



BANKRUPTCY
COURT
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SELF-STUDY PROPERTY MODULE

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WHAT IS INCLUDED IN THIS COURSE

WHAT IS INCLUDED

- ❑ Self-Study Property Module (what you are reading now)
- ❑ Intake Sheet (complete and return to us)
- ❑ Financing Request Forms (if you are looking for financing, please complete and return to us)
- ❑ Background of Bankruptcy Law (review)
- ❑ How To Take Advantage Of The World Of Bankruptcy And Distressed Financial Assets (review)
- ❑ PACER Training Module (review and learn as this is a critical part of this business)
- ❑ Chapter 7 Training Module (review when you get a deal)
- ❑ Asset Protection Sheet (as part of this course, if you would like to attend, please register online and use the referral code "Bankruptcy")

Please do not print all of them, print only what you need after you have reviewed it. Think green!

WHAT IS INCLUDED (continued)

- ❑ BCS Library of Reference Materials:
 - ❑ Basics Of Bankruptcy Law (review for yourself to learn about the different kinds of bankruptcy)
 - ❑ Relevant Sections Of The Bankruptcy Code (review)
 - ❑ Commonly Used Bankruptcy Terms Explained To You In Non Legalese (review)
 - ❑ United States Trustee System Explanation And Offices (for your reference only)
 - ❑ List Of Bankruptcy Courts In The United States (this is where you review to see where the trustees are for the areas you are interested in buying)
 - ❑ List Of Chapter 7 Trustees For All Of The United States (for your reference only)
 - ❑ Rules For Chapter 7 Trustees (for your reference only)

*Please do not print all of them, print only what you need after you have reviewed it.
Think green!*

ABOUT US

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PURCHASED HUNDREDS OF
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INSTRUCTIONS ON HOW TO USE THIS SELF-STUDY MODULE

INSTRUCTIONS ON HOW TO USE THIS SELF-STUDY MODULE

- Read the “Background Of Bankruptcy Law”;
- Read “How To Take Advantage Of The World Of Bankruptcy And Distressed Financial Assets”;
- Review the “PACER Training Manual”;
- Read the “Basics Of Bankruptcy Law”; and
- Become familiar with the “Chapter 7 Training Module” when you get a deal.

STEP-BY-STEP GUIDE

STEP-BY-STEP GUIDE

- ❑ Learn to think outside the box when you are reviewing these materials and overall in life and business.
- ❑ For the time being, put aside anything you have learned prior in regard to real estate. Once you have learned the Bankruptcy Court Secrets methods, and then apply what you knew prior.
- ❑ Read the “*Basics Of Bankruptcy Law*” BCS E-Textbook.
- ❑ Review the other BCS E-Textbooks (only print what you need).
- ❑ Determine the states/counties/bankruptcy districts that you would like properties in.
- ❑ What are you looking for: residential, empty lots, commercial, personal property (such as cars, guns, jewelry, etc)?
- ❑ Review the “*Guide To Using The Federal PACER System*” BCS E-Textbook.
- ❑ Sign up for PACER.
- ❑ In the meantime while you are waiting for your PACER number, take the PACER tutorials offered online at their website www.pacer.org to learn how to use/navigate through PACER.
- ❑ The items you will need to pull from PACER to evaluate a property are the following: Schedule A, Schedule B (if you are going to look for personal property), Schedule C, Schedule D, Statement of Financial Affairs, and Statement of Intentions (Statement of Intentions is only found in a Chapter 7 Bankruptcy).
- ❑ Learn to read the “Schedules” that you will be pulling from PACER (part of the module).
- ❑ Find out where the bankruptcy courts are in your area (Google “*United States Bankruptcy Court in _____ state*”).
- ❑ Learn how to navigate the website for the bankruptcy district you are interested in so you know where to get information.

STEP-BY-STEP GUIDE

- ❑ Review the “*Private Panel bankruptcy trustee List For The United States*” BCS E-Textbook to see if you know any of the bankruptcy trustees in your state or district.
- ❑ Write an email to the bankruptcy trustee asking them to add you to their mailing list for any assets they are selling (be specific as to what you want).
- ❑ See if there are any legal newspapers that are published in your area. If there are, then get a trial subscription to them in order to see if there is any valuable information. As part of the advanced course we will teach you how to make money from the legal newspapers.
- ❑ Learn how to navigate the property appraiser's office website for the counties you are interested in.
- ❑ Find out where the recording office is for the counties you are interested in (please note that the bankruptcy court and state court are separate and do not communicate with one another).
- ❑ From the State Court you need to see where the foreclosure is. If you are in a judicial or a non-judicial state, you need to see if any lawsuits were filed in order to stop the foreclosure or was it only the bankruptcy that stopped it. In the non-judicial states in the court records for the county and the judicial states in the recording office for notice of sale.
- ❑ Find out where the State Courts are located.
- ❑ Find out where and when the 341 meetings are held. If you have not been to one, you should go to a 341 meeting to educate yourself.
- ❑ Learn how to read the case numbers and state court information.
- ❑ Get to know the local attorneys that do foreclosures (if in foreclosure state).
- ❑ Get to know the foreclosure bankruptcy trustees in non-judicial states.

STEP-BY-STEP GUIDE

- ❑ Find out where official notices are recorded for the counties you are interested in. (Please be advised that each counties website is different and each county provides information in different databases) Please note that some counties charge a small fee for the information.
- ❑ Learn how to navigate and understand property searches.
- ❑ Find out from the property recorder's office whether you have to pay documentary stamps for transfer of deed (please note this is explained in greater detail in the module).
- ❑ Find out if you are in a judicial or non-judicial state.
- ❑ Find a good closing agent.
- ❑ Find a good short sale negotiator (we can recommend some to you).
- ❑ Find out if there are any local Real Estate Investor Associations (REIA) in your area. You can sign up for MeetUp at www.meetup.com to find out the local REIA's in your area. Please be advised they usually do not charge for the first attendance.
- ❑ Be a good listener when you go to the local REIA's.
- ❑ From the REIA's get recommendation from rehabbers, contractors, handyman, financing partners, hard money lenders, etc. that will help you close deals.
- ❑ At the REIA's you will learn goals, network, real estate lending.
- ❑ Solve problems by exchanging ideas with the people you meet at REIA's.
- ❑ Get lines of credit and have other sources of funds to close deals.
- ❑ Do you have the ability to buy the property when you get a lead? If not get lines of credit or other financing.
- ❑ Do you know any private lenders (can they provide proof of fund letters). You will need this when you start to buy short sale properties.

STEP-BY-STEP GUIDE

- ❑ Know the type of property that you are looking for and whether you are interested in personal property.
- ❑ Find other buyers that will buy property from you if you do not have the funds to close the deal yourself.
- ❑ Find joint venture partners if you need them. You can also joint venture with other investors in your area. Networking with people at a REIA is one of the advantages of that.
- ❑ Figure out the landlord/tenant laws in your state if you are going to rent a property.
- ❑ Consider becoming a real estate associate or real estate broker if you are not already. You may have to disclose that you are a real estate associate/broker when you buy a property but there are lots of advantages when becoming a real estate associate/broker.
- ❑ The fastest way to learn about real estate is to get a real estate license.
- ❑ Have the legal documents ready such as a corporation LLC or a land trust for your purchase.
- ❑ Learn how to read title policies.
- ❑ Learn how to read the IRS liens and other liens.
- ❑ Learn how to read property inspection reports.
- ❑ Get to know the inspector who did your property inspection report.
- ❑ Get to know a repair estimator.
- ❑ Make sure the scope of repair estimate is complete. You do not want any surprises.
- ❑ Get to know the city, county, people who enforce code violations.
- ❑ Find out where the permits are issued to check and see if there are any open permits.

STEP-BY-STEP GUIDE

- ❑ Learn to protect your assets.
- ❑ Figure out what you are good at doing.
- ❑ Focus on one deal at a time.
- ❑ If you do not like a deal, do not keep chasing it. Another option for a deal you do not like is to whole sale it or joint venture with another person who may know more than you.
- ❑ Become a voracious student and constantly educate yourself.
- ❑ This is a business, act like a professional.

"Each day, we have a choice. We can choose to continue to be in the same situation we're in. Or, we can choose to start a very long journey with a single step. That journey will take a long time, but when we get to the other end, we'll find ourselves in a completely different place than we're at right no."

-Trent Hamm (The Simple Dollar)

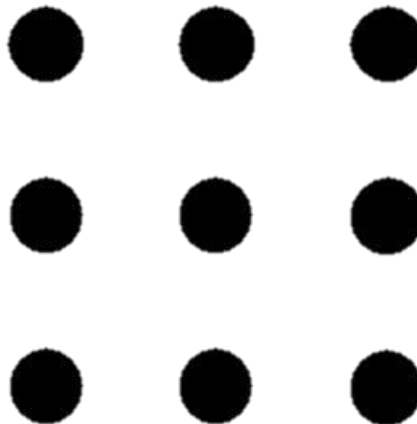
THINKING OUTSIDE THE BOX

- ▶ One of the most important things to learn is think to “think outside the box,” basically to think from a new perspective.
- ▶ Thinking “inside the box” puts you in the 80 percentile where the rest of the world is.
- ▶ As soon as you start to “think outside the box” you are going to do very well.

THINKING OUTSIDE THE BOX

EXERCISE #1

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The goal of the puzzle is to link all 9 dots using four straight lines, without lifting the pen and without tracing the same line more than once.

The clue is think “outside” the box.

Please draw this out and try it out a couple times. The solution will be at the end of the module.

THINKING OUTSIDE THE BOX

EXERCISE #2

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You are driving down the road in your Corvette on a wild, stormy night, when you pass a bus stop and you see three people waiting for the bus:

1. An old lady who looks as if she is about to die.
2. An old friend who once saved your life.
3. The perfect partner you have been dreaming about.

Which one would you choose to offer a ride to, knowing that there could only be one passenger in your car?

Please think this exercise through for a solution. Please note the solution will be at the end of the module.

ASSUMPTIONS

This module assumes the following:

- ❑ You have a working knowledge of buying real estate. If not, we have other programs available that you can subscribe to that will teach you the fundamentals;
- ❑ You know what a Foreclosure is;
- ❑ You know the difference between a Mortgagor and Mortgagee;
- ❑ Understand the difference between Real and Personal Property;
- ❑ Understand Judicial and Non-Judicial States; and
- ❑ Computer skills using PACER.

HISTORY OF BANKRUPTCY LAW

CONCEPT OF DEBT FORGIVENESS (Jubilee)

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The concept of debt forgiveness dates back to the Old Testament. Moses references a Jubilee, or Holy year to take place once every 50 years. During that year, it was decreed that all debts would be eliminated and those Israelites that had sold themselves into slavery would be freed. In addition, the Jubilee Year called for all land that had been sold to revert back to its original owner.

WHERE DOES BANKRUPTCY LAW COME FROM?

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Bankruptcy Law also emanates from the Old Testament.

The passage believed to have been relied on to create the Bankruptcy Code is believed to be:

At the end of every seven years thou shalt make a release. And this is the manner of the release: every creditor shall release that which has lent unto his neighbor and his brother; because the Lord's release hath been proclaimed. (Deut 15: 1-2)

Chapter 7 comes from the 7 years mentioned in the Bible.

ORIGIN OF THE WORD “BANKRUPTCY”

The most widely-accepted theory on the origin of the word “bankruptcy” comes from a mix of the ancient Latin words *bancus* (meaning bench or table) and *ruptus* (meaning broken).

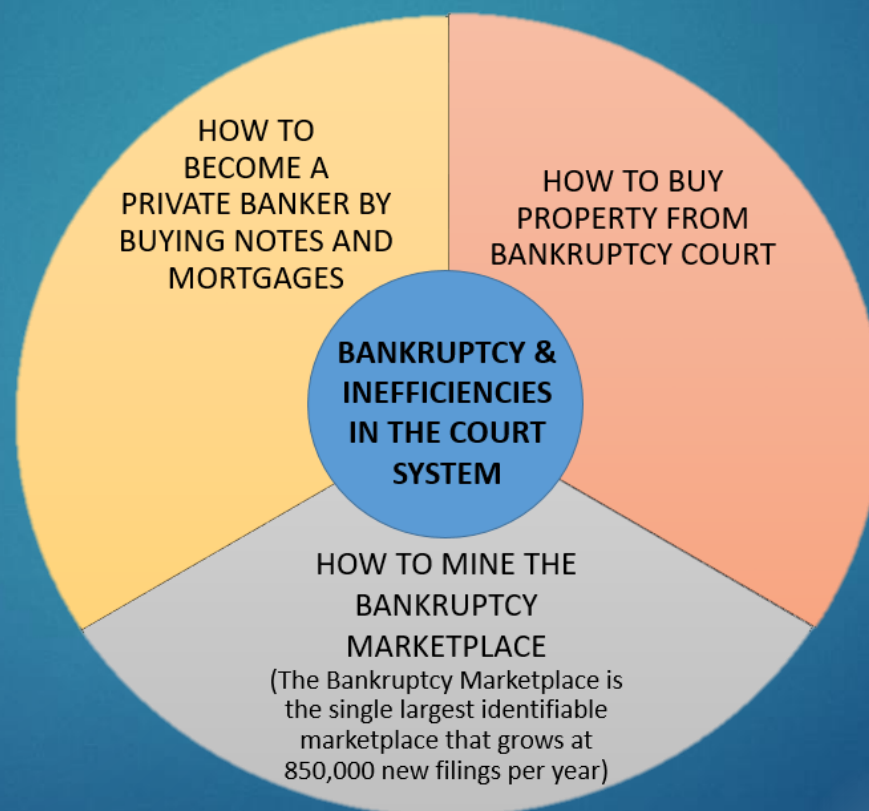
When a banker, who originally conducted his public marketplace transactions on a bench, was unable to continue lending and meet obligations, the bench was broken in a symbolic show of failure and inability to negotiate.

