Notice of Default Listing Process

(**NODS**) Notice of Default -
(**NOTS**) Notice of Trustee Sale

(**LIS**) A Lis Penden is the legal notification to the borrower that law suit is pending for loan payment delinquency.

PROBATE – A probate sale is the process executed at a county court in the USA where the executor for the estate of a deceased person sells property from the estate in order to divide the property among the beneficiaries.

DIVORCE –

LATE 30, 60, 90

Foreclosure Radar, Realty Track, Foreclosures,
Buy Data Not Leads - 1st lien non BK

Initial Marketing Drop Offs:

1. A small postcard ½ ways up the garage door
2. Drop off a Fed Ex – 70% open rate or clear File Folder/80% open rate
3. Knock on 4 doors a week- Goal 16 Face2Face a Month– not to list

At the door the customer will say this:

1. How did you get my info?
2. I'm doing or want a loan modification.
3. I want to live here forever

You at door – be yourself no script – you have 90 seconds
You are a homeowner advocate there for them -
You are not there for any money –
Ask "What do you want to do?" See above answers and educate.
Become a homeowner advocate like defaultadvocate.org
Never be at the door for the listing. You are there to help.
Plan consistent follow up 5 – 10 times and help them see no loan mod.

Help Convert from Loan Modification to Short Sale

Make sure you have a helpful webpage online with web form.
Follow up with MailChimp & Slydial
http://defaultadvocate.org/homeowner-rights/

Disclaimer – Be sure you know what you are doing and have the right training.
Consult an Attorney: **Do not practice law.**

The NOD, NOTS & LIS notices are the lenders way of telling a homeowner that they will be forced to sell the property at a foreclosure sale unless the homeowner reinstates the loan or pays it off. The start and timelines of the foreclosure process will differ in each state based on the judicial, non-judicial, strict and possession foreclosure types.

The NOD, NOTS & LIS communications should not be taken lightly. They are very serious matters and should be handled accordingly The next stage/process of the foreclosure is the Mortgage Acceleration Clause