

## Answers to Common Questions

**Q. Why should I trust you to help me?**

**A.** I know at a time like this it is hard to trust anyone other than your family. I will earn your trust by doing things to help you. If you will give me the chance, I believe that actions speak louder than words.

**Q. I tried to sell my home and I owe more than they are selling for?**

**A.** I know the market is tough for sellers today but there are so many options for you to consider.

**Q. I can't even sell my home for what its worth, how would I ever pay you?**

**A.** Well in most cases if you would consider a short sale I would be paid by the bank or mortgage company. Remember the last resort would be to just let it go. I also might be able to recommend you to someone in my professional team to further advise you.

**Q. If I sold my home where would I get the cash to satisfy all parties?**

**A.** Good question, Most of the time you will be far better off owing a small deficiency rather than the whole amount. At this point am I safe to say you don't have any money at this point to apply to any deficiency? The banks do not want to foreclose however they will do what they have to too get their money back.

**Q. Why should I sell my home just so you can make a commission?**

**A.** The answer is simple, I don't want to just sell your home to make a commission, I have a better reason and that is I make a living by selling homes and helping people buy them. But a long time ago I realized that I made a lot more money and friends by doing the right thing for each and every client. You see I have helped several people in your situation avoid foreclosure and not always did we sell their home.

**Q. What kind of guarantee can you give me that you will be able to sell my home and get me out of this situation?**

**A.** I could or would never give anyone a guarantee, but what I will do is assure you that I will do every thing possible to help you find the best alternatives to your situation. I will also work directly with the banks and others to get them off your back. I have a high success rate in dealing with the banks as well as get you top dollar for your home.

**Q. If I sell the home how will be able to move?**

**A.** If you are referring to money, remember to save the payments you would have paid to the banks while we are in the selling process. That should more than cover moving costs as well as other related costs of moving.

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**Q. Aren't you just like everyone else, you just want to stick your hand in my pocket?**

**A.** NO. I actually want to offer my assistance in any way I can. The first thing I want to tell you is something you may not know. Do you know all the ways you can stop a foreclosure? I do and I want to share them with you.

**Q. I have called the bank and they won't help me?**

**A.** All they want is paid and paid on time. I have a way with the banks that will help you in the long run. I also have an entire list of Government and non-profit agencies that might be of assistance. I have seen some cases where they will help with some of the past due payments so you don't lose your home.