As a result of the frequency of this practice in Medieval Italy, the current term bankrupt is commonly believed to emanate specifically from the translation of “*banco rotto*,” Italian for broken bank.

FRESH START

- The idea behind a bankruptcy is the concept of a “Fresh Start.”
- The bankruptcy code is written so that every person in the U.S. has the right to get a “Fresh Start.”
- The sale and movement of bankrupt assets also allows the economy to turn over unproductive assets for a particular debtor or company.
- We teach you how to take advantage of the movement of these assets and the inefficiencies of the Court System.

WE HAVE SEVERAL ADVANCED COURSES THAT TEACH YOU HOW TO TAKE ADVANTAGE OF BANKRUPTCY AND THE INEFFICIENCIES IN THE COURT SYSTEM



MORALLY SPEAKING

- Almost all bankruptcies are voluntary. The properties real and personal, are usually voluntarily surrendered by the Debtor.
- The Debtor is glad to get rid of underwater property and/or assets they cannot afford or do not want.
- The Debtor is allowed to keep exemptions so that they do not become destitute.

TYPES OF BANKRUPTCIES

Chapter 7 Bankruptcy

Chapter 11 bankruptcy

Chapter 12 bankruptcy

Chapter 13 bankruptcy

4 TYPES OF BANKRUPTCIES THAT ARE COMMONLY FILED

- Chapter 7 Bankruptcy
 - Liquidation
- Chapter 11 Bankruptcy
 - Reorganization for Individuals and Corporation
- Chapter 12 Bankruptcy
 - Family Farmer Reorganization
- Chapter 13 Bankruptcy
 - Wage Earner Reorganization

Each of the chapters creates a separate opportunity to make money.

CHAPTER 7

BANKRUPTCY

WHAT IS A CHAPTER 7 BANKRUPTCY?

- A Chapter 7 Bankruptcy is called a “liquidation bankruptcy”.
- In a Chapter 7 Bankruptcy, the Debtor is asking the bankruptcy court for a fresh start.
- This is usually done when someone has very little in assets and has a limited income or when Debtor wants to give up upside down property.
- It is as if the Debtor is asking the bankruptcy court to forgive their financial mistakes and promise not to do another bankruptcy for eight years.

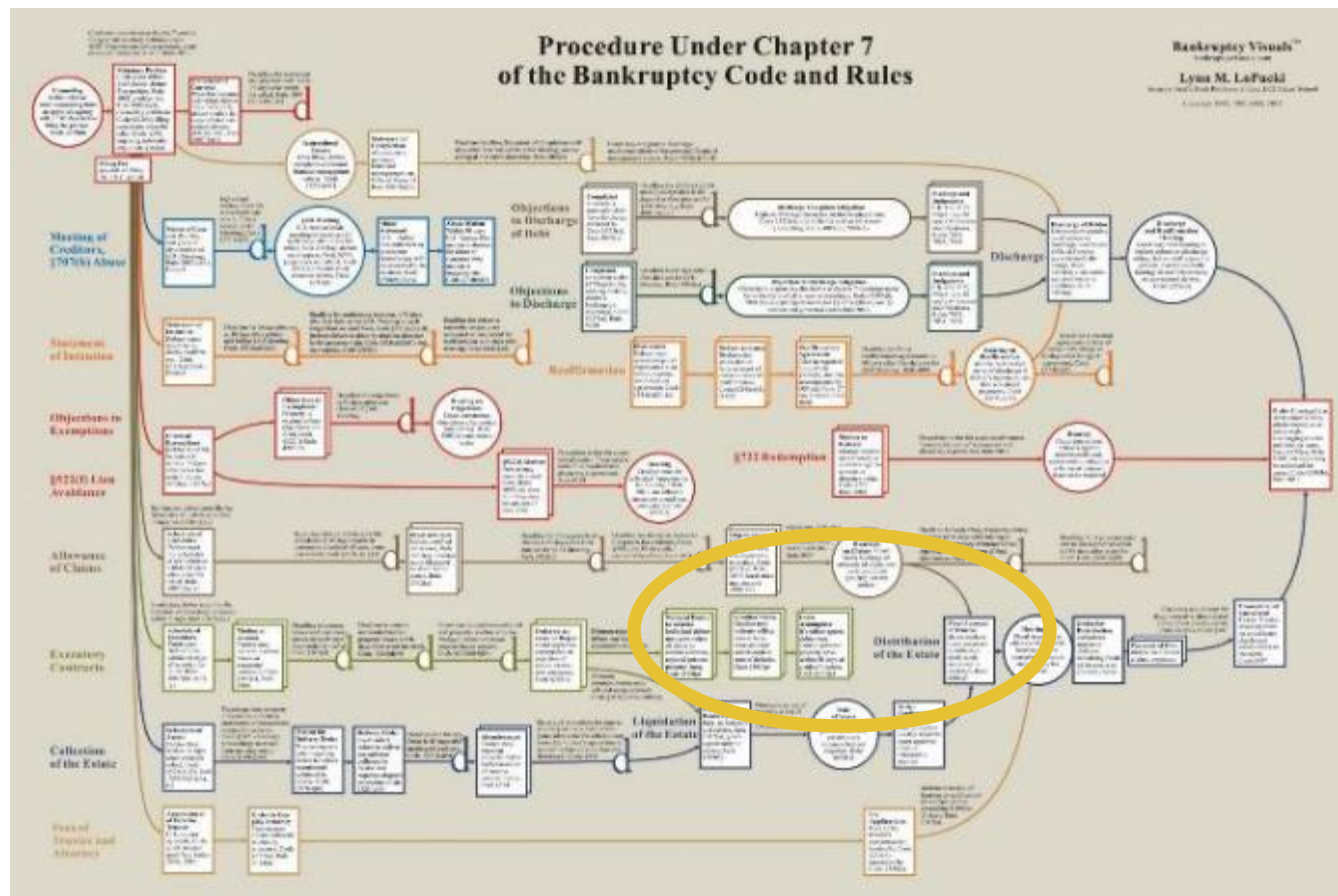
REASONS WHY PEOPLE FILE CHAPTER 7 BANKRUPTCY

33

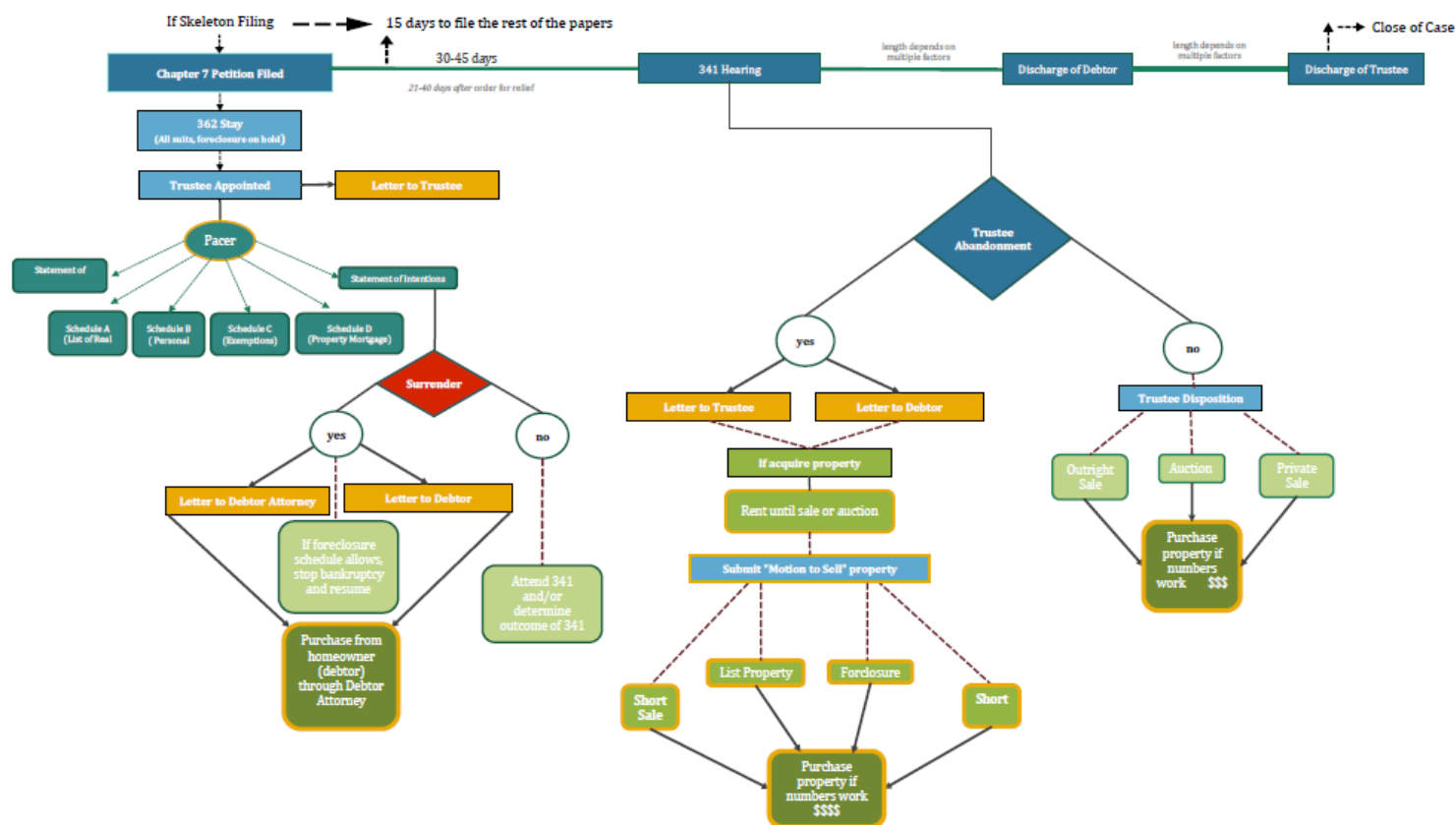
- Chapter 7 Bankruptcy is a liquidation plan.
- Debtor has less than “median” income and has lots of unsecured debt.
- Debtor wants to surrender property.
 - Therefore the Debtor is not be liable for a deficiency on the mortgage.
- Debtor also has to have very little in non-exempt assets to file.
 - Or lose it to the bankruptcy trustee.

TIMELINE OF A CHAPTER 7 BANKRUPTCY

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Chapter 7: Acquisition of Property



***Chart will be updated shortly.**

(Credit to one of our students and used with students permission)

SEE A SAMPLE OF A CHAPTER 7 PETITION IN THE CHAPTER 7 TRAINING MODULE

Please note the Chapter 7 Training Module has the old bankruptcy forms and new bankruptcy forms.

CHAPTER 11

BANKRUPTCY

WHAT IS A CHAPTER 11 BANKRUPTCY?

- A Chapter 11 Bankruptcy is a reorganization that is usually used for businesses but can be used for individuals as well.
- Chapter 11 Bankruptcy allows a corporation/high net worth individual relief from creditors.
- The test for a Chapter 11 Bankruptcy is “the best interest of the creditors.”

REASONS FOR DOING A CHAPTER 11 BANKRUPTCY

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- If the Debtor has more than a certain amount of debt that surpasses the limits of a Chapter 13 Bankruptcy.
- Reorganize and have longer to pay for non-exempt assets of the debtor.
- Not be subject to future income increases:
 - Such as in a Chapter 13 Bankruptcy.
- Cram down value of assets.

