

Tele-Seminar Notes for
Norm Reid Interviews
Bill Twyford

Understanding the Bankruptcy Process & What You Need to Know About it to Negotiate Better Short Sales with the Bank and Sound Like a Pro When Dealing With Homeowners and Banks

Special Note: This call is NOT about how to get homeowners to file bankruptcy, that's NOT what this is about and furthermore, it does not help us anyway.

1. How is today's market affecting the bankruptcy process, and what do we as investors need to know and do about it.

2. The phases of Bankruptcy:

- a. Who can file and when
- b. Chapter 7 or 13? What are the differences, which ones can we work with
- c. What is the 341 Hearing and what do we need to know about it
- d. When homeowners use or don't use an attorney, how does affect our deal?
- e. How late can bankruptcy be filed before the foreclosure sale date?

3. Where do we as investors fit in?

4. Once we gain an intimate knowledge of the process, what do we do with the info and how will it help us.

5. How to talk to homeowners who think they want to file in order to 'buy' more time.

6. How to deal with the bank when bankruptcy's on the table

7. How to stop the bankruptcy process and get a short sale accepted

8. Why investors who know bankruptcy process are getting a lot more short sale deals accepted in less time and at lower prices.

9. How to become a pro like Bill when dealing with banks.

See Bill Twyford's Complete 3 Part TeleSeminar Series on How You Can Become an Expert at the Bankruptcy Process and Start Negotiating and Talking Like a Real Pro
www.ClosingMoreDeals.com