

*Here's Your Free Report...*

# How To Stop Foreclosure!

Dear Homeowner,

My name is Mark Guy. I am a Real Estate Investor and I can share with you the secrets to saving your home from foreclosure. I have shown homeowners how to not only stop foreclosure... but also how to save thousands of dollars by avoiding the biggest mistakes so many others make! Many people in situations just like yours are hesitant to do anything because they are having a hard time finding out who and what to believe! Homeowners seek solutions they so desperately need...but they are surprised at how few people are aware of how to help them creatively find an answer to their situation.

To begin, I don't believe that refinancing your home is always in your best interest. Sometimes, once a potential homeowner's financial situation is examined in both the short and long term... it may be the worst thing they could do at that particular time. However, most times, refinancing your home is the best move you can make if you...

## **Have Information to Make the Right Decisions!**

That is the purpose of this report.... to quickly arm you with the most information so you can make the right decisions **fast**.

First of all, knowing that you are having some sort of financial trouble is an emotionally charged event. Most owners in situations like yours have intense feelings of doubt, fear and anxiety. Questions arise, such as: "My credit is bad.... can I refinance?" "My bank has already started the foreclosure. Is it too late to refinance?" "I can't afford the payment I have now. Is there any way to refinance and lower my payment?" "Can we really afford to do this? How much will it cost for me to refinance?" "Are we doing the right thing?" "Is bankruptcy an option?" "Are we sure about this?" And so on and so on.

**Again, potentially losing your home is an emotionally charged event. And the owners who let their emotions, instead of logic, invade their thoughts and decisions...make the biggest mistakes!**

## **When Faced With Foreclosure You Must Have A Plan!**

**All decisions regarding your home affect your financial picture! Your financial picture affects all decisions regarding your home! And...most people don't plan to fail; they simply fail to plan!** Having a plan is critical to successfully dealing with your problem, yet most people never get around to doing much, if any, planning first. So, let's try to make things as easy as possible, and give you a suggested plan:

**#1: Be Aware of Who's Really Helping You.** Is anyone protecting you? Are you getting the right advice? Just who is on your side anyway? One of the first lines of defense you can take as a homeowner is to take a hard look at who's really helping you. Other than friends, relatives and acquaintances, you need some good sound advice, right? So, whom do you turn to? You'll have to answer this question for yourself...

**#2: Understand banks...!** It's actually surprising how many homeowners just grab the phone book...and off they go on their search for a new loan! Before spending your valued time, calling around in search of a new loan, call one of my associates or me at 888-84BUYER We know the people in town who basically won't waste your time and can get the job done.

Keep in mind that banks are in the business of loaning money, in order to make lots of money. Ironically, most banks lend money to people who really don't need it. Banks are mainly in the risk-avoidance business. I advise you to work with mortgage specialists or brokers who tend to be very motivated and work hard to help you. But, you have to be careful. Not all mortgage companies are on the up and up. ***Make sure you carefully read all the paperwork before the closing!***

**#3: Understand Financing...!** Decisions about, interest rates, down payments, the length of the loan, escrow, points, and so on, need careful analysis BEFORE you consider refinancing your home. And, when it comes to making these choices, you need to first be aware of all the alternatives and options...so you avoid making financial mistakes and falling even deeper into any hidden financial traps!

**#4: Be Aware of Questions You'll Be Asked!** Why are you behind in your payments? What can you do differently in the future to assure us that you will not get into the same situation again? Your income? Number of years employed? Self-employed? Funds available for down payment? Other credit problems? How much you want to spend per month? How much you can afford to spend each month? What are your means of repaying the new loan? Will you be financing for 15 years, or 30 years? How much will you be putting down? Do you want a fixed or adjustable rate? Do you want a higher rate with fewer points, or do you want a lower rate with higher points? (And this is only the beginning.)

I've found that many homeowners are not prepared for all the financing questions asked at their loan meeting. Nor will they have the paperwork necessary for a complete loan application. These are just some of the many questions you'll be facing...and you'll have to have done your homework first in order to make the appropriate decisions.

**#5: Determine What Will Be the Least Expensive Financing in the Short...And the Long Run?** That's what you want, right? Don't you want the loan to cost you the least? Sure...but it's also important to know **HOW to make the right choices and calculations so that you DO pay the least amount possible, for both your short and long term financial standing!**

But, just like a doctor, each person's options need to be thoroughly diagnosed before prescribing any medication. So don't go into the refinancing arena without first examining your present financial situation, and the long-term affects that refinancing, verses perhaps, outright selling can have! You see, you must evaluate where you will be in both the long term and the short term. The worst decision I see being made is where someone refinances, only to find he is right back in the same situation within the year. At this point, he typically loses it all: *home, credit and self-esteem.*

**#6: Understand Creative Financing Options!** Sometimes, conventional/normal-refinancing channels (banks, credit unions, mortgage brokers) just won't work out for some reason or another. Now we're going to quickly take you through some various "creative financing" options. Take note of the different alternatives to saving your home utilizing these strategies!

**1. Equity Sharing**

- partner(s) put up part of required cash to cure foreclosure
- partner(s) pay part of monthly payment
- partner(s) get some percentage of ownership
- partner(s) get their money out at refinancing or sale down the road

**2. Private Mortgage Lenders**

- rich people or pool of rich investors
- loan money to poor credit buyers, although at high rates
- can be refinanced when credit is re-established

### **3. Find More Money For The Down Payment**

- life insurance policies
- family members
- 401(k) or retirement plan loans
- selling assets like collectibles

As usual, make sure you get all the information you need to make the right decisions, before you take any action! There's a bunch of ways to generate the money you need to refinance a home!