CHAPTER 11

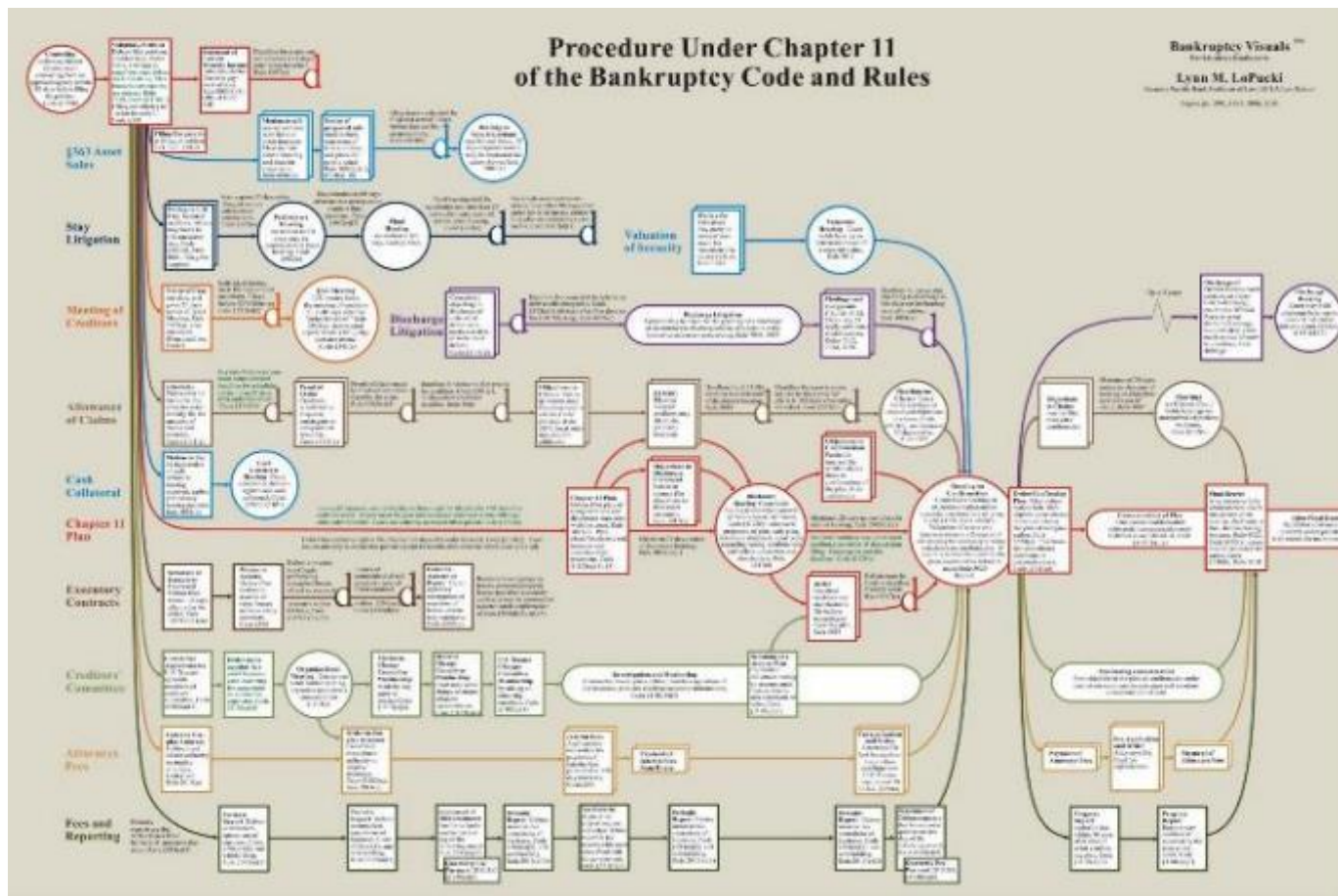
BANKRUPTCY CASES

40

- Valuable commercial property, corporate assets can be picked up.
- This is an advanced and specialized area that should be attempted once you have mastered the rest of the bankruptcy course.

TIMELINE OF A CHAPTER 11 BANKRUPTCY

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CHAPTER 12

BANKRUPTCY

WHAT IS A CHAPTER 12 BANKRUPTCY?

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- A Chapter 12 Bankruptcy is a reorganization of the family farmer.
- It is very rarely used unless you are close to a farm belt state/area.

CHAPTER 13

BANKRUPTCY

Reorganization for individuals

WHAT IS A CHAPTER 13 BANKRUPTCY?

- A Chapter 13 Bankruptcy is a reorganization for individuals.
- This allows a debtor to surrender what they do not need. What the debtor would like to keep (over and above the exemptions) has to be paid for at its net equity to their creditors over five years.
- They can also modify their mortgage or catch up on the arrears of their mortgage (if the debtor wants).
- Attempt a modification of their mortgage within the bankruptcy.

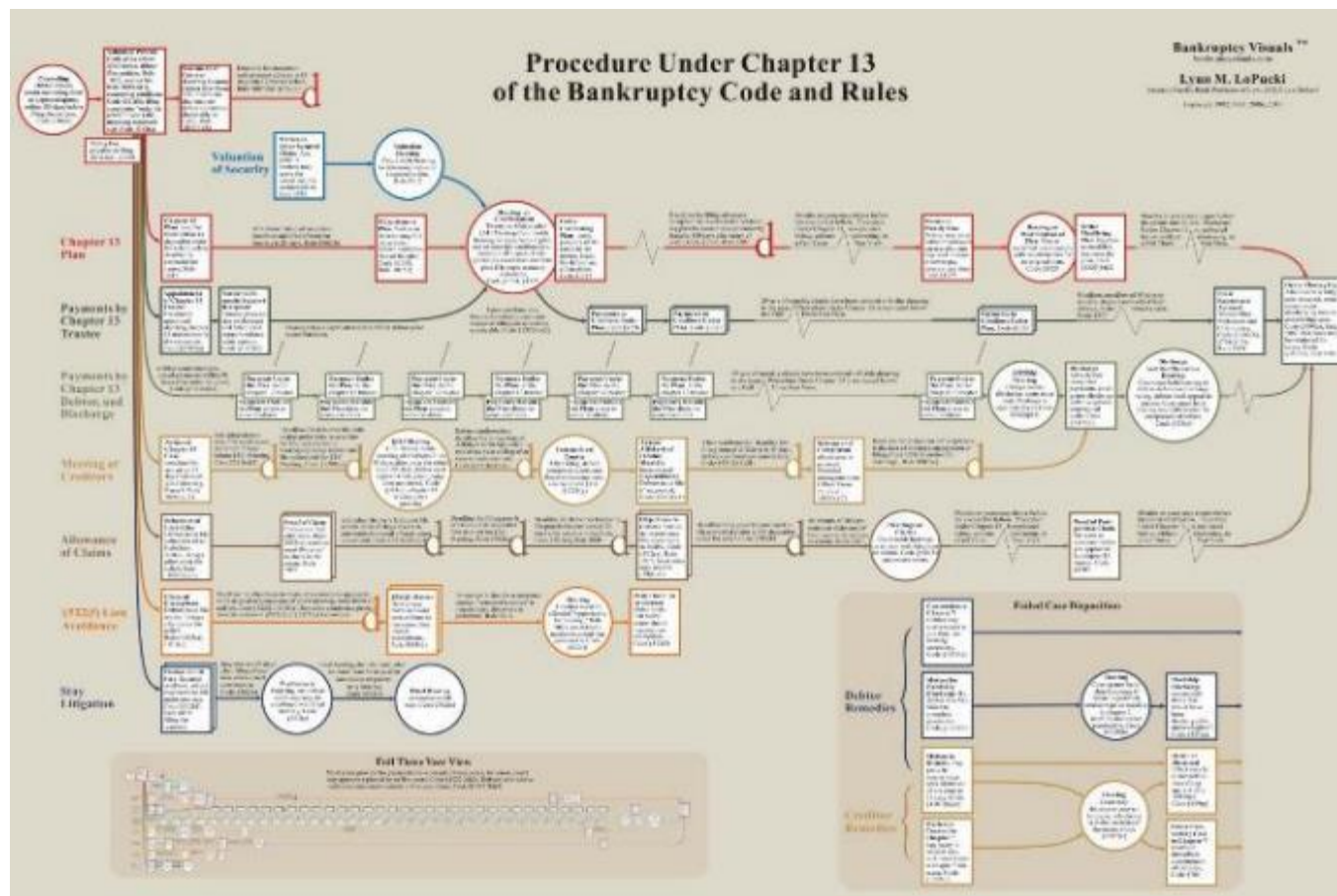
REASONS A CHAPTER 13 BANKRUPTCY IS FILED

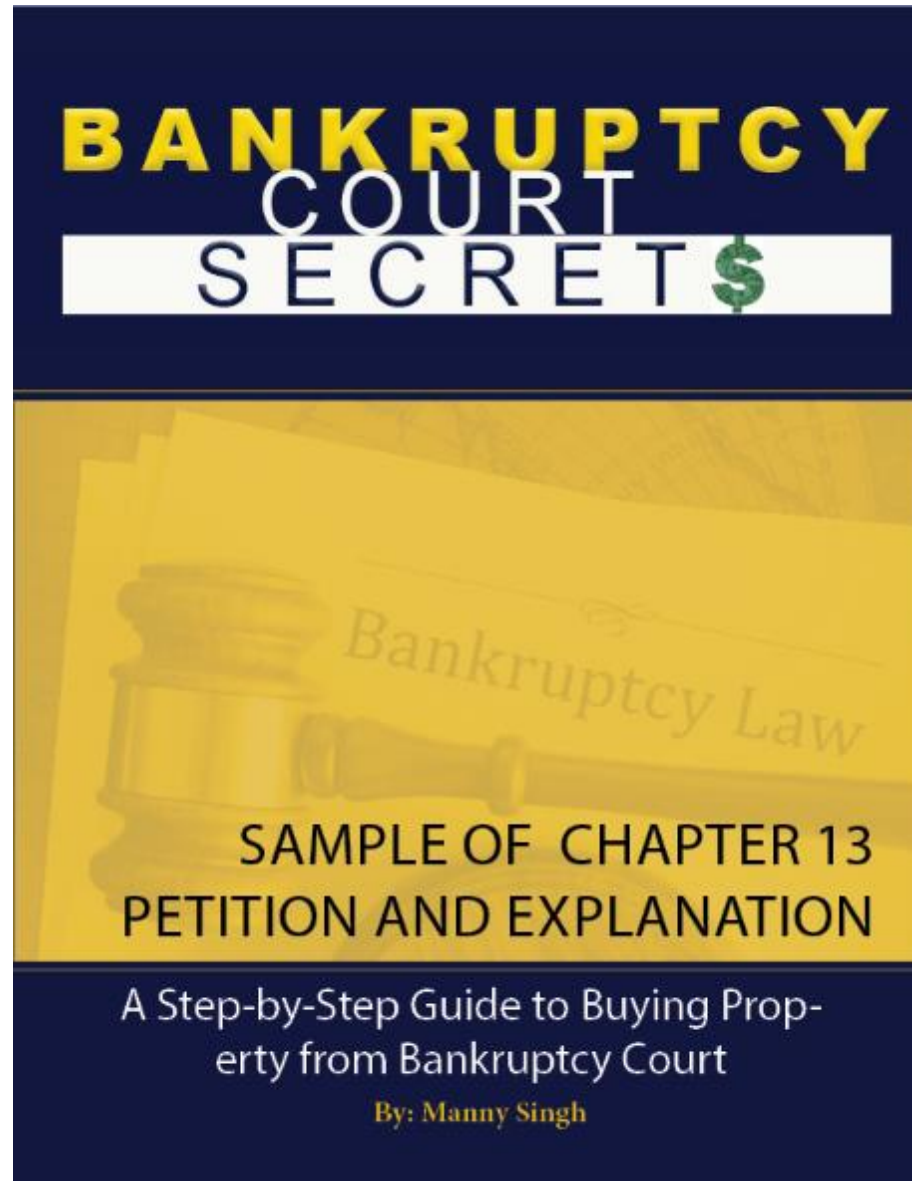
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- Debtor has too many assets to file a Chapter 7 Bankruptcy.
- Debtor has too much in income to file a Chapter 7 Bankruptcy.
- Debtor is behind on their home mortgage and want to keep house.
- Debtor is cramming down on mortgages and other debt.
- Debtor owes the IRS debt that cannot be discharged.
- Debtor is surrendering property that is underwater:
 - Surgical Bankruptcy.

TIMELINE OF A CHAPTER 13 BANKRUPTCY

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HOW A CHAPTER 7 BANKRUPTCY WORKS

THE BANKRUPTCY ESTATE

When a person files a Chapter 7 Bankruptcy it is as if that person's financial side has "died," and a bankruptcy "Estate" is created.

A bankruptcy trustee is then appointed to manage the Bankrupt "Estate"

(See bankruptcy trustee Systems module).

In the old days, Bankruptcy was called "*In Re: The Bankrupt Estate of John Smith*". Now it is called "*In Re: John Smith.*"

ZERO/ZERO

It is as if the Debtor does not own anything and does not owe anything. Zero owned and zero owed



(Generally Chapter 7 Bankruptcy Only)

EXEMPTIONS

- The Congress carved out certain assets the Debtor can keep called “Exemptions.” The reason for exemptions is so that a bankrupt person does not become destitute.
- This is a built-in safeguard for the Debtor.
- Exemptions are assets that the Debtor can keep even though that person is filing a bankruptcy.
- Many States have different laws on Exemptions and many keep the Federal Exemptions listed in 11 USC § 522.
- Many State and Federal Exemptions allow tools of the trade to be exempt so that the Debtor can work.

