receiving this notice make you feel)?
  - a. How would you describe the tone of the notice?
- 5. Who do you think sent this notice?
  - a. [For email/SMS versions] Would you have any concerns about the legitimacy of this notice? Why/why not?

## Post-form Likert Scale Questions

Now I'd like you to answer a few questions. [Administer the post-form Likert scale questionnaire.]

1. How organized is the format of this notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely
organized	organized	organized	organized	organized

2. How clear is the language in the notice?				
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very clear	5 – Extremely
clear	clear	clear		clear

3. How trustworthy is the information provided in this notice?							
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely			
trustworthy	trustworthy	trustworthy	trustworthy	trustworthy			

4. How helpful would this notice be to you if you had taken out an installment loan?							
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely			
helpful	helpful	helpful	helpful	helpful			

5. How confident are you that you understand what the notice is telling you?						
1 – Not at all	2 – Slightly	3 – Moderately	4 – Very	5 – Extremely		
confident	confident	confident	confident	confident		

### **Comprehension Questions**

Now I'd like to ask you some specific questions about the information presented in this document. Please remember that I am not testing you or your knowledge, and that I'd just like to get a better sense of how easy the document is to read and understand, so you are free to look through it when answering these questions.

- 1. In your own words, what is the purpose of this notice?
  - a. Why would you have been sent this notice?
- 2. What would you do after receiving this notice?
  - a. What decision(s), if any, would you make based on the information provided?
  - b. What are your options/different courses of action you could take in response to this?
  - c. What information would be especially useful to you in taking the next step, if any?
- 3. What do you think would happen next if you took no action?
- 4. On what dates did the company try to withdraw money from your account?
  - a. How much did they attempt to withdraw each time?
  - b. Will they try to withdraw money from your account again? If so, when?
- 5. What happened as a result of the transactions failing?
  - a. Why did the transactions fail in the first place?
- 6. Do you still owe this debt? Why do you think this?
- 7. Who would you contact if you had questions about your options?
  - a. How would you be able to reach them?
- 8. Where would you go if you had questions about your rights as a borrower?
- 9. Do you wish that there was some other additional information in the notice?
  - a. [if yes] What additional information would be helpful to you?

#### Debrief/Design Questions

6. Was there anything on the notice that you found confusing or unclear?

- a. Were there any specific terms or phrases used you did not recognize? Which ones?
- 7. What questions do you have about this notice after reading it?
- 8. What would you say is the most important part of what you read? Least important?
- 9. If you received this notice after taking out a payday loan, is there anything you would find particularly of interest on this form?
- 10. Do you think receiving this notice would change your decisions about whether, when, and how to repay the loan?
- 11. Did you notice the link to the CFPB website that was provided?
  - a. Would you visit the website? Why/why not?
  - b. What would you expect to find on the site if you did visit the link?
  - c. How does the CFPB's status as a government agency influence your expectations?
- 12. What do you think about the font size and type used on the notice?
  - a. How do you feel about the use of bold for some parts of the form?
- 13. What are your thoughts on the amount of information provided on the page?
  - a. Is there too much information? Too little?
  - b. How do you feel about the spacing of information in terms of ease of reading?
- 14. In your own words, what does [point to section/phrase of interest] mean to you?
  - a. What would you do with this information?
- 15. Was there anything on the notice that you think other people might find confusing or unclear? Why? How would you explain this information to them?
- 16. [For those with previous experience with small dollar loans] Was there anything on the notice that you think someone who had not taken out a loan before might find confusing or unclear? Why? How would you explain this information to them?
- 17. [For those with previous experience with small dollar loans] How does this notice compare to similar notices you've seen before?
- 18. Is there any additional information that you would want to know that is not shown here? [If yes] What information in particular? How would this help you?
- 19. If you could change just one thing about this notice, what would it be?

[Portions of Section can be repeated, as needed, for an additional format, such as receiving the notice via text or e-mail. If two are tested, the order in which participants review the documents will be randomized. If multiple notices are viewed, participants can be asked additional comparative questions.]

- 1. Let's compare the notices-which of these would you prefer most? Why?
- 2. Which of these mediums would you prefer for receiving such a notice? Why?
- 3. Which of these forms seems more trustworthy? Why do you say that?

4. What else do you still need to know that is not clear here?

### Scenario Addressing Lender Attempts to Encourage Re-Authorization

Now I want you imagine that you had an outstanding payday loan, and you received this phone message from the lender:

[Hi borrower, this message is in reference to a failed authorization that must be renewed right away. Our last two attempts to collect payments from your account have failed. Contact us at this number immediately to authorize additional payments or we will move your loan into default status. If we do not hear from you by 5pm today we will have to charge a late fee. Once the loan moves to default status we cannot control adverse impacts on your credit report or your ability to take out other loans.]

- 1. What are your thoughts after reading/hearing this?
  - a. What options do you feel you have?
  - b. How would you proceed?
- 2. What would you have to do next if you wanted to re-authorize payments?
  - a. What do you see as the benefits of this?
  - b. What do you see as the risks or consequences?
- 3. What would you have to do next if you did NOT want to re-authorize payments?
  - a. What do you see as the benefits of this?
  - b. What do you see as the risks or consequences?
- 4. How would you describe the tone of this additional information?
  - a. Did it make you feel that that re-authorizing payments was the best option for you?
  - b. How objective does the message seem to you?

### Familiarity with the CFPB

How familiar are you with the CFPB?

- a. Had you heard about the CFPB prior to today's session?
  - i. [If yes] Can you describe the interactions you've had with the CFPB in the past?
- b. What does the CFPB do?

Thank you, those are all the questions I have for you today. Was there anything else that you wanted to say about the forms before we finish?