



**Here Comes the Judge**  
Turn that **WHITE** paper into **GREEN**



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**DDD – Diners Drive In’s or Dives?**



- Make a demand for the outstanding balance
- Debtor says... NO soup for you!
- **D**ang **D**ebtor **D**efaults
- 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?



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So, Don't rally in the Win too long



As a favorable ruling does not guarantee payment ☹️

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So, you have A new Avenue to settle a debt

**Identify**

- Is this a Business?
  - Debtor Status
  - Pull a CBR, SOS, ROC, UCC, CORP COMMIS – you get it, GT\*
- Is this an Individual?
  - Permissible purpose\* / lawyer talk for be careful
  - Property records / Public records
  - County accessors
  - Taxes / other liens

**Verify**

- Where does the Debtor Lives: Domesticated in that state
- Make a demand for \$\$
  - Verbal, In writing
  - Social Media
    - FB
    - Insta
    - Tweets



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So, Individuals!



- Fair Credit Laws –
  - Beware !
    - &
  - 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)

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- POST JUDGMENT REMEDY
- Make sure the judgment is properly recorded
- Lien on real property / cloud that title so if and when property transfers... \$\$\$ Dance

**So, What would MAK Do?**

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

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

- HOLD ON - NOT SO FAST ELVIS!

**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

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



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**YUP...**  
**INFORMATION!**  
*It's not the process that gets you paid, it's the INFORMATION*

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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 re-record?**



VectorStock Freebies from 5000000

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SO, Obtaining a judgment & Collecting a judgment are 2 very different things

- **RECAP**
- 1) Credit Bureau reports
- 2) Public Records
- 3) Public Information - Pacer / Lists tax liens, other judgments
- 4) Social Media - gives us "Intel" / Location / Relatives / job
- 5) Skip Tracing
- 6) Engine Searches for employment / garnish income
- 7) Work number - data base search on employment
- **INFORMATION !**



**So, What would MAK do?**

Third party vendor for banks accounts Judgment Debtor Exam (when all else fails) You don't want to give the debtor a heads up & it is not available in all States  
Set ticklers / Renew Judgment at the correct time, also differs by State

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**SO, what are the BENEFITS OF A JUDGMENT**



- No more statute of limitations (act swiftly also don't let them expire in the first place)
- Compounding interest
- Lien of property. Have to the pay the judgment before selling.
- Renewal of judgment (varies by state)
- Allows recovery when debtor does not voluntarily pay
- SO, what are the KEYS TO RECOVER
  - Patients & Persistence
  - INFORMATION IS THE KEY COMPONENT
- To obtain resources for payment

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- 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.



**Permissible 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?
- 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

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