EXEMPT AND NON-EXEMPT ASSETS

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If the value of the Debtor's assets exceeds the statutory exemption then Debtor has the following choices:

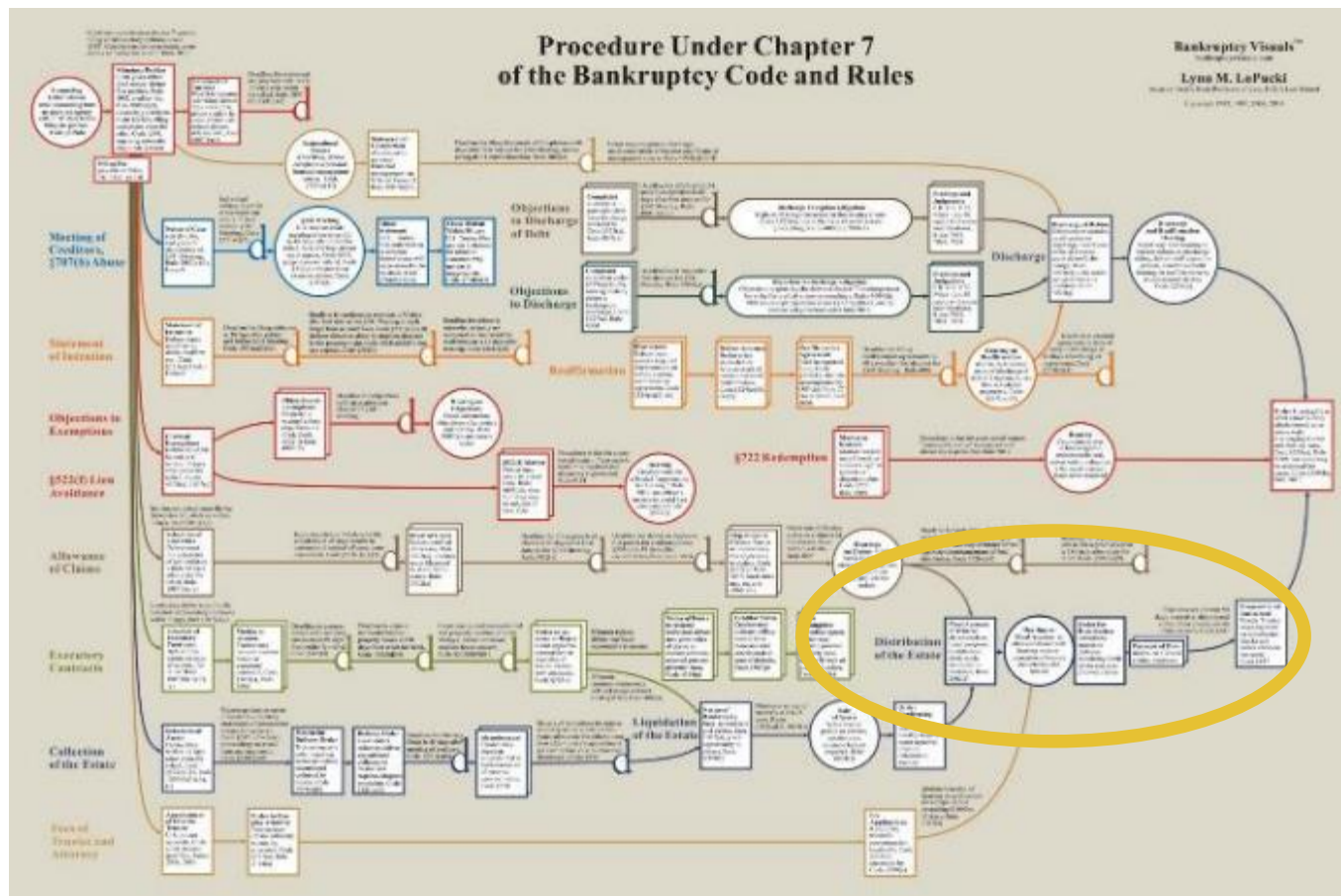
- Negotiate with the bankruptcy trustee to buy back the non-exempt assets:
 - This is a private sale by the bankruptcy trustee to the Debtor, but has to be approved by the court, and an Investor can also bid on it against the Debtor.
- Surrender non-exempt assets to a Chapter 7 bankruptcy trustee.
- File a Chapter 13 Bankruptcy and pay the liquidation value of the non-exempt assets to a Chapter 13 bankruptcy trustee over 3 to 5 years.
- The bankruptcy trustee may let the Debtor keep these assets because the value of the assets may not be sufficient for the bankruptcy trustee to liquidate. This is called Abandonment by bankruptcy trustee.

APPOINTMENT AND DUTIES OF BANKRUPTCY TRUSTEE

- When a Debtor files a Chapter 7 Bankruptcy a bankruptcy trustee is appointed to manage the bankrupt “estate”.
- The bankruptcy trustee’s job is to manage the assets of the bankruptcy estate, return exempt assets to the Debtor, abandon burdensome or inconsequential assets, and sell the remaining assets.
- The bankruptcy trustee receives a fee (from the filing fees) as well as a percentage of the monies received from liquidated assets, and the rest is to go to the creditors.
- This course teaches you how to take advantage of properties that are sold by the bankruptcy trustee.

TIMELINE OF A CHAPTER 7 BANKRUPTCY

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SALE OF PROPERTY BY BANKRUPTCY TRUSTEE

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Sale of Assets

Sales may be public or private, auctions are common but not required, Rule 6004(f)

Order Confirming Sale

Sale procedure usually requires court approval of price obtained at auction/sale.

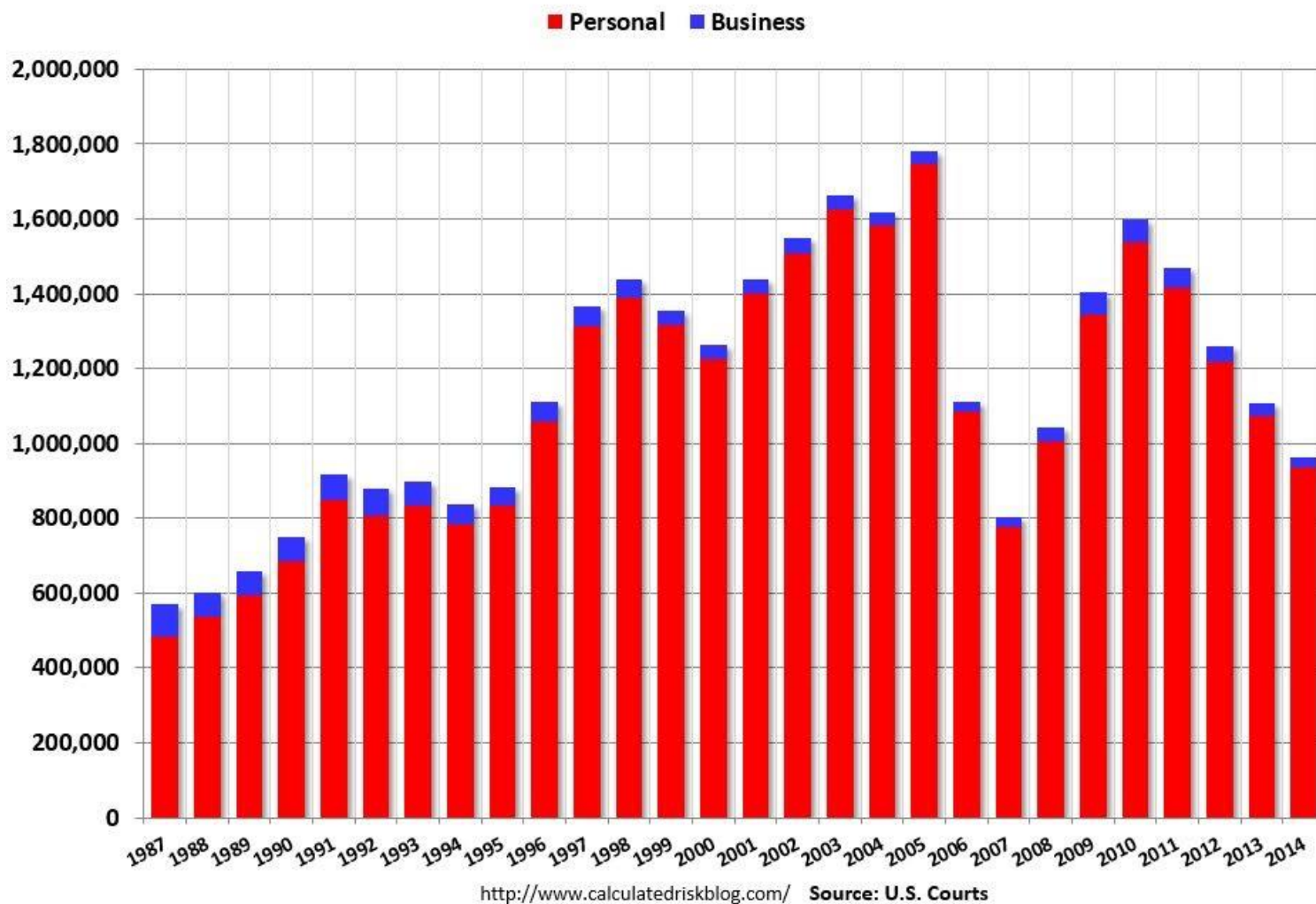
ABANDONMENT OF PROPERTY BY BANKRUPTCY TRUSTEE

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ABANDONMENT
bankruptcy trustee
may abandon
property that is
burdensome or of
inconsequential
value.
Code §544

Statute of Limitations for bankruptcy trustee recovery action is: later of two years after order for relief; or one year after bankruptcy trustee's appointment (or earlier time if case is closed or dismissed). Code §546

Bankruptcy Filings per Fiscal Year (Ends Sept 30th)



To keep up to date with the Bankruptcy Filings per Fiscal Year, please visit www.uscourts.gov.

EVEN SOME OF THE LARGEST COMPANIES IN THE WORLD HAVE FILED FOR BANKRUPTCY

GENERAL MOTORS



AMERICAN AIRLINES



SOURCES OF LEADS

You will discover real and personal properties available for sale from bankruptcy court and bankruptcy trustees

There are other ways to get leads that are part of the advanced coaching programs.

SOURCES OF LEADS FOR THIS BUSINESS

- Bankruptcy Trustees -
 - Inforuptcy -
 - Tranzon -
- Auction Markets -

BANKRUPTCY TRUSTEES

- There is a difference between “surrendered” and “exempt”.
- The bankruptcy trustee can sell property that is “surrendered” by the Debtor.
- Even though the person has filed a bankruptcy, some property is exempt under federal or state laws.
- Call or email the bankruptcy trustees Office and get on their email list for properties they are selling.
- A List of bankruptcy trustees in the United States is in the bankruptcy trustee Module (That is part of this course or you can google bankruptcy trustees in your area and you will find them).
- On the next page is a sample letter to the bankruptcy trustee.

PRACTICE TIP:

- Most bankruptcy trustees are amenable to talking to you because they are going to make money from you; however, respect their space and watch the timing.
- Do NOT call Chapter 13 bankruptcy trustee or his/her staff
 - Chapter 13 bankruptcy trustee does not generally sell property
- Do NOT approach the bankruptcy trustee at the 341 Meeting of Creditors unless he/she is not doing anything and then you can introduce yourself.

SAMPLE LETTER TO BANKRUPTCY TRUSTEE

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Subject Line: "We Buy Bankruptcy Assets" (get creative, use an attention grabber)

(Date)

Dear (Mr./Mrs. Trustee's Last Name):

I am a cash buyer of property, real or personal, and have a particular interest in _____.

Let me know if I need to contact someone on your team so that I can be notified when an opportunity arises, or if this email is sufficient.

I also buy property that is underwater and the debtor is surrendering.

If the trustee's office does not sell the assets directly but utilizes a service or website, would you be so kind to advise me so that I may contact them directly.

Please do not hesitate to call or email me if you have any further questions.

Best regards,

(Your signature)

(Print your name)

(Your phone number)

(Your email address)

(Your address)

SAMPLE LETTER TO BANKRUPTCY TRUSTEE (continued)

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(Date)

Dear Trustee:

I would like to bid \$XX,XXX on the property located at
_____ under Case No. XX-XXXX.

Sincerely,

Awesome Investor

HOW TO DEAL WITH CHAPTER 7 BANKRUPTCY TRUSTEES

- ❑ The Chapter 7 Bankruptcy Trustee can sell property that is “surrendered” by the Debtor.
- ❑ The Chapter 7 Bankruptcy Trustee can also sell property that has been claimed to be exempt (sometimes the Trustee can challenge the exemption).
- ❑ Refer to the “List Of Private Chapter 7 Trustees In The United States” from the BCS Library of Reference Materials.
- ❑ Send an email or letter out to the Trustees or call their offices.

PRACTICE TIP:

- The Chapter 7 Bankruptcy Trustee may not deal with you or offer you any properties until they have a property to sell.

MANY TRUSTEES DO NOT SELL PROPERTIES THAT ARE UNDER WATER

You have two choices:

- ❑ Educate the trustee that you want to buy under water property; or
- ❑ Bypass the trustee by going directly to the debtor or the lawyer handling the case.

PRACTICE TIPS FOR CHAPTER 7 BANKRUPTCY TRUSTEES

- DO NOT try to speak to the Trustee unless they are amenable to talk to you.
 - Depending on the jurisdiction, many Trustees will speak to you and many will not.
 - Speak to the Trustee's staff unless you know the Trustee.
 - DO NOT approach the Trustee at the 341 Meeting of Creditors (Unless they ask you what you are doing at the 341 Meeting. If so, you can tell them you are there to observe and see if they have any property for sale).
 - If you are at 341 Meeting and the Trustee has nothing to do, you can try to talk to the Trustee.
-
- DO NOT call chapter 13 bankruptcy trustee's nor his/her staff as they do not generally sell property

CHAPTER 7 BANKRUPTCY TRUSTEES

68

- ❑ Call the Trustee's office and ask to put on their email list for properties they are selling.
- ❑ If there is no response from the Trustee, follow up with a phone call and ask to speak to the assistant that handles all the sales.
- ❑ Find out from the assistant whether the Trustee sells anything or gives it to other parties to sell.
 - ❑ If the Trustee gives property and/or assets to other parties, ask if you could get the information to whom they give it to.

CHAPTER 7 BANKRUPTCY

TRUSTEES (continued)

69

- ❑ If you are a real estate broker, you can ask the Trustee or Trustee's Assistant whether they would be interested in you listing the property because you understand the bankruptcy system and would like to be the broker.
- ❑ This could be a problem because if you want to buy that property you may be disqualified from buying the property.
- ❑ Trustees abandoning properties.

