



Attend our free seminar:

STRATEGIES FOR SURVIVING THE SUBPRIME COLLAPSE

**The Final Phase:
REGULATION, LITIGATION
AND WORKOUTS**

**The subprime aftermath. Nothing will
ever be the same (for now).**

*Underwritten by Standard Trust Deed and
Scheer Law Group, LLP.*

Date and Time: Friday, November 20, 2009, 8:30 am to noon. Continental breakfast will be served.

Location: The Hilton Garden Inn, 1800 Powell Street, Emeryville, CA 94608

Registration: No charge; however, there is limited seating available. This seminar is underwritten by Standard Trust Deed and Scheer Law Group, LLP. Call Lou Ann Maihofer at 925.603.1031, e-mail her at louann.maihofer@standardtrustdeed.com, or register online at standardtrustdeed.com.

Overview

Designed for lenders, brokers, banks, credit unions, loan servicers and private investors doing business in California, this special half-day seminar provides market insights combined with practical approaches for managing and resolving non-performing loans drawn from real-life scenarios .

Subjects include:

- The California recovery: Will things ever be the same?
- Six forces that will affect the U.S. and global economies for the next ten years.
- Workout or litigate? That is the question. Your rights in the new legislative context.
- Rules of the road to foreclosure: pay attention to the Stop and Yield signs.
- Legal considerations when you enter into loan workout or modification agreements.

Speakers

- June Christy, Vice President, Standard Trust Deed
- Dave Ross, Advanced Data Mining & Research, Inc.
- Spencer Scheer, Scheer Law Group, LLP

Seminar Outline

8:30–9:00 Q&A on California Foreclosure Requirements

Hosted by June Christy, Vice President of Operations for Standard Trust Deed

Participate in a question-and-answer session on California foreclosure processing with one of the industry's most experienced foreclosure processing experts.

9:00-9:45 Are We There Yet? The California Recovery

Dave Ross, Advanced Data Mining & Research, Inc.

A writer, researcher and market historian, Dave has been involved in the mortgage finance industry since 1984. This presentation will examine:

- What do we mean by "recovery"? What will "recovery" look like?
- How the new economy will alter consumer behavior and re-shape relationships.
- How will your business model be affected?

10:00–12:00 Subprime Fallout, the Final Phase: Regulation, Litigation and Workouts

Spencer Scheer, Scheer Law Group, LLP

An AV-rated litigator and advocate of lenders for more than 20 years, Spencer offers practical guidance that can be forged into strategies that protect lender interests. Specializing in loss mitigation strategies, the effects of bankruptcy law on foreclosure proceedings, predatory lending, TILA and tenant-in-common lending issues, Spencer is frequently called upon to speak at lender and creditor trade associations. His presentation will cover:

- Megatrend: A decade of slow growth?
 - ◆ Six forces that affect U.S. and global economic growth.
 - ◆ How will lender-borrower relationships be affected?
- Workout or litigate? Legislation and litigation are significantly changing the legal landscape for borrowers and lenders.
 - ◆ New and existing legislation is being used to stem the flow of foreclosures Learn your rights: How to respond properly and avoid litigation.
- Foreclosure: The new rules of the road. When workouts fail you can no longer "fast track" foreclosures. Don't ignore these road signs as you navigate through a foreclosure.



SB 1137 (California Civil Code §2923.5) —You cannot proceed with foreclosure on covered loans without compliance.



SBX2 7 (§2923.53) —You cannot proceed with completion of foreclosure on covered loans without compliance or exemption.



RESPA Qualified Written Request—May or may not require a response. How should you respond?



TILA Claims—Legitimate rescission claims always require that you stop foreclosure. Suspect claims require review and investigation.



Service Members Civil Relief Act (formerly the Soldiers and Sailors Civil Relief Act) — You cannot foreclose or repossess without a court order or agreement. How to navigate this tricky area of law.



Fair Debt Collection Practices Act—Does not stay foreclosure or legal action, but violations can lead to statutory penalties.

- General litigation considerations: Learn how to recognize frivolous lawsuits and how to dispose of them.
- Legal considerations when entering into workout or loan modification agreements.