

**Paul Wells Short Sale Training
Teleseminar Series**

Wednesday October 18, 2006

www.theforeclosureking.com

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

Why do Short Sales?

Lenders will

They will take

Foreclosure Costs include

They

They also have

They also face

**TOP 9 REASONS LENDERS DON'T WANT THE
PROPERTY BACK**

1. Lender may
2. Lender may
3. Lender does
4. Lender has
5. Lenders do
6. Squatters
7. Lenders
8. Lenders
9. Former House

KNOW WHEN IT MAKES SENSE TO PURCHASE

3 MUSTS FOR ANY SUCCESSFUL SHORT SALE

1.

2.

3.

**5 SITUATIONS TO LOOK FOR TO INDICATE A
POSSIBLE SHORT SALE**

1.

2.

3.

4.

5.

**THE LENDER IS LOOKING FOR
AN ANSWER TO 4 THINGS**

1.

2.

3.

4.

**WHEN TALKING TO A HOMEOWNER
YOU MUST DO THE FOLLOWING:**

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

HOMEOWNER PAPERWORK NEEDED

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.

NEXT STEP - NOTES