FOLLOWING UP WITH THE BANKRUPTCY TRUSTEE

- If there is no response from the bankruptcy trustee, follow up with a phone call and ask to speak to the assistant that handles all the sales.
- Find out from the assistant whether the bankruptcy trustee sells anything or gives it to other parties. If the bankruptcy trustee gives property and/or assets to other parties, ask if you could get the information to whom they give it to.

WARNING:

- In Non-Judicial States, there is a person called a foreclosure trustee, please do not confuse the two.

CHECK THE OFFICIAL UNITED STATES BANKRUPTCY COURT WEBSITES

- Some websites have the properties listed that the Trustee is selling.

BANKRUPTCY COURT **SECRET** \$

LIST OF CHAPTER 7 TRUSTEES FOR ALL OF THE UNITED STATES

**HOW TO TAP INTO THE LARGEST
SINGLE IDENTIFIABLE MARKET OF
DEALS/PROPERTIES AND LEADS IN THE
UNITED STATES**

**INCLUDED IN THIS MODULE
(Part of the BCS Library of Reference Materials)**

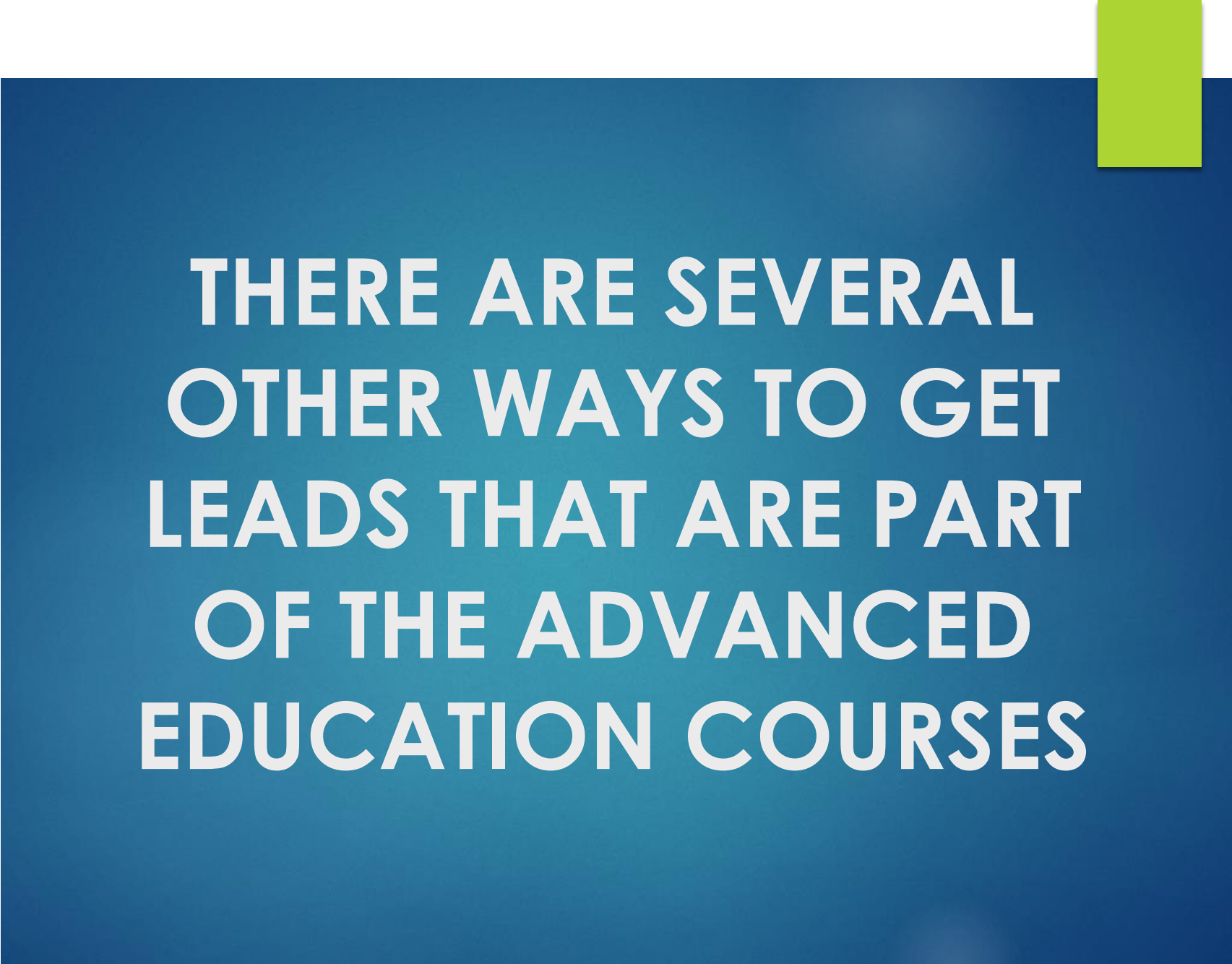
BANKRUPTCY COURT SECRET\$



RULES FOR CHAPTER 7 TRUSTEES

**HOW TO TAP INTO THE LARGEST
SINGLE IDENTIFIABLE MARKET OF
DEALS/PROPERTIES AND LEADS IN THE
UNITED STATES**

**INCLUDED IN THIS MODULE
(Part of the BCS Library of Reference Materials)**



**THERE ARE SEVERAL
OTHER WAYS TO GET
LEADS THAT ARE PART
OF THE ADVANCED
EDUCATION COURSES**

SCHEDULE A DEMO AND RECEIVE A SPECIAL OFFER FOR INFORUPTCY

This is a company that has information on properties that are being sold in bankruptcy.

The screenshot shows the Inforuptcy website. At the top, there's a navigation bar with the Inforuptcy logo, a "Request a demo" link, and "Sign up" and "Login" buttons. Below this is a search bar and a dropdown menu for "Assets". The main content area is titled "Bankruptcy Assets" and features a large image of a warehouse filled with boxes. Overlaid on the image is the text "Tons of Bankruptcy Deals. One Place." and two green buttons: "Buyers - Browse Listings" and "Sellers - List for Free". To the left of the main content is a sidebar with a "Dashboard" link and a "Find what:" section. The "Find what:" section includes a "Category" dropdown with options for "Business Property (178)", "Personal Property (324)", and "Real Property (394)". Below this are sections for "Price", "Location of Asset", "Date Listed", "Expired" (with a sub-option for "Expired (26881)"), "Seller", "Buying Format", "Court", and "Chapter". At the bottom of the main content area is a "Testimonials" section featuring a quote from Theresa Bender, Esq., Chapter 7 Trustee, Tallahassee, Florida: "Listing with Inforuptcy has increased the liquidated values of my cases. It has reached a wider level of investors. This results in a greater distribution to the unsecured creditors."

WARNING:

These are companies that we do not endorse; however, are accessible as sources of leads.



Tons of Bankruptcy Deals. One Place.

Tens of thousands of assets of all kinds get sold through the bankruptcy courts every year. In fact, we listed nearly 11,000 listings in 2015.

Many of these bankruptcy sales can be great deals, but have historically been hard to find.

Our proprietary system finds newly filed bankruptcy sale motions and business bankruptcy cases. We add them to our database so you can access and capitalize on deals of interest to you.

Overbidders

Typically, when a bankruptcy sale motion is filed, a stalking horse bidder has been identified and a trustee will seek overbids to maximize the value of the bankruptcy estate.

Our bankruptcy asset database identifies these bankruptcy liquidation sales or bankruptcy auctions. You can create custom alerts by asset class to be notified of new bankruptcy assets of interest.

Our **Maverick** plan gives you these tools and more to find liquidation sale opportunities.

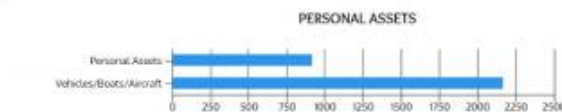
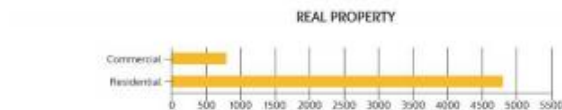
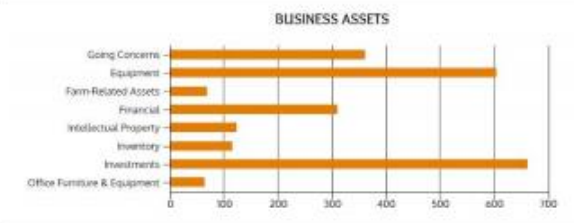
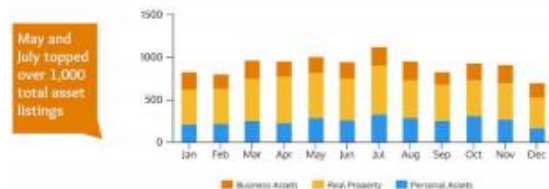
Stalking Horse Bidders

For investors interested in becoming stalking horse, getting notified early is the key. We track all newly filed business bankruptcy cases in chapter 7 and chapter 11. We purchase the voluntary petition and all corresponding schedules of bankruptcy assets and creditors.

You can then find opportunities based on geography, asset size or industry.

Our **Rainmaker** plan gives you these tools and more to find these opportunities.

Breakdown of the Largest Database of Bankruptcy Assets Listings for 2015



ASSET SALES BY STATE

- Florida had the most asset sales with nearly 1,600 asset sales
- California came in second with nearly 1,000 listings
- Rhode Island, Hawaii and Alaska recorded the fewest listings

Schedule a demo and receive a special offer here:


<http://www.123contactform.com/form-1969583/Bankruptcy-Secret-Schedule-A-Demo>

Inforuptcy is a separate entity and has no affiliation to Bankruptcy Court Secret\$ and/or its subsidiaries.


TRANZON

www.tranzon.com


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c.1901 Victorian Home & Adj Res Lot - Sug. Opening Bid \$450k
Smithfield, VA



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- [Premier Properties](#)
- [Land](#)
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- [Buy It Now](#)
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Solutions

The Tranzon Market-Making SystemSM offers real estate auction solutions for:

[Sellers](#) [Buyers](#) [Lenders](#)

News

- [On the Cutting Edge: Ocala and Jackson...](#)
- [Ocala Auction Professional Earns Nation...](#)

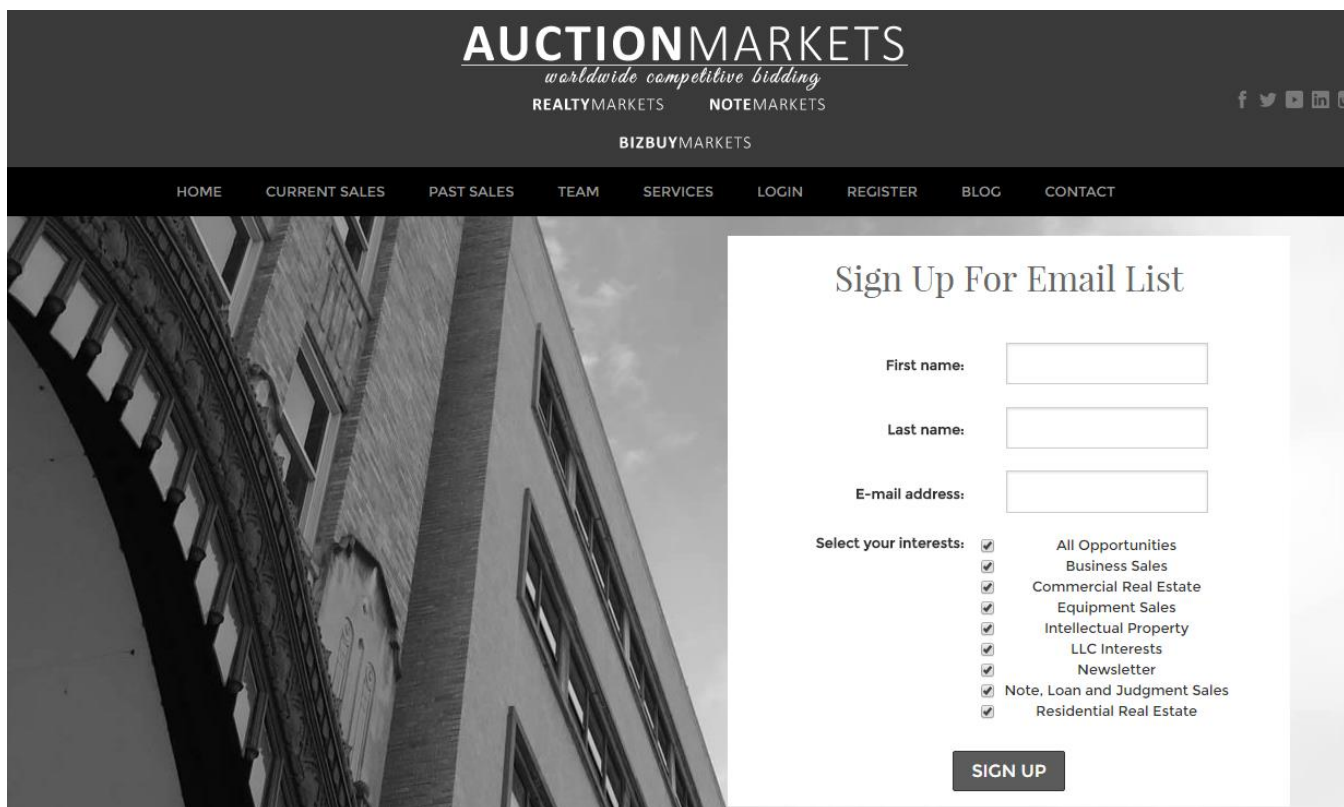
Tranzon Newsroom

WARNING:

These are companies that we do not endorse; however, are accessible as sources of leads.

