

DDD — Diners Drive In's or Dives? Make a demand for the outstanding balance Debtor says... NO soup for you! Dang Debtor Defaults Long story short... You file a suit Hope the Judge grants you a judgment WINNER winner judgment dinner! A favorable ruling is not a guarantee the balance will be paid... □

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So, you have a Judgment — Now What?
How do we turn White paper into Green paper?

• Collection Litigation =

• A Tale of 2 very different things!

1. Obtaining a Judgment

&

2. Collecting a Judgment

• Now Can we collect after we Win?

• How do we collect after we Win?



So, you have A new Avenue to settle a debt

Identify

- Pull a CBR, SOS, ROC, UCC, CORP COMMIS you get it, GT*
- Permissible purpose* / lawyer talk for be careful

- County accessors
 Taxes / other liens



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• Be Aware - Who What Where Why Restrictions what is lawful in how you pursue the individual debtor. Permission to pull personal credit / credit application / personal guarantee are examples of the credit agreement which would allow you permissible purpose. (Slide 14)

 POST JUDGMENT REM 	EDY
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- \bullet Make sure the judgment is properly recorded
- Lien on real property / cloud that title so if and when property transfers... \$\$\$ Dance
- Continue to review CBR · Who are they paying?





- ✓ Locate assets ✓ Social media search
- ✓ "Work Number Software" POE
 ✓ Judgment lien on property

What did you say? A Lien on real property / cloud that title (so if and when) property transfers... \$\$\$ Dance





Look Closer At many of the Details

- If this happens request a copy of the preliminary title report, valuable if the judgment was won prior to your arrival
- Homestead laws differ by State
- Equity issues and amounts may and do apply

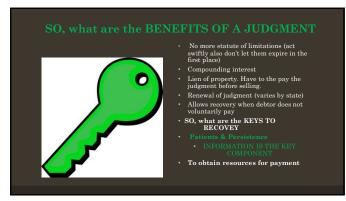
- SO, WHAT IS THE SINGLE
- MOST IMPORTANT
- THING WHEN YOU ARE
- TRYING TO
- COLLECT A JUDGMENT ?
- •#1 ANSWER Prize Slide





Judgments are like a fine WINE they get better with age! • Interest continues to accrue (may give you negotiating power down the road) • RECORD • Who is recording; You or Attorney (ASK) • RENEWAL • Differs by State • Window of time; renew before expiration date; differs by state. Can't do it early, can't do it after expiration • If you renew, do you need to rerecord?

SO, Obtaining a judgment		
&		
Collecting a judgment are 2 very different things	M I	
• RECAP		
1) Credit Bureau reports		
2) Public Records	So, What would	
3) Public Information - Pacer / Lists tax liens, other judgments	MAK do?	
4) Social Media – gives us "Intel" / Location /		
Relatives / job	Third party vendor for banks accounts	
5) Skip Tracing	Judgment Debtor Exam (when all else	
6) Engine Searches for employment / garnish income	fails) You don't want to give the debtor a heads up & it is not available in all States	
7) Work number - data base search on employment	Set ticklers / Renew Judgment at the correct time, also differs by State	-
• INFORMATION !		



- The permissible purpose (Fair Credit Reporting Act) language should be included in a client's Personal Guaranty is as follows:
- * I (we) hereby authorize Company and its agents to, from time to time, review my (our) personal credit history for the purpose of extending credit, reviewing credit status or collection of any amounts I (we) may owe to the Company by virtue of this Continuing Guarantee.



Purpose

- Credit application verbiage is very important
- It provides "Consent Language"

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Before the Gavel, in closing

- IMPROVE YOUR CHANCES TO BE A WINNER
- Have you done your homework up front?
- \bullet The burden of proof ultimately falls on YOU in the eyes of the court.

AI is present technology – Fact! See the Experts at the Expo Are you implementing AR solutions software? And or services?

WHO SIGNED YOUR CREDIT APPLICATION? USE A SERVICE!? Doc-u-sign is a common one

Courts are looking for and verifying 2 step verification processes Fraud is everywhere – don't give the debtor an easy defense

