

Paul Wells Is
www.theforeclosureking.com

Tele-Training Series

Wednesday 8pm EST 5pm PST: 1-712-432-3000 pin 895502

-What Is A Short Sale?

-What is a discounted note?

Why Do Short Sales?

5 Reasons Banks Do Short Sales?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

How to Get an agreement with the homeowner.

When does the homeowner move out?

How much do I offer the banks?

6 steps for a successful short sale

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

What do banks ask for in a short sale package?

-
-
-
-
-
-
-
-

7.

What to include in the offer?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

What are some of the strategies to taking good proof photos?

What is a BPO?

Who conducts the BPO?

How can I influence the BPO?

Will the homeowner still owe the bank money?

What is a 1099?

What is a deficiency judgment?

How do I make the big bucks?

What exactly is a junior lien?

How do I deal with a Junior Lien holder?

Are there other types of liens?

Skills you need to be proficient at

-
-
-
-
-
-
-
-
-
-

What?

Where?

When?

OPTION #1

\$_____

OPTION #2

\$_____

OPTION #3

\$_____