AUCTION MARKETS

www.auctionmarkets.com



The screenshot shows the Auction Markets website. The header features the company name "AUCTIONMARKETS" with the tagline "worldwide competitive bidding" and sub-brands "REALTYMARKETS", "NOTEMARKETS", and "BIZBUYMARKETS". A navigation bar includes links for HOME, CURRENT SALES, PAST SALES, TEAM, SERVICES, LOGIN, REGISTER, BLOG, and CONTACT. On the right, there are social media icons for Facebook, Twitter, YouTube, LinkedIn, and Instagram. The main content area is split: the left side shows a black and white photograph of a classical building facade, and the right side contains a "Sign Up For Email List" form. The form includes input fields for "First name:", "Last name:", and "E-mail address:". Below these is a "Select your interests:" section with a list of categories, each preceded by a checked checkbox. At the bottom of the form is a "SIGN UP" button.

AUCTIONMARKETS
worldwide competitive bidding
REALTYMARKETS NOTEMARKETS
BIZBUYMARKETS

HOME CURRENT SALES PAST SALES TEAM SERVICES LOGIN REGISTER BLOG CONTACT

Sign Up For Email List

First name:

Last name:

E-mail address:

Select your interests:

- ☒ All Opportunities
- ☒ Business Sales
- ☒ Commercial Real Estate
- ☒ Equipment Sales
- ☒ Intellectual Property
- ☒ LLC Interests
- ☒ Newsletter
- ☒ Note, Loan and Judgment Sales
- ☒ Residential Real Estate

SIGN UP

WARNING:

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ADDITIONAL WEBSITES TO LOOK AT FOR INFORMATION

LIST SOURCE

www.listsource.com

ListSource™

Support: 866.404.2035



[BUILD LIST](#) [QUICK LIST](#) [MARKET SOLUTIONS](#) [RESOURCES](#) [PRICING](#) [RESELLERS](#) [BLOG](#)

Build Your Local or National Marketing Prospect List with Fresh and Precise Property and Homeowner Information

ListSource is your source for property, homeowner and demographic-based leads. Create highly targeted homeowner direct marketing lead lists to speak directly to the audience that you are interested in.

[Build List](#) »

[Register Now](#) »



Search Properties



Explore Millions Of Homes To Create Precise Marketing and Prospect Lists

Access property and ownership information that covers 94% of all property owners in the U.S. Our data is updated daily, ensuring that you always have access to the fresh and accurate data lists needed for properties throughout the U.S..

Discover Homeowners



Access The Precise Homeowner Information You Need

Whether you want to help homeowners go green, or increase donations for your non profit organization, discover a solution to create a custom direct marketing prospect list and connect with homeowners today.

Generate Leads



Create Your Custom Direct Marketing Prospect Lists

From home energy upgrades to insurance services, build a data list specifically created to meet your exact business offering. Focus on a local neighborhood or an entire state, to find the leads you need to target your best prospects.

Target Prospects



Profit from Your Targeted Marketing Efforts

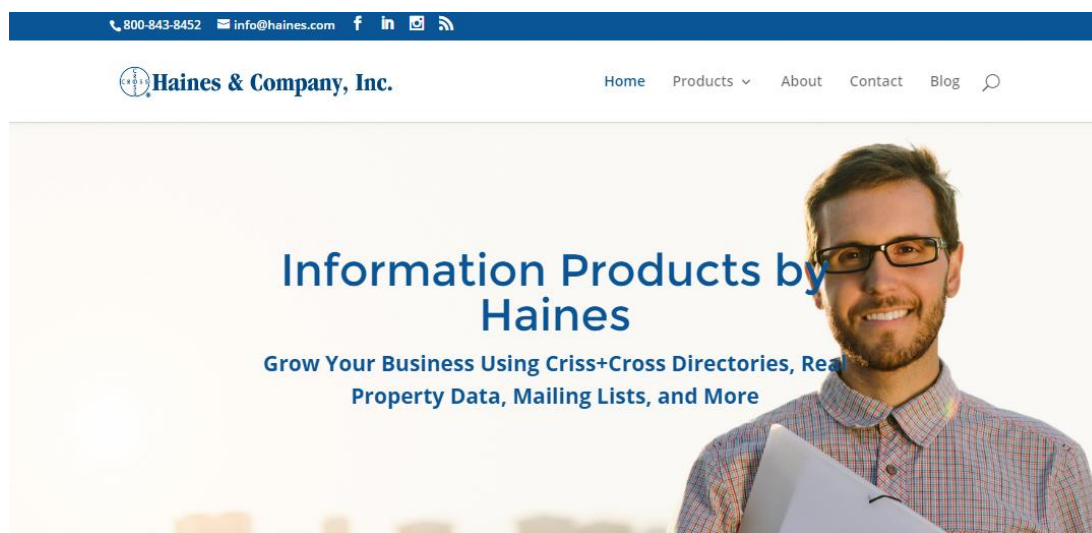
Use your marketing budget effectively by targeting only the prospects that will help you achieve your business goals. Use your prospect list to execute profitable direct marketing campaigns. Start profiting today!

WARNING:

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HAINES & COMPANY, INC.

www.haines.com



Data-Driven Marketing

Data-driven marketing was once the specialty of the direct marketer. Today, all marketing is driven by data. If your marketing isn't backed by accurate data, you won't be successful. Haines is your single source for complete, reliable data-driven marketing solutions.

WARNING:

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CORPORATE BANKRUPTCIES

How to make money from corporate bankruptcies are in the
advanced course

Register now and upgrade for a discounted price

**OUR ADVANCED
COURSES HAVE
MANY WAYS OF
FINDING PROPERTY**

PROPERTY ISSUES

- Statistics show that up to one third of all the properties in the United States are underwater and are either being abandoned or foreclosed by the banks.
- This creates a tremendous opportunity to buy properties abandoned by Debtor voluntarily in Bankruptcy Court and sold by the bankruptcy trustees.
- Computer research skills.

TOOLS AND SKILLS NEEDED TO BE SUCCESSFUL

- Internet skills for searching public records.
- Reliable Title Information.
- Strong working relationship with realtor.
- Experienced closing agent.
- Effective negotiator for Short Sales.
- Reliable sources to determine property value.
- How to use PACER.
 - Online Tutorials are available on website at www.pacer.gov

PRACTICE TIP:

- Try to become a Real Estate Associate because you can get an extra fee and gain entry to gated communities.

SKILL SETS NEEDED

- Good Real Estate Agent .
 - Or better yet get your own Real Estate License.
- Good Title Company.
 - One that understands short sale processing.
- Contractor Crew.
 - Learn to do your own repairs on the cheap or get a crew or handyman.
- Negotiating Skills.

SKILLS YOU WILL LEARN FROM SELF-STUDY BOOKS SUPPLIED OR ONLINE

- PACER.
 - Online Tutorial and Self-Study Course Provided.
- Court Record Research.
- Bankruptcy Basics.
 - From manual supplied.
 - List of bankruptcy trustees in the United States.
 - Rules of Negotiating.
- Learn what properties are available and start making offers immediately.
- There are twenty or more ways to source your leads. This Self-Study shows only one. You can upgrade now and get all of them.

BANKRUPTCY COURTS

- Bankruptcy Courts are Federal Courts.
- There are 94 Federal Districts in the United States.
- Each State has their own set of Federal Districts that are described in the bankruptcy trustee Module.
- Bankruptcy Courts in the United States are very powerful and have a very jealous jurisdiction.
- Once a bankruptcy case gets filed, any pending lawsuit in any court in the United States loses jurisdiction to the Bankruptcy Court.

PRACTICE TIP:

- The information you are learning here applies anywhere in the USA.

BANKRUPTCY COURT SECRET\$



PACER TRAINING MODULE

A Step-by-Step Guide to Buying
Property from Bankruptcy Court

By: Manny Singh

INCLUDED IN THIS MODULE

COMMON TERMS USED IN BANKRUPTCY AND FORECLOSURE COURTS

DEFINITIONS

- **Debtor(s):** The person, husband & wife, or company filing bankruptcy.
- **Creditor:** Person/entity owed money by the debtor – could be secured (like a mortgage or car loan) or unsecured (like a credit card).
- **bankruptcy trustee:** When a person files a bankruptcy, a bankruptcy estate is created. A bankruptcy trustee is appointed by the Federal Government to manage the “estate”. The bankruptcy trustee’s job is to gather any and all assets that the debtor owns, and sell or administer them (with exception of the exemptions) so that the creditors can be paid.
- **341 Meeting:** This Meeting gives creditors and the bankruptcy trustee an opportunity to question the debtor about the bankruptcy and the statement of financial affairs. Usually held 30-45 days from filing of bankruptcy.

DEFINITIONS (continued)

- **Bankruptcy Estate:** Created when a person files a bankruptcy. Generally, an estate can only be created when someone dies. When a person files a bankruptcy, it is as if his financial side dies and a bankrupt “estate” is created. However, everything they own now belongs to the estate.
- **Lis Pendens:** Latin phrase for suit pending. This basically means the mortgage company files a document in court showing that the property is in foreclosure. This is “notice” to the “world”. Florida is a notice state. Once a lis pendens is filed any transfer of the property is ineffective as to the person who filed the lis pendens.
- **Short Payoff:** This is a new phenomenon to which you request the bank to take less money than what they are owed.

COURT SYSTEMS

STATE CIRCUIT COURT
FEDERAL BANKRUPTCY COURT

COURT SYSTEMS

There are two types of court systems that you will be dealing with: State and Federal.

- State Foreclosure Court – this is the court that handles the foreclosure (this is for Judicial States, please note that Non-Judicial States have different procedures
 - *In foreclosure states – other states have different rules of foreclosure, such as Georgia).*
- The Federal Bankruptcy Court.
 - Most of the laws apply uniformly all over the United States.

The State Foreclosure Court and Bankruptcy Court do not communicate with each other with regard to mutual parties (*Defendant/Debtor*).

STATE FORECLOSURE COURT SYSTEM

Judicial States vs. Non-Judicial States

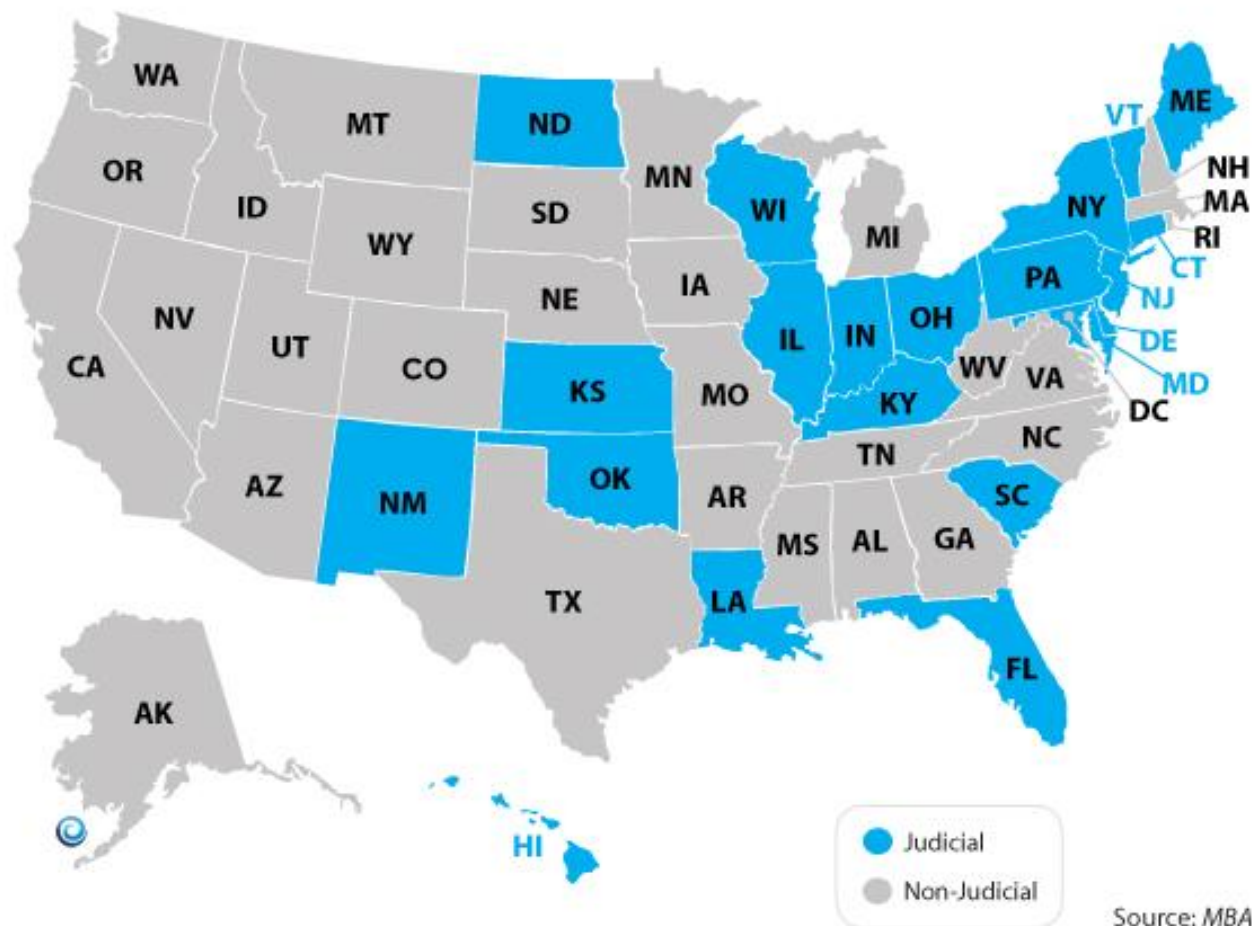
JUDICIAL

Lender must file a lawsuit in order to complete the foreclosure process.

