

What's the Big Rush?

Spring starts the season of defaulted taxes and the annual rush to stave off the county tax sales.

By Rick Harmon

It's also the time when the big bank mortgage lenders who were compassionate enough to postpone trustee sales during the holidays are now "springing" into forcing the sale mode. Are you feeling the economy going into 'last hurrah' mode?

Is your client's procrastination finally turning into action? Expecting you to make up for their delays?

In this, our 36th year, we continue to see the probate and other courts get bogged down with mountains of filings. Long delays! This makes the problem of other third-party issues - like foreclosures, pending tax sales, and other drop-dead date issues - that much more difficult.

Communicate the real-world timeline

As you well know, delay reduces, and sometimes eliminates choices for your clients. Clients (and sometimes attorneys) don't always understand the real-world timeline of what it

takes to get something done. That's why we recommend sketching out a timeline and the key milestones.

These milestones can be worked backward. For example, a special administrator who is appointed with an estate in foreclosure still requires a certified copy of the court order. You need to have it signed by the bench officer, like yesterday. Factor in courier transit time, too, all the while making sure there's sufficient time for title company to record. You won't pull this off in a day. We suggest laying out milestone deadlines visually. It's so much easier to communicate.

And, then there's the consequences.

Because when clients drop the ball - or are otherwise tempted to - they must know the consequences of delay, regardless of the reason. Someone will have to pay for extra work. They know you need to recover lost time. Knowing this...

"If it were not for deadlines and consequences, nothing would ever get done"

~Anonymous

Don't send your client on a solo mission!

Many people fail to take even the first step due to being overwhelmed and confused as to choices. Hopefully, there is some person or vision that becomes the pattern interrupt that startles them into reality. Do hold their hand, at least in the beginning.

Here's what to do when you run into liquidity issues with time problems...

If you'd like to discuss how my team of experts and I can help you deal with an insolvent estate with a short time fuse, please call me at **1-800-779-2552**. If you have the client call, make certain to have them contact us on our website **Closeprobate.com** prior to the phone call, and don't leave it up to the client to take action.

Rick



Rick Harmon

"Property can be distributed and kept in the family just for now... or forever. CloseProbateSM Fiduciary Mortgages are equity-based and non-recourse"

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

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- Creditors, Claims & Back Taxes
- Title or Dispute Workouts
- Elders or Relocation Challenges
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Here's your **CloseProbate™** Network Letter

RICK'S RANTS:

Were you watching last week's a volatile stock market and news featuring people wearing face-masks in a bit of chaos? Interesting crowd reactions.

I'm here to report that people are continuing to die leaving inherited property, tangled trusts and estates in chaos for their heirs and beneficiaries.

Whether you know it or not YOU are still the hero. In fact, we are all heroes to our clients.

Frankly I think one of the most important things that we do is to get people out of their overwhelm mode with their piled-up problems and to put them at ease as we sort them out and prioritize them.

We try to spend as much time disqualifying and, frankly repelling the spoiled children. We tell them that there's no sense in taking each other's time if you are an entitled trust fund baby and your only reason to borrow is to save money.

We're in the problem-solving business for people who need break. Are you energized by the mess's clients bring to you?

Do you want a collaborator who brings you better clients, understands your cases and makes life easier for you and your staff?

We make loans to the people in charge of cash-poor estates and trusts in California.

Contact us when your client requires liquidity without selling or you wish to "brainstorm" financial and other solutions.



Be the Hero™

(800) 779-2552

Here are (3) ways I can help you CloseProbate™

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