

Is your client running out of cash while sheltering-in-place?

by Rick Harmon

Your clients are going to need liquidity...and we're still funding!

Get immediate funds for your trust and estate clients.

- This Program has NO monthly payments
- \$50,000 - 200,000 - 1st Mortgage position
- Competitive private money rates and fees (we have NOT raised or prices)

Close in 7 - 10 days (excluding your noticing).

All due in eleven months or "qualify to modify" (to extend later).

WHO CAN BORROW?

Fiduciaries (only executor, admins, trustees - irrevocable trusts) with full capacity, powers and authority or Orders now, please!

WHAT CAN IT BE USED FOR?

Trust or estate liquidity. This new loan program Provides for essential and necessary funds to protect assets from waste, continue administration, creditor payments and management of property.

MUST CLIENT HAVE ATTORNEY REPRESENTATION?

Yes!

We use common sense: No attorney... no loan.

HOW DOES THE ATTORNEY GET PAID?

Attorneys may place demands in escrow for legal fees. Attorney probate fees can be held in trust, prior to final order, after escrow closes

However, let's face reality: This is NOT a good time to be splitting an inheritance.

It's a time of survival and **Cash is king**

Many (if not most) tenants are not paying rent, however the bills, repairs and maintenance won't stop. This is how a free-and-clear property becomes a cash flow alligator, causing the landlord (executor, administrator, or trustee) to use precious resources to keep the asset from becoming a big liability and fodder for tenant lawsuits and actions code enforcement.

State and local government have put a moratorium on evictions so there are no immediate consequences

My grizzled, gray-haired advice about borrowing now: **"Less is best."**

Especially while your clients wait for signs of a market improvement that will support their plans to keep the property the family... at least for now.

"Any kind of a problem that can be solved with a check is not really a problem"

While the Big Banks are wasting precious time processing SBA Loans using Artificial Intelligence, our team is busy funding.

We're focusing on getting YOU and your clients through a tough time and consider insolvent estates and trusts priorities and lending on a triage basis.

As direct lender, we are committed to keeping the money flowing... as long as funds that we've set aside for this program aren't fully depleted.

If you'd like to discuss how your client can find an easier solution using the CloseProbate™ Liberator mortgage or other real estate financing, call me at **1-800-779-2552**.

Please be patient; I return all calls from attorneys if I can't answer immediately however, I'm receiving far more call than in non-exigent times.

Please direct clients to our website, **Closeprobate.com** prior to calling.

Rick



Rick Harmon

"Property can be distributed and kept in the family just for now... or forever. CloseProbate™ 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

The Suburban Group

Loans + Solutions Probate Specialists

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Here's your **CloseProbate™** Network Letter

RICK'S RANTS:

So, how do you stay connected to clients when you need to "shelter-in-place?"

Answer: it doesn't matter so much how you connect, just that you do so.

Expect that you're going to receive client calls with some unusual situations. They may be in fear, overwhelmed and yet strangely blind to the reality of vastly different economic times.

Truth is, much of the damage to California property values won't really show up for 4-6 months. As I write this, the fundamentals of property ownership rights are being tested by a Judicial Counsel Emergency Court Rules that is shortsighted to the repercussions their edicts will cause.

During the next 100 days your ability to be a hero to your clients will be tested, too.

Your clients are going to need you. Your staff is going to need you.

And, I want to be your "Hero behind the hero" whether you need help with a trust or estate loan, connect to a resource or a just fresh perspective from a veteran of five previous downturns.

Of course, this ain't my first rodeo and it probably isn't yours, either. We're both survivors... and **we WILL get through this together.**

Yes... We're still funding! And, at pre-"shelter-in-place" pricing.

As you'd expect, we're funding "essential" loans to estates and trusts only. We're in triage mode (in case your client is shopping emergency rooms).

Most county recorders and are still recording and courts accepting e-Filings (so far). By late May, the moratorium on Foreclosure and property tax sales are expected to be lifted. Probate courts will reopen and scores of new and existing clients will ask you to help save their defaulted homes and keep properties in the family.

P.S. Here's how we can be "the hero behind the hero" for you:

1. Mortgage loans of \$50,000 - \$250,000+ to executors, administrators and trustees
2. Help you structure better transactions and brainstorm "workarounds"
3. Connect you to great people and info resources at foreclosure, banks, real estate and title companies.

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**