



Attend our free seminar:

STRATEGIES FOR SURVIVING THE SUBPRIME COLLAPSE

Round Four:

**DEFLATION
STIMULATION
LITIGATION and
LOSS MITIGATION**

WHAT TO DO NOW?

Date and Time: Friday, April 17, 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 practical approaches drawn from real-life scenarios for managing and resolving non-performing loans. Subjects include:

- What are the trends? How to prepare, respond and thrive
- The effects of new and pending legislation: how the changing playing field will affect you
- Loss mitigation issues and tools: learn how and when these remedies apply
- How to recognize mortgage fraud
- What you can do to protect yourself as bankruptcies surge

Speakers

- Spencer Scheer, Scheer Law Group, LLC
- June Christy, Vice President, Standard Trust Deed
- Scott Myers, President, Standard Trust Deed

Seminar Outline

8:30–9:00 **Your Questions about California Foreclosure Requirements Answered: Q&A with June Christy, Vice President of Operations for Standard Trust Deed**

9:00–12:00 **Strategies for Surviving the Subprime Collapse: Deflation, Stimulation, Litigation and Loss Mitigation; What to Do Now? By 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 loss mitigation strategies that protect lender interests. Specializing in loss mitigation strategies, the effects of bankruptcy law on foreclosure proceedings, predatory lending and TILA, and tenant-in-common lending issues, Spencer is frequently called upon to speak at lender and creditor trade associations. His presentation will cover:

- What are the trends? How to prepare, respond and thrive
 - ◆ Why there will be no “quick fix”
 - ◆ Is deflation coming to an end? Are real estate prices headed for an upswing?
 - ◆ What is the next lender sector subject to increasing defaults?
 - ◆ What is the likely effect of a massive stimulus package?
- Regulatory impact: Federal and State regulatory responses are in play and more are on the way
 - ◆ Recently passed legislation has already changed the playing field:
 - SB 1137 review: How it works in real life
 - ◆ Pending legislation will change the way you do business:
 - New TILA requirements affect many more lenders
 - New RESPA requirements
 - Bankruptcy Loan Modification Bill is likely; prepare for its effect
 - Impact of federal bailout
- Some Lenders/ Brokers/Investors will thrive in this Market—will you be one of them?
 - ◆ As the secondary market collapses new lending areas emerge
 - Strategic alliances and shifting markets
- Loss mitigation issues and tools
 - ◆ Deficiency judgments, judicial foreclosures and sold-out junior lienors (very misunderstood remedies; learn how they apply)
 - ◆ Loan modifications and forbearance agreements: You must do more than cover the basics
 - ◆ Receivers: When to use them—and when to use statutory notice remedies instead
 - ◆ Title claims
- Mortgage fraud warning signs: Recognizing fraudulent scenarios and what to do about them
 - ◆ What should brokers be concerned with? What every wholesale lender must do in response to repurchase requests
 - ◆ Broker agreements/loan repurchase agreements: Make them work for you.
 - ◆ Successful litigation options
 - ◆ What if there is a bankruptcy?
- Bankruptcy resurgence: What can you do to protect yourself?
 - ◆ Beware: “Cram downs” are here to stay. Can you lose your security interest in bankruptcy?
 - Making Cram downs work for you: Keep your borrower “in the game”
 - ◆ Non-discharge actions: When to use them, how to use them
- Response to “shotgun lawsuits by borrowers against lenders (TILA, RESPA, 17200 etc. claims). Many of these lawsuits can be handled quickly and efficiently, without getting bogged down in protracted litigation. Learn how to “weed out” the frivolous claims.

12:00

Closing Remarks
Scott Myers, President, Standard Trust Deed