

# How to Solve Red Taped Foreclosure Cases Without Losing Your Mind

If your legal practice includes clients with a property heading towards foreclosure, you've seen "obstacle sprints" exhaust you, your staff, and your overwhelmed client.

In these situations the "what" is pretty obvious, but knowing "who" should do it isn't as clear. If your client has decided to keep the family property (even for a short while) impress upon them the importance of your expertise. After all, there's a reason they've come to you specifically.

When you're involved with well over 500 foreclosures, you realize time isn't the main problem. More pressing is the compounded complexity that comes from dealing with bureaucratic lenders, loan servicers and foreclosure companies. These "red tape radicals" snowball an already stressful problem by misleading clients who are understandably clueless. It's not long till the poor client hits multiple dead ends with the foreclosing lender (especially if this is involving an estate or probate). This is why you should consider the...

## **The Easiest Way To Avoid A Foreclosure "Obstacle Race"**

It's all about using the right "who". You'll make the game of foreclosures A LOT

easier with the right direct lender. What's more, these allies will help you convince clients of your expertise, therefore proving you're a trusted fiduciary and not "another lawyer".

Unfortunately, bureaucrats are experts at stuffing your schedule with mounds of red-tape. That's why we decided to skip the circus and work exclusively with one very embedded escrow company. They're owned by one of the largest foreclosure companies in the US. Plus, they're down the hallway from yours truly. This makes my job, and frankly, my staff's job much easier in trying to help you and your client get the answers they need and complete our transaction on time. Which leads me to...

## **What NOT To Do...**

Do not leave it up to your clients to resolve!

In one case, an attorney referred a client to us because the loan servicer and foreclosure trustee kept playing games. No one at the loan servicer (a bank) seemed to know what to do. While we can't control what the lender or foreclosure company does, our years-long relationship with the escrow company gives us back door

*"When your outgo exceeds your income, your overhead will be you downfall"*

access to some of the largest lenders, loan servicers and foreclosure companies in the US.

In another case, our escrow officer knew the supervisor at the foreclosing loan servicer's headquarters so we were able to expedite the payoff demand. This prevented the foreclosing reverse mortgage from going to auction. Now if this information has been even remotely helpful...

## **Consider This...**

If a lender has caused you, your client or your staff members' head to spin with overwhelm and frustration, please feel free to call me. Whether there's a loan transaction or not, I can be an excellent resource for you and I'm happy to be of assistance. You can call me at my office at **1-800-779-2552**. Be sure to have your client go to our website first and look at the videos at **CloseProbate.com**



**"Property can be distributed and kept in the family just for now... or forever. CloseProbate<sup>SM</sup> Fiduciary Mortgages are equity-based and non-recourse"**

Call me directly to discuss these (and other) property issues:

- Exigent & Urgent
- Creditors, Claims & Back Taxes
- Title or Dispute Workouts
- Elders or Relocation Challenges
- Buyouts & Parent > Child Transfers

**(800) 779-2552**

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**Here are (3) ways I can help you CloseProbate<sup>SM</sup>**

- 1. Borrow on your probate or trust real estate**
- 2. TheGordianKnotShow.com (podcast)**
- 3. CALL RICK - Get guidance and resources**

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