NON-JUDICIAL

Deed of Trust has the Right and Terms of how the foreclosure will be conducted.

Judicial & Non-Judicial States



Source: keepingcurrentmatters.com

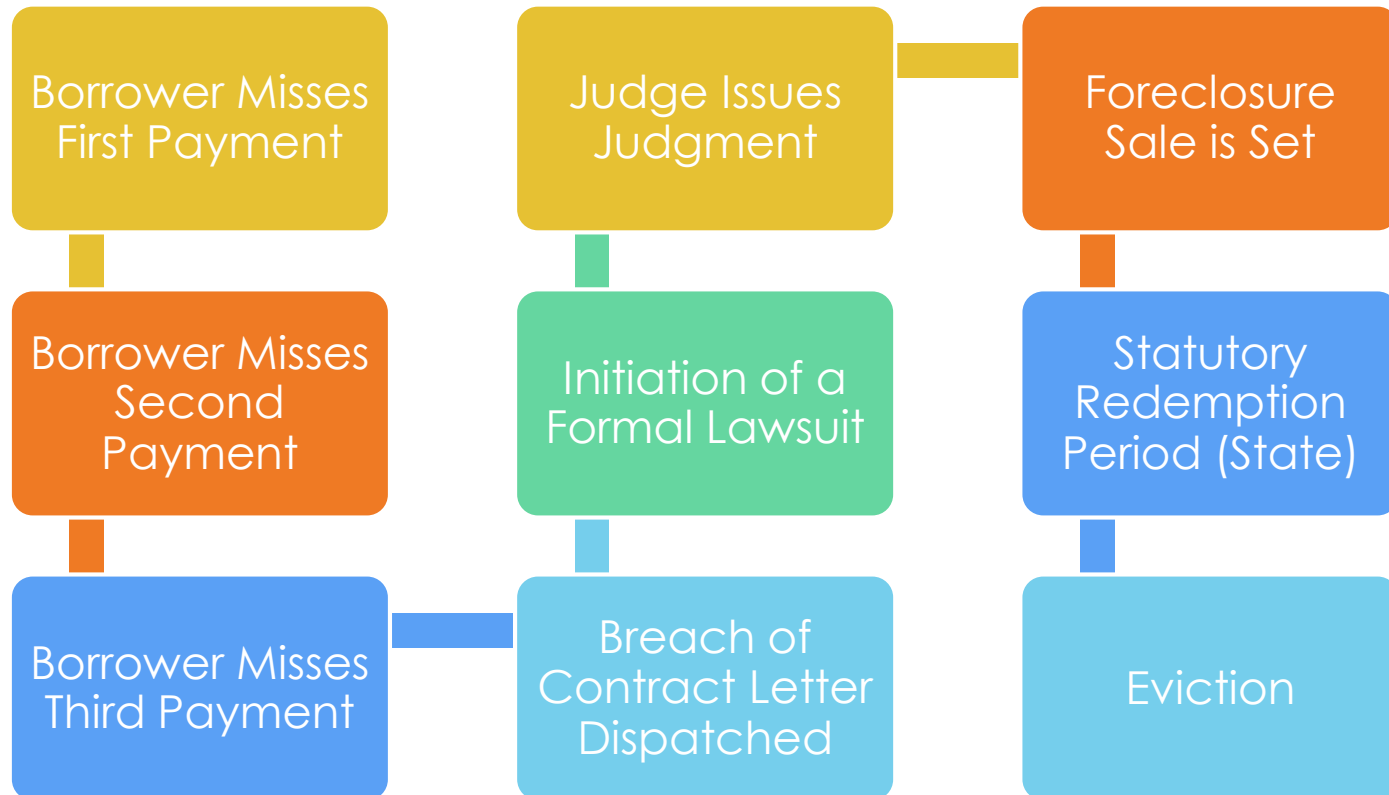
CAUTION

Beware of challenges in the foreclosure process and how they are challenged in judicial states by attorneys and other people claiming to have secrets to the process (“beating the system”)

JUDICIAL FORECLOSURE

TIMELINE OF A JUDICIAL FORECLOSURE

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WHAT IS A LIS PENDENS?

- Latin meaning is “Pending Lawsuit.”
- Once a *lis pendens* has been filed any new transfers of property may not be recognized by the courts. What this means is that you as a new owner of the property may not receive notices from Foreclosure Court.
- Having cooperation from the prior owner when making arrangements for defense of the foreclosure suit and short sale will make the process much easier.
- Some of my students have given the prior owners either a reduced rent, or other gifts and/or cash to motivate them to help.

JUDICIAL FORECLOSURE

- A Judicial Foreclosure is a court proceeding that begins when the lender files a complaint and records a notice in the public land records announcing a claim on the property to potential buyers, creditors and other interested parties.
- The complaint describes the debt, the borrower's default and the amount owed.
- The complaint asks the court to allow the lender to foreclose its lien and take possession of the property as a remedy for non-payment.
- Next, the homeowner is served notice of the complaint, either personally, by mail, or publication.
- The defendant (borrower) is allowed to dispute the facts (show that payments were made), offer defenses or present counterclaims by answering the complaint, filing a separate suit and/or by attending a hearing arranged by the court.
- If the defendant has proof, a trial may be held by the court to determine if the foreclosure should occur.

JUDICIAL FORECLOSURE

(continued)

- In many cases, however, the foreclosure is not disputed because the borrower is in default and cannot offer proof otherwise.
- If the court determines that the borrower did default and that the debt is valid, it will issue a judgment for the total amount owed, including costs for the foreclosure process.
- Next, the court will authorize a sheriff's sale, which is an auction of the property, open to the public and must be held in a public place.
- The procedures for the sheriff's sale vary by jurisdiction, but the highest bidder is granted the property.
- After the court confirms the sale, a deed transferring ownership is prepared and recorded so that the highest bidder becomes the owner of the property.
- The owner can then sell the property, which at this point is called real estate owned (REO).
- The notice placed in the public records is called a "Lis Pendens".

NON-JUDICIAL FORECLOSURE

TIMELINE OF A NON-JUDICIAL FORECLOSURE

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Process Varies State-by-State

NON-JUDICIAL FORECLOSURE

- In non-judicial foreclosure states, the foreclosure requirements are set forth by state statute.
- There is no court intervention involved.
- Instead, the debtor signs two documents (a promissory note and deed of trust) when buying or refinancing a home.
- The deed of trust then allows the lender to foreclose on the property, outside of court, if the debtor defaults.
- When the default occurs, the homeowner receives a default letter in the mail and, in many states, a notice of default is recorded at the same time.
- The homeowner can catch up on payments during a specific period of time.
- But if not, a notice of sale is mailed to the homeowner, posted in public places, recorded at the county recorder's office and published in local newspapers.
- When the notice period has expired (determined by each state), a public auction is held and the highest bidder becomes the owner of the property subject to recordation of the deed.

FOR YOUR INFORMATION

The following states approximately in order have the longest times to complete a foreclosure:

- ❑ New Jersey
- ❑ New York
- ❑ Florida
- ❑ Illinois
- ❑ Hawaii

PRACTICE TIP: We have seen many situations where the banks do not complete the foreclosure due to not wanting to pay the property taxes, doc stamps, condo association dues, local taxes, or become responsible for the property. The banks just let the property sit. These are great ways of getting at the property.

FORECLOSURES DAILY

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www.foreclosuresdaily.com

If you would like foreclosure information, you can visit this website.

ForeclosuresDaily.com

The Internet's #1 destination for Foreclosure Information, Training and Resources

Find Foreclosures Nationwide with ForeclosuresDaily.com!

Tired of Inaccurate, Incomplete & Outdated Foreclosure Lists?

So was I! That's why in 2004 I started ForeclosuresDaily.com & now we're known as...

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Have You Been burned like so many others by broken promises of fresh **Foreclosure Listings** only to be disappointed by stale, incomplete, and outdated info.?

We're so confident our **Foreclosure Lists** are the most detailed, timely & accurate **on the Planet**; we even **GUARANTEE IT!**

Wanna **"Try Before You Buy?"** Sure, no problem! Simply fill out the form below & we'll give you a **FREE TRIAL** of our Data that's **UPDATED DAILY, DIRECTLY FROM THE COURTHOUSE!**

You be the **Judge, Jury & Executioner** but waste your money on bad Foreclosure Lists **NO LONGER!** Experience the **Foreclosures Daily** difference today! You've got **NOTHING** to lose & **ZERO RISK!** *Don't wait, try us today...*

WARNING:

These are companies that we do not endorse; however, are accessible as sources of leads.

3 WAYS TO STOP A FORECLOSURE SALE DATE

FILE A BANKRUPTCY

THE BANK AGREES TO STOP THE SALE

THE FORECLOSURE COURT JUDGE ORDERS TO CANCEL THE SALE

FEDERAL COURTS

BANKRUPTCIES ARE HANDLED IN FEDERAL COURTS

THEY OPERATE UNDER THE SUPREMACY CLAUSE

SUPREMACY CLAUSE

Article VI, Paragraph 2 of the Constitution is commonly referred to as the Supremacy Clause.

It establishes that the federal constitution, and federal law generally take precedence over state laws, and even state constitutions.

SUPREMACY CLAUSE AND 11 USC § 362

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- The following example shows a foreclosure case being canceled due to the filing a bankruptcy.

Auction Status Canceled per Bankruptcy	Auction Type: FORECLOSURE
	Case #: CACE-14-002258
	Final Judgment Amount: \$495,938.47
	Parcel ID: 474135022300
	Property Address: 7911 S WOODRIDGE DR PARKLAND, 33067
	Plaintiff Max Bid: \$495,938.47

**IN OUR ADVANCED
COURSES WE SHOW
YOU HOW TO CREATE
YOUR OWN DATABASE
ON HOW TO MINE THE
FORECLOSURES**

11 USC § 362 STAY

§362* Automatic Stay

(A) except as provided in subsection (b) of this section, a petition filed under section 301, 302, or 303 of this title, or an application filed under section 5(a)(3) of the securities investor protection act of 1970, operates as a stay, applicable to all entities, of—

- (1) The commencement or continuation, including the issuance or employment of process, of a judicial, administrative, or other action or proceeding against the debtor that was or could have been commenced before the commencement of the case under this title, or to recover a claim against the debtor that arose before the commencement of the case under this title;
- (2) The enforcement, against the debtor or against property of the estate, of a judgment obtained before the commencement of the case under this title;
- (3) Any act to obtain possession of property of the estate or of property from the estate or to exercise control over property of the estate;
- (4) Any act to create, perfect, or enforce any lien against property of the estate;
- (5) Any act to create, perfect, or enforce against property of the debtor any lien to the extent that such lien secures a claim that arose before the commencement of the case under this title;
- (6) Any act to collect, assess, or recover a claim against the debtor that arose before the commencement of the case under this title;
- (7) The setoff of any debt owing to the debtor that arose before the commencement of the case under this title against any claim against the debtor; and
- (8) The commencement or continuation of a proceeding before the united states tax court concerning a tax liability of a debtor that is a corporation for a taxable period the bankruptcy court may determine or concerning the tax liability of a debtor who is an individual for a taxable period ending before the date of the order for relief under this title.

**Please note that this statute is stated in part.*

SUGGESTION OF BANKRUPTCY SAMPLE

Please see the following slide for a sample of a Suggestion of bankruptcy

This is for Judicial States only

IN THE CIRCUIT COURT OF THE 17TH JUDICIAL CIRCUIT
IN AND FOR BROWARD COUNTY, FLORIDA

U.S. BANK, N.A., etc.,

Plaintiff,

v.

CASE NO.: [REDACTED]

[REDACTED]

Defendant(s).

SUGGESTION OF BANKRUPTCY

COMES NOW, the Defendants, [REDACTED], and file this

Suggestion of Bankruptcy and state that:

1. On November 18, 2015, [REDACTED], filed for Chapter 13, Title 11, United States Code, protection in the United States District Court, Southern District of Florida, Bankruptcy Division, Case No.: 15-[REDACTED].
2. Pursuant to 11 U.S.C. § 362, certain actions against [REDACTED] are automatically stayed by virtue of these bankruptcy filings.
3. This Suggestion of Bankruptcy is intended for informational purposes only and does not constitute a Notice of Appearance by the undersigned.

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the foregoing was furnished this 20th day of November, 2015 to: McCalla Raymer, LLC, Attorneys for Plaintiff, via email at MRService@mccallarayer.com; and to Brock & Scott, PLLC, via email at flcourtdocs@brockandscott.com.

LAW OFFICES OF MANNY SINGH, P.A.

UNDERSTANDING BANKRUPTCY CASE NUMBERS

**U.S. Bankruptcy Court
Middle District of Florida (Orlando)
Bankruptcy Petition #: 6:04-bk-08721-ABB**

- “04” stands for the year.
- The middle numbers stand for the case number and potentially different Districts within the court.
- “08721” represents the number of bankruptcies filed in that district.
- “ABB” represents the initials for the judge handling the case.

