

## THE BEST OPPORTUNITY TO HELP THOSE IN NEED

The debt settlement stage has changed. No doubt about it. Laws are changing, and the techniques creditors use to collect are evolving. The same old “hope and pray you don’t get sued” debt settlement programs have always struggled to be entirely effective, and simply don’t work well as a whole.

Industry wide, more people wind up failing settlement program than those who complete them, a simple fact. Here is a list of the fundamental problems with a basic debt settlement process...

- Company tells client not to let creditors know about the program. Thus, both client and company are hiding from the creditors, and no work is being done in the clients’ behalf. At the same time, the bulk of the fees are collected during this period even though no work is being conducted for the client.
- During these first several months, the clients’ bills are skyrocketing with interest, late fees, and penalties. Therefore, the total debt amount to be settled is much higher than when the client first enrolled. This adds up to the client needing more money to resolve bills than anticipated.
- Because most of clients program payments are going to fees and little is accumulating to resolve skyrocketing bills, there is not enough money available in escrow to satisfy all creditors in a timely manner, thus increasing the odds of a lawsuit.
- If a client is sued by a creditor, both sides shutter. The client is scared to death, and the settlement company cannot/will not offer any help. This is the point where most clients quit the program, and are now likely left in a worse position than when they started the program.
- If a client is fortunate enough to avoid a creditor lawsuit, they still must deal with massive creditor calls and threats. During a collection phase, many creditors are in violation of FDCPA laws, but they are willing to break the law in believing that the debtor has no knowledge of their rights, no money to afford legal help, and they also know that the settlement company will not enforce any consumer protection laws in their clients benefit. Creditors and 3<sup>rd</sup> party collectors use many unscrupulous and illegal tactics to shake debtors out of settlement programs, and they are increasing in effectiveness.

*Can a person save money in a Debt Settlement program? The answer is yes, but to what extent? Statistics show that most people fail the programs entirely and are forced into bankruptcy, or wind up working out arrangements with the creditors themselves.*

The Debt Validation process expertly answers the challenges of settlement programs, and provides layers of protection and legal strategies that dramatically improve client retention, overall savings, and success rates.

The Debt Validation process is unique in this industry, and is provided by The Kurt Mohnsam Firm in Shelbyville, KY. Kurt is the head attorney on site, and the process is further backed by top attorneys in all 50 States.

Here are the benefits of the Debt Validation process. Please remember that the clients' best interests should always be of utmost importance, not how much in fees and commissions are paid...

- Clients will enjoy attorney services by The Firm and from a law firm in their home State as well if needed.
- When client makes their first program payment, The Firm will immediately start the process of contacting all of the client's creditors, and placing them in audit. No games of hide & seek. The Firm is requiring all creditors to legally validate the debts as true and accurate under current Federal Law. This is a very powerful process that can aid in the reduction or complete discharge of a debt. It is unfortunate that Debt Settlement programs don't implement this legal option.
- The client will be protected under applicable Federal consumer protection laws during the program. These laws are, and not limited to...
- **FDCPA:** Fair Debt Collections Practices Act.
- **FCBA:** Fair Credit Billing Act.
- **FCRA:** Fair Credit Reporting Act.
- Clients will be asked by The Firm to please log any creditor calls, increase of balances due to interest - late fees- or penalties, and to notify firm if any derogatory entries are made on clients Credit Bureau Reports as some, or all of these activities may be in violation of applicable Federal consumer protection laws.
- If a creditor or collector is found to be in violation of any applicable laws, The Firm may initiate an appropriate lawsuit against that creditor. This can allow for more leverage to reduce/eliminate the debt all together.
- In certain circumstances, if a settlement is awarded to the client in a lawsuit where the client is plaintiff & a creditor is defendant, the money awarded will go 100% to the client minus legal fees and a 35% contingency fee which is average for the industry. Basically, if creditors or collectors are going to egregiously break the law, they will have to pay for it, and the client can benefit greatly in these circumstances.
- If a client is sued by a creditor, there is absolutely no reason to panic. In fact, The Firm can at times, use a creditor lawsuit to the clients advantage. There are many strategies to implement in a proactive manner in these circumstances. On some occasions, lawsuits can be thrown out of court if the creditor/collector cannot legally validate the debt, or a "stay" can be issued, and the process delayed for years. This can be incredibly valuable in the strategy of forcing a very low settlement from litigious creditors while avoiding a judgment from being awarded to the creditor.

- If a client does receive a summons from a creditor/collector, the client needs to immediately scan or fax the document to The Firm so they can reply appropriately. If necessary, The Firm will contact the law firm that resides in the client's home State for further legal support. This service is already included in the client's normal program payment, and does not cost anything extra.
  - The only time a client would expect to pay additional legal fees is if they are requiring legal services that go above and beyond the normal scope of relevancy. We cannot have clients abusing the generous legal help The Firm is providing in the clients behalf.
  - To this date, less than 1% of accounts in the Validation program have gone legal, and only one client has received a judgment filed.
  - With all of the legal aspects and strategies involved, and The Firms abilities to use the law to protect clients and skillfully negotiate debts, the average savings The Firm is proposing is approx 70% on each debt enrolled in the program.
  - Unlike all other Debt Settlement programs, The Firm does not charge upfront fees, nor do they front load the fees. The fees are stretched out over client's full program duration, so The Firm is not receiving payment in full until client successfully completes the program.
  - Clients who avoid a basic Debt Settlement program, and choose the Validation program will be provided a password to a secure website that provides client the ability to view all of the legal documents that have been sent to their creditors, and the creditor's replies. Client can enjoy the ability to monitor the progress The Firm is making on their debts, and they can see all of the work that is being conducted steadily on their case.
  - Add this aspect with top notch customer service, and you have the best debt reduction program available to date. It literally beats the pants off of tradition Debt Settlement programs.
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- *You and the clients you enroll will have true peace of mind knowing that there is nothing that The Firm, and the "in State" attorneys cannot handle.*
  - *In displaying patience, and making timely monthly payments, your clients can expect excellent results, and you can expect greater client retention than ever before.*
  - *Get ready for some increased client referrals too! People in this program are genuinely happy enough with the process that they often do tell friends and family about the help they are receiving on their debts, and the confidence they have in the program.*

