

# MASCIA LAW FIRM

Fee Based Services and  
Exceptions to the No-cost Short Sale

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# Introduction

- We understand your business – You understand ours
- Free short sales – but no free lunch
- Some deals are “hairy” and have problems
- Some clients want to pay for a fee based service
- Most clients are free
- No need for realtors to present options/pricing to client

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# How We Make Paying Clients Whole

- We will not “double dip” – simply allocating risk
- We use any fees we earn on the HUD for clients
- Refund client or use for client out of pocket expense
- Exception clients only - Not “other service” clients
- An example – PMI
- \$2,500 minimum fees to our firm – no maximum

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# Exceptions to the Free Short Sale

- PMI
- Three mortgages
- Tax Liens
- Imminent Foreclosure Judgment or Sale
- Lender Blacklist
- Commercial Loans
- Past 8 months on HOA
- Abnormal junior liens
- Under \$75,000
- No seller's concession

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# Other Services Clients Desire

- Pre-Foreclosure Defense
- Asset Protection
- Tax Liens
- HOA Negotiations
- Financial Restructuring
- Foreclosure Defense
- Commercial Loans
- Unsecured Debts

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# Coming Soon

- Client Document Upload Portal
- New Book – *Escape Your Debt*
- Video Matter Comments
- Web based Subscriptions

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# Questions & Answers

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