

Obtaining Mortgage Pay-off Discounts

Helping Seniors Facing Foreclosure/Bankruptcy

A NRMLA Learn While-U-Lunch
"webinar" program



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Presented by

Reverse UltraSM

Introduction

In many parts of the country, senior homeowners are facing foreclosure, but the amount they can get from a Reverse Mortgage is not enough to pay off the existing loan.

Our speakers have successfully negotiated short or discounted pay-off's that enabled their clients to keep their homes and, in some cases, avoid foreclosure or bankruptcy.

This program will give you helpful guidance and sample hardship documents, so you can do the same for your clients.

Initial Conversation With Your Client:

..... Gaining their trust and asking the right questions

They are embarrassed and private about discussing their finances with family, friends and/or financial professionals.

..... Helping them to understand

The terms of foreclosure and bankruptcy is something they have been taught to avoid like the plague.

..... Clarifying misperceptions

They will not ask for help assuming that the foreclosure notices will stop and they will NEVER be foreclosed upon. Was predatory lending involved?

Determining if Predatory Lending Played a Part

Types of Questions to Ask

It's A Process!!!

- ❑ ... Provide details to the homeowner as to what support documents will be needed to assert hardship**
- ❑ ... Prepare the hardship letter (sample provided)**
- ❑ ... Explain to your client what to expect and how to approach the negotiation**

Step-by-step Approach to the Discounted Pay-off

- Explain the counseling requirement and provide them with a list of counseling agencies to receive their required counseling face-to-face or by telephone
- Execute the HECM package and submit it
- Obtain conditional approval for the Reverse Mortgage
- Supply client with a letter on your letterhead to be included in their hardship request package (sample provided)

Required Documentation

- FHA Appraisal
- Two (2) recent bank account statements
- Tax returns
- Conditional Reverse Mortgage Approval Document
- Reverse Mortgage Benefit Summary
- Recent Mortgage Statement

Obstacles and Challenges!

Getting to the right person ...

A recent appraisal is required.

It is time-consuming and often frustrating.

&

Your client and/or their trusted advisor must call every day!

Even if you are successful, there may still be additional closing & post-closing obstacles.

Third Party Sources

You may need to elicit the help of others...

Questions and Answers...