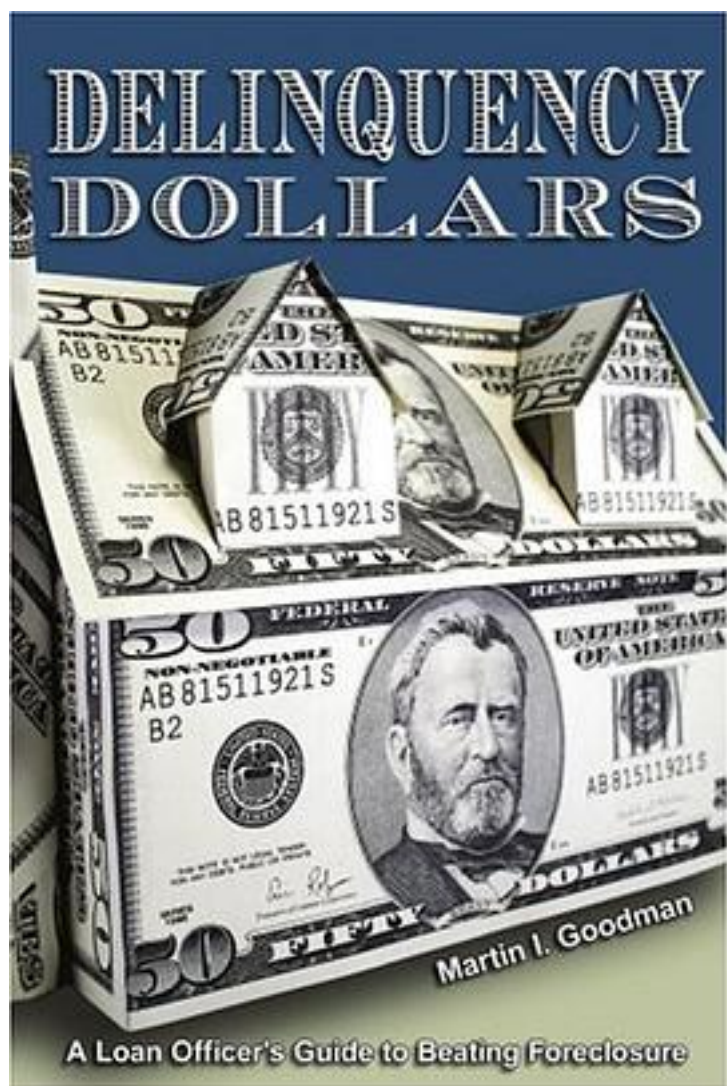


Delinquency Dollars



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Most loan officers want to earn more commissions. Delinquent loans provide a unique way to make a dramatic difference in your client's life and earn more. At least 25 percent of the homeowners that I've spoken to who have lost their home in foreclosure told me, "The loan officer is taking care of it." Their home was lost because the loan officer knew how to process a regular loan, but had no idea how to navigate through the murky depths of foreclosure. This book helps loan officers to understand the foreclosure process in detail, from the inside out. So, they can be the champions and angels for their borrowers and help them obtain the best loan for their situation. Processing a loan for a delinquent borrower is challenging. But if done right, it can be the most rewarding loan you have ever written. Martin Goodman, Founder Residential Capital, L.P.

作者介绍:

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