## **#7: Protect Yourself Legally From Every Angle!**

Throughout the foreclosure process, from the first notice of non-payment, all the way to receiving that dreaded letter from the lender's law firm, I can't stress enough the importance of getting professional help. You'll need:

**An Attorney:** You should have an attorney review the foreclosure filing.

**A Financial Planner:** Getting financial planning advice before you even consider refinancing is the best way to go! You want to profitably position yourself for both your short and long term financial picture. This can't be done without a financial review, and creative options investigated first!

**A Mortgage Lender:** Your mortgage lender should also be motivated and willing to help you with alternative and creative financing options available.

**An Insurance Agent:** Don't forget to have the right insurance coverage.

**To summarize, success in stopping a foreclosure requires:**

- √ **Setting realistic goals.**
- √ **Quantifying those goals.**
- √ **Figuring out where you are now.**
- √ **Gathering all the information you can.**
- √ **Designing a plan.**
- √ **Implementing a plan.**

Without preparing a "**STOP THE FORECLOSURE!**" plan, in my opinion, you'll have a very small chance of ever getting what you want! Or, you may find yourself settling for less because you didn't know of, or thoroughly understand, all the options that are available to you. As you can tell, curing a foreclosure requires a plan...and a team. A team of professionals who work FOR you, who can help you set up, and implement your coordinated plan!

## **Curing Foreclosure & Saving Credit Errors!**

You should now understand that there are many, many critical factors in determining the fate of your home ownership. There are also critical errors being made everyday, such as:

- Not understanding creative financing
- Not being aware of hidden costs
- Not asking the right questions

- Paying too much interest over the life of the loan
- Listening to the wrong people and misleading suggestions on what you should do
- Seeing only short term financial options...instead of long term too
- Not having proper professional help!

I hope you have realized all the different elements involved in refinancing your home during this time of crisis. Most of all, I hope you will now know how to avoid these costly mistakes, and save yourself thousands of dollars!

As much as I would have liked to tell you that curing a foreclosure is a simple experience and takes no skill or knowledge, I simply can't do that to you! You must be observant, open to ideas, and plan the best moves to save your credit and your home from the inevitable!

## **A FREE Review**

For everyone who requests this Free Report, I also offer a FREE, no obligation review of your situation. I will ask you some questions about how you feel about your current situation, and where you'd like to go, and see if there's anything I can do to help you. If you have decided that you don't want to refinance and are ready to move on, I, or my investment group, may be interested in buying your home. We have been buying, selling, and leasing homes in the California area for over 5 years. Our group and affiliates have bought, sold and leased literally hundreds of homes. With your property, I'll probably be able to structure several options, and let you choose the one that best suits your needs.

I will NOT try to "sell" you anything! As you can probably tell from this report, that's not my purpose. All I do is see if I can offer help and advice, and you decide where to go from there. If there is nothing I can do, I will tell you so, and that will be that. If I think you're in fine shape, I'll tell you that. If I think you're heading into one of the biggest disasters I've ever seen and need immediate attention, I'll tell you that as well.

You see, with all the people I assist, I only want to work with those people I can really help and that really want to be helped. I'm never interested in taking new clients if they aren't exact right for me...and if I'm not exactly right for them.

In all honesty, I have been able to overcome just about every obstacle for success, both for my clients, and myself except one: **PROCRASTINATION**...an enemy that will surely kill you financially more than anything else! As they say, "nothing will ever happen, unless you make it happen yourself!"

## It Will Only Take 30 Minutes....

All it takes is simply a half hour or so for us to meet, to listen to what you want to accomplish, and to weigh your options! Then, whenever you are ready, you'll know that you have a set plan to follow. You will not fall into the "not planning to fail...failing to plan" syndrome after your situation has been diagnosed!

If you want to take me up on a free consultation, then please take a moment to give me a call. If you're not interested in doing so, then I hope you've learned enough about the refinancing process to know to make the right decisions.

If you want to come in for the FREE review, then contact my office, and I will schedule a convenient time. After all, a phone call can't hurt, especially if you discover one, if not many ways to fix what I must assume is a tremendous burden on you and your family.

Just do yourself one favor, and don't let procrastination, or let skepticism, or anything else keep you from finding out the most possible before you possibly lose your home! The more information you have, the better you can make the best decision!

**Whenever you're ready, just pick up the phone and call the office at 888-84BUYER and ask for Mark Guy.** All I ask is that you prepare yourself to learn all there is to know before giving up! That's it. Pretty simple request, isn't it? At that point, you'll be well prepared to make a decision.

All I can do is take a good hard look at your current situation, and help you in finding the best paths possible to getting what you want! **I can't help you if I don't hear from you, so call for your FREE review today!** Thanks, and I look forward to talking with you!

Sincerely,

**Mark Guy**

**P.S.** Whether you decide to refinance or not, be sure to call for your FREE review and consultation. In order to make the right decisions, make sure you get the right information before making any moves!

**P.P.S.** Think about this: If you only use one method from over the dozen of ways to save money when refinancing your home, wouldn't a half hour of your time for a thorough review be worth it? The return on your time invested is enormous! If you only use one technique, the one that saves you tens of thousand of dollars on your mortgage, think about the money to be saved with two, four, twelve or more money-saving strategies I will be glad to share with you!