



# What is a Loan **Modification**

**Modifications**, if allowed, typically results in ...

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- **REDUCED** interest rate and/or

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- **EXTENDED** loan amortization period and/or

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- **REDUCED** principal ... *but this may be a taxable event.*





# Is Keeping **Paper Trail** Important?

Carefully documenting lender communications is vital. Keeping a log of .....

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- **phone calls**
- **faxes**
- **emails**

with dates / names is important and can go a long way in proving a borrower's continuous effort to help the servicer make an informed decision....





# Can Using an **Attorney** Help?

**ABSOLUTELY / YES.**

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- **ADDS CREDIBILITY** to organized submittal

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- **NO FEE** until lender makes decision

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- **BUFFER** zone between borrower and lender





# Likelihood of MOD **Approval?**

Depends greatly on financials. **More likely** if ...

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- **Government backed** by Freddie Mac / Fannie Mae

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- **Employed** + no excessive debt

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- **Cash flow** supports servicing debt

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- **Primary residence** ... not second home / rental





# Common Loan MOD **Pitfalls**

- **Failure** to grasp cash flow reality
- **Being too emotionally** vested
- **Insufficient / dated** documentation
- **Sending** documents to the wrong person / place?
- **Submitting conflicting documentation** - are you truly showing financial viability or instability?
- **Failing to follow-up** & show authentic interest

ORGANIZING YOUR FINANCES & MESSAGE BEFORE TALKING WITH YOUR LENDER MAY INCREASE THE LIKELIHOOD OF APPROVAL.





# Ways to **Expedite** MOD?

**SURE.**

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- **Use an Attorney** to submit

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- **Be Organized** and diligently follow up

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- **Credible** documentation is critical

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- **Be Pleasant**





# Costs Associated with MOD?



**California Law** - nothing until lender decision

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- **Many** charge hourly fee or flat fee

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- **Stansen Charges**

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  - **\$300** per hour

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  - **Estimated 8-14** hours into each file

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**If lender pushes back, Stansen & Client discuss other options before proceeding**





# Why I'm Different – Attorney & Broker



REALTOR®



**Strong  
Negotiation  
Skills &  
Superior  
Organization**



**Unique Skill Set  
&  
Professional  
Background**



**Ongoing  
Training,  
Networking,  
Achievements**







# Testimonials



## What My Clients Say About Me:

“Our experience with Paul Stansen was simply the best. Paul understood our needs, and went above and beyond to make the entire process easy, comfortable, and stress-free!”

– *Client, Simi Valley, CA*

“Paul Stansen just assisted me with the modifying my primary loan on my house. Dealing with the lender was not pleasant but Paul kept me informed every step of the way so I knew what was going on and why! I couldn't have had anyone better ... worth the money!”

– *Real Estate Client, Santa Barbara, CA*





# Getting Started



**Getting started is easy.** It all starts with a simple phone call to **888.529.6632** or email to [PAUL@STANSEN.COM](mailto:PAUL@STANSEN.COM). Just provide an address and Attorney Stansen will respond with a **FREE** preliminary review and recommended strategy!





# Contact Information



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**NOTE:** I always check my email and respond quickly **7** days a week.

I answer the phone myself.  
Only I work on your file.  
There is NO ONE between us  
Everything is confidential.

