

# HOW TO WIN AT FORECLOSURE MEDIATION



## LAW OFFICES OF NEIL CRANE

**Saving Homes Since 1983**

**1-800-616-DEBT**

**CALL ATTORNEY CRANE  
FOR FREE CONSULTATION**

### 1. Get a Lawyer

You are in a court proceeding to take your home. The stakes are high and the bank has a lawyer. Don't experiment with your own home. Get an expert.

### 2. Mediators Work for Courts

Mediators are not on your side. Don't be fooled into thinking they work for you. They can't offer legal advice or even refer you to an attorney. Get help for your side.

### 3. The Bank Lawyer is Paid to Take Your Home

It is their job to repossess your family home. They are often law associates of large factory foreclosure offices.

### Understand Your Banks Motives

The bank is not there to save your home. They are there to take your home. If they wanted to help, they wouldn't be suing you in foreclosure court.

### 5. Save Your monthly Mortgage Payment

It is essential that you **save** as much of your unpaid mortgage payments as possible. This "voluntary savings" provides a financial cushion, a down payment on a successful Modification, and shows your lender that you have what it takes to save your home.

### 6. Understand Your Overall Debt Problems

You need a careful review of your overall debt burden not just your mortgage. Other bills can

prevent you from saving your home. Other bills, junior liens and second mortgages also need solutions. Home retention starts with debt relief.

### 7. DON'T DELAY

The longer your delay, the lower your chances for success. Banks like delay but delay is deadly to homeowners. It increase over due back payments and the chances of losing your home. Act promptly – your house depends on it.

### 8. Be An Advocate

Support your position with a strong and organized presentation that best convinces the bank to grant your requested modification. Our office **speaks strongly on your behalf** to negotiate the best possible modification.

### 9. Understand Deadlines

There are numerous deadlines in a foreclosure and they can be somewhat complicated. **An experienced foreclosure attorney will know the best means to control the process.** Timely requests for mediation and proper legal counsel can give you up to 12 months or more to save your home.

### 10. Assemble A Financial Packet

Prepare a packet that includes a financial statement, a balance sheet, monthly income and expense reports, pay stubs, bank statements and tax returns. We know what the bank wants to see. Properly prepared documents result in successful modifications.

## MEDIATION

### Definition and Purpose

#### - THE MEDIATION OPTION

Mediation is an avenue offered to all homeowners in a foreclosure proceeding. It is an informal but dangerous proceeding held in foreclosure court. **Be scared and be prepared.** Mediators don't work for you.

#### - DOES MEDIATION WORK?

**Mediation works if you have an experienced expert attorney who works for you.** The mediators only work if your attorney makes them work for you.

#### - WINNING AT MEDIATION

To win at mediation, homeowners need to have experienced and specialized legal counsel to present their case with the knowledge, and documentation that forces banks to stop foreclosure and save your home.

#### - CHAPTER 13 STOPS FORECLOSURE

Chapter 13 stops foreclosure & creates mortgage repayment plans & comprehensive debt relief.

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