

The “Empathetic Assault” Method For Solving Possession Issues Before They Happen

If your legal practice involves trust and estate with people who drag their feet moving out of properties, this is for you.

Property possession issues run the gamut from absent, slow packers to long-time tenants or elderly persons who are just physically slow.

Experienced landlords and property managers understand that dangling a carrot to problem tenants is just the beginning. It's necessary to give people one more crucial element: a clear vision and path to relocate to a suitable home. Now here's...

Why “More Money” By Itself Doesn't Solve The Problem

Borrowing funds to create a war chest doesn't solve the entire issue unless you have this: a plan for how to best use the money through the lens of “empathy”.

For instance, one of my smartest friends hires a licensed social worker to help relocate older tenants. This is smart because the tenant feels like they're receiving a king's treatment. At the same time, because they build rapport, the tenant will reveal potential problem

areas before they volcano into bigger issues. As you know, major lawsuits with litigation usually come from hurt feelings compounded by stress. With this system, you can put a lid on any “tenant eruption” before it ever happens. Even better, you can...

Avoid The #1 Mistake For Property Possession Issues

Here's what I think you should NOT do: Bully the property possessor & start a potential lawsuit by hiring the nasty, in-your-face eviction attorney.

Evictions in California are lengthy and expensive. It's why borrowing enough to pay for both the legal fees and the relocation can be incredibly good value - especially when paired with a social worker assistant. Continuing with this theme, you can also add property renovation to the budget before distribution, or rent to another tenant or even resale.

I've seen this borrow-strategy work on two occasions. For example, one potential

*“I'm not against relocating...
I just don't like the
thought of moving”*

litigation was about to mushroom so the tenant received a little extra cash to move out. I call this offering “carrot cake with frosting”.

Another estate client built himself leverage by allocating a portion of the distribution to pre-pay rent for the beneficiary's new home. As a result, he convinced a slow-packer to relocate **fast**.

So...

When you're ready for outside-the-box thinking with your estate or trust with a possession issue and need some liquidity, feel free to call me at **1-800-779-2552**. If you refer your client, I encourage you to send them to our website, **CloseProbate.com** prior to them calling.

Rick



**“Property can be distributed and kept in the family just for now... or forever.
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- 1. Borrow on your probate or trust real estate**
- 2. TheGordianKnotShow.com (podcast)**
- 3. CALL RICK - Get guidance and resources**

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