



HOW TO SETTLE DEBT

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Debt is the root of many issues that American families struggle with in today's economy. Many companies take advantage of the average consumer and offer toxic quick-fix loans that seem to have a never-ending balance because they are loaded with fees and high interest rates. Even though some bureaus supposedly oversee these types of loan tactics, many companies continue to take advantage of the American consumer.

Enough is enough. You can take control of your situation and rid yourself of these high-cost loans and credit cards once and for all. This pamphlet shall serve as a guide on the steps you need to take to start negotiating your debt and putting forth a plan of action to become debt-free. We know that in the beginning, you will struggle with some problematic creditors, but stay the course and do not let that deter you from becoming debt-free.

The day of the local banker being your friend and advisor is gone. You have to educate yourself and become debt-free and start having money saved instead of paying the credit card companies the excessive interest rates and fees they charge.

If you have any doubts or need assistance, don't hesitate to contact our office, and we can provide a low-cost, effective plan to rid yourself of your debt and become debt-free. Remember,

we are not a debt-consolidation company. We are a Law firm dedicated to helping people become debt-free.

GETTING STARTED

1. The first step in this process is to gather all the debt you want to negotiate. Look for the latest bill that you received on each account. This step is essential because if your debt was sold to a collection company, you could be on hold for 90 to 120 minutes just to be told they no longer have the account.
2. Contact the creditor and let them know that you want to validate the debt and that they please send you the information within a reasonable time. They cannot contact you regarding the debt until they have responded to the validation letter.
3. After you receive the debt validation from the creditor, please review it with your records and ensure the information is accurate. You can proceed with a debt verification letter if the information is accurate. What Is a Debt Verification Letter? While a debt validation letter provides information about the debt the collection agency claims you owe, a verification letter must prove it. In other words, their hands may be tied if the collection agency doesn't have enough evidence to prove that you owe it.
4. Once you are satisfied that the debt is accurate, the negotiation begins. At this time, please have your income and expenses written down. Most companies will ask you for the amount of income you have and the number of expenses you have. This is a tactic to see if you are what they call "collectible." This means that they invest additional money and sue you in court. So please be very careful with your information because they can use it to their advantage. Remember, if you feel this will be too much, don't

hesitate to contact us; we can help. Our service per account is very economical. We are here to help.

5. During the call, they will try to get information from your employer and other pertinent information. Please only give them numbers regarding income, expense, and nothing else. They will also ask what made you fall behind. Be honest and let them know. Hours were cut at work. Lost a family member who contributed to the household, Lost a job, medical illness, or whatever happened that made you fall behind. This part is crucial because you can have the person on the other line understand that it's not that you wanted to stop paying it, that you had no other choice.
6. The numbers will be the following step. They will return with anywhere between 70 to 80% of the balance. Please don't take it. They have more room. Explain to them that you really want to pay off the creditor and that to be successful, they have to be more flexible. Usually, they come back with more months to pay and not lower a penny. Please don't take it. Thank them and move on to another creditor. Before you hang up, advise them that they are not to contact your employer (if you gave it to them), that they are not to contact you via text, and that they can only contact you by phone. Just move on to the next creditor and start the process with the new one. The next time you call, the debt just got a little older, and the statute of limitations started to get closer. Meaning they will go lower next time around. Some creditors do give a significant reduction from the beginning. If this happens, take the offer and thank them. Don't think that they will go lower because they won't. They know that they could report the debt on your credit bureau for seven years from the last payment date.

WRAPPING IT UP

As you see, there is nothing special about the process and no "special programs." That is all a myth. You have to be dedicated, and you have to plan all this out. For many people, this is just too much with work and everything. We understand. If that is the case, please call us and let us help you become debt-free. We had a client say to us. I was on the phone for two ½ hours to be hung up on. Is this normal? The answer is YES. Many representatives are on commission and told to move on if the person asks for too much. Can you blame them? It's not an easy job, that's for sure. We always like to establish a relationship with the creditor and explain what went wrong and what you will do right if you get the proper reduction. It works! This is what we do, and we are good. As you see, this isn't rocket science. All you have to do is be consistent and have patience. Our office wishes you the best of luck, and we are rooting for you. If you feel that the process is too much, don't hesitate to contact our office anytime, and we will take over.