UNDERSTANDING BANKRUPTCY CASE NUMBERS

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**U.S. Bankruptcy Court
Northern District of California (Santa Rosa)
Bankruptcy Petition #: 11-10409**

- “11” stands for the year.
- “10409” represents the case number that was filed for that year.
- “Santa Rosa” means that this particular Bankruptcy Court is in Santa Rosa.

UNDERSTANDING BANKRUPTCY CASE NUMBERS

Example of bankruptcy case number in Maryland:

Case Number 0:14-bk-29712

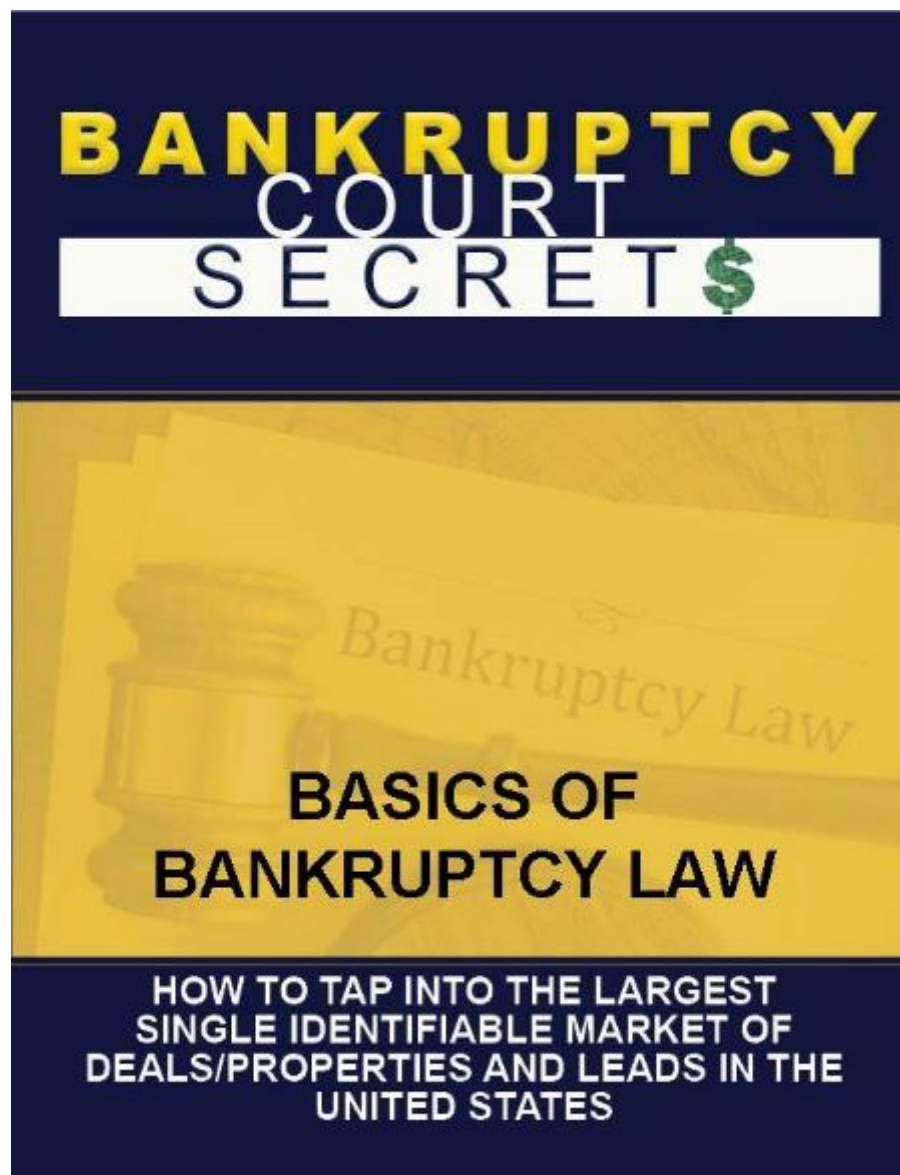
- “14” stands for the year.
- “bk” stands for bankruptcy.
- “29712” stands for the case number for that district.

“BASICS OF BANKRUPTCY LAW”

(BCS Library of Reference Materials)

Included in your training manual.

Please review in depth as it has the background information regarding chapter 7, 11, and 13 bankruptcies, as well as how they operate.



INCLUDED IN THIS MODULE
(Part of the BCS Library of Reference Materials)

BANKRUPTCY CODE SECTIONS

WHICH SECTIONS OF THE BANKRUPTCY CODE SHOULD YOU BE FAMILIAR WITH?

- Background of Code Sections.
 - 11 USC § 362 (Automatic stay)
 - 11 USC § 341 (Meetings of creditors and equity security holders)
- Bankruptcy Rules.
- See also separate module on the Bankruptcy Code and Bankruptcy Rules, and how they apply.

WHAT TO LOOK FOR IN THE VOLUNTARY CHAPTER 7 BANKRUPTCY PETITION

WHICH SECTIONS OF THE PETITION YOU SHOULD BE AWARE OF FOR FINDING ASSETS

- Schedule A - (Lists all Real Property).
- Schedule B - (Lists all Personal Property).
- Schedule C - (Lists Asserted Exemptions).
- Statement of Intentions.
- Statement of Financial Affairs.

SUMMARY AND EXPLANATION OF SCHEDULES

- **Petition** – Usually 3 pages signed by the debtor under penalty of perjury.
- **Schedule A** – Lists all the properties that are listed and is very important.
- **Schedule B** - This shows all the personal property a person owns.
- **Schedule C** - Shows what the Debtor wants to keep (exemptions).
- **Schedule D** - This is very important – shows all the secured creditors, such as mortgages and HOA liens.
- **Schedule E** – Priority Creditors, such as IRS.
- **Schedule F** - Shows unsecured debt, such as credit cards and/or medical bills.
- **Statement of Financial Affairs (SOFA)** – Shows the financial affairs, lawsuits, payments and income.
- **Statement of Intention** – shows what the debtor is keeping and what the debtor is surrendering.

FOR YOUR INFORMATION

WARNING: When the information is pulled from PACER it can cost money; however, you can get these at no charge if you go to the Bankruptcy Court Clerk's Office. You will however have to pay for copies, if you choose to make any copies.

PRACTICE TIP: You can also check to see if there is a foreclosure by looking at the Statement of Financial Affairs which will show if the debtor has any foreclosure lawsuits. Sometimes the attorneys and debtors do not list them. In a Non-Judicial State this may not apply.

SUMMARY AND SAMPLE OF SCHEDULES

You will have a full size version in the “Chapter 7 Training Module”

**IF YOU WANT TO
LEARN ABOUT OTHER
WAYS OF BUYING WE
HAVE ADVANCED
PROGRAMS**

We have a
**GROUP COACHING
COURSES**

Starting at \$2,997

We also have
ONE-ON-ONE
COACHING COURSES
Starting at \$4,997

and/or

**WE CAN PROVIDE DEALS
TO YOU**

In a separate course
starting at about \$2997

**FOR THE LATEST
PRICELIST PLEASE
CALL THE OFFICE AT
(954) 586-6000**

5 TYPES OF INCOME YOU CAN MAKE FROM REAL ESTATE

1. Rent
2. Appreciation of Value
3. Depreciation for Tax Purposes (but recaptured at time of sale)
4. Mortgage Principal Buildup (if there is a mortgage against the property)
5. Real Estate Commission (if licensed broker is selling)

THERE ARE UP TO 9 WAYS OF MAKING MONEY FROM BANKRUPTCY PAPER

1. Cash Flow;
2. Appreciation;
3. Borrowing against the paper;
4. Acquisition of property;
5. Creating a new cash flow from that property;
6. Multi-generation annuity like product;
7. Almost perpetual money making formulas that kick in over time;
8. Get money from state funds for what is referred to as the "hardest hit funds", for doing a work out with the homeowner. This is a state by state determination; and
9. Refinance the loan for the homeowner from a related financial services company (after seasoning).

**DO YOU WANT TO
BECOME A PRIVATE
BANKER?
THIS IS A SEPARATE COURSE
THAT WE TEACH.**

Call us (954) 586-600 or email us at info@bcswweb.Site
to learn more about becoming a private banker
using non-performing notes and mortgages

ADVANCED COACHING PACKAGES

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- How to bypass the Chapter 7 bankruptcy trustee.
- Teaches you how to get deals from a Chapter 13 Bankruptcy case.
- Teaches you how to get property from Chapter 11 Bankruptcy Cases.
- Teaches you how to get property from receivers.
- Teaches you how to get property by buying notes from Bankruptcy Court.
- Introduction to private lenders/joint venture partners.

PACER

“Public Access to Court Electronic Records”

PACER is one of the most important tools that you will need for research.

The included tutorials on the pacer website are great for learning the pacer system.

PACER SYSTEM

- The PACER Case Locator is a national index for the Bankruptcy Courts and other Federal Courts.
- You can get your account by registering at www.pacer.gov.
- As part of this course you will receive the “Guide To Using The Federal PACER System” BCS E-Textbook.
 - Private lessons for a small fee are available from our staff.

PRACTICE TIP FOR PACER

- Be careful as you will be charged for every page you view. The bills can become high if you are not careful.
- For electronic access to any case document, docket sheet, or case specific report via PACER is \$0.10 per page, not to exceed the fee for thirty pages.
- Get **FREE ACCESS** to pacer at Federal Courts.
- No fee is charged for viewing case information or documents at courthouse public access terminals.
- For printing copies of any record of document accessed electronically at a public terminal in a courthouse is \$0.10 per page.

BANKRUPTCY COURT SECRET\$



PACER TRAINING MODULE

A Step-by-Step Guide to Buying
Property from Bankruptcy Court

By: Manny Singh

*For reference
only, please do
not print.

INCLUDED IN THIS MODULE

CHECK BANKRUPTCY DOCKET

**AS PART OF THE
ADVANCED COURSES YOU
HAVE THE ABILITY TO SET UP
ONE-ON-ONE COACHING
CLASSES WITH OUR
PARALEGAL STAFF**

CHECK BANKRUPTCY DOCKET

- ❑ Check Bankruptcy Case Docket from PACER to see if any *Motion For Relief From Stay* has been filed by the mortgage company.
- ❑ It is a good sign if no *Motion For Relief From Stay* has been filed (it buys you more time).
- ❑ If the bank or mortgagee has filed a *Motion For Relief From Stay* it means that they are trying to get the bankruptcy stay lifted so that they can continue their foreclosure.

WHAT IS A STALKING HORSE (Bidder)?

- A **Stalking Horse** is a figure that tests a concept with someone or mounts a challenge against someone on behalf of an anonymous third party. If the idea proves viable or popular, the anonymous figure can then declare its interest and advance the concept with little risk of failure. –Wikipedia
- Somebody who bids a minimum in an auction and therefore sets a minimum price, typically the first bidder.
- Ask your mentor how to use this for your benefit.

CLAW BACK PROVISIONS OF BANKRUPTCY CODE

- Claw backs have to do with pre-petition transfers. This provision allows the bankruptcy trustee to review your financial transactions, before you filed for bankruptcy, to see if you wrongfully transferred or gave away property that should have been part of your estate.
- Under certain circumstances, the bankruptcy trustee (and sometimes other parties) can demand back payments made fraudulently or preferentially transferred just before filing.
 - For a detailed explanation, you may Google “Madoff claw backs”, where investors who were paid their interest or principal, had to pay it back to the bankruptcy trustee.
- When you buy property from the bankruptcy trustee or from the Debtor, with Court permission, the chances of a claw back claim in the future are minimal (*if any*).

BANKRUPTCY COURT PERMISSION

All bankruptcy sales must be approved by the bankruptcy court
as long as the case is open

APPROVAL BY BANKRUPTCY COURTS FOR AN EXISTING SALE

- Bankruptcy trustee does most of the legal work.
- Sometimes the bankruptcy trustee will ask for a contract but most times the bankruptcy trustee does not.
- The contracts are usually very short.
- All transactions are public records and must be approved by a Federal Bankruptcy Judge.

APPROVAL BY BANKRUPTCY COURTS FOR AN EXISTING SALE

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PRACTICE TIP:

- Each bankruptcy trustee handles sales of their property differently.
- You can learn how the bankruptcy trustee handles the sale of their properties so you can take advantage of the system.
- Some bankruptcy trustees do not sell property directly, they only sell through third parties.
- You can send an email to the bankruptcy trustee or bankruptcy trustee's assistant to find out how they do this.

SAMPLE OF A BANKRUPTCY TRUSTEE'S DEED

PLEASE REFER TO THE FOLLOWING SLIDE

This Instrument Prepared by:
 Scott N. Brown, Esquire
 TABAS, FREEDMAN, SOLOFF, MILLER & BROWN, P.A.
 Attorneys for the Trustee
 One Flagler Building
 14 N.E. 1st Avenue - Penthouse
 Miami, Florida 33132

TRUSTEE'S QUIT-CLAIM DEED

THIS TRUSTEE'S DEED, made this 26th day of November, 2012, between Scott N. Brown, Solely in His Capacity as Chapter 7 Trustee of the Bankruptcy Estate of Geneva Mack ("Grantor"), whose address is 14 N.E. 1st Avenue - Penthouse, Miami, FL 33132, and 841 NE 51 Court, LLC ("Grantee"), whose address is c/o Law Offices of Manny Singh, P.A., 6610 N. University Drive, Suite 220, Ft. Lauderdale, FL 33321

WITNESSETH, that said Grantor, for and in consideration of the sum of Ten Dollars (\$10.00), and other good and valuable considerations to said Grantor in hand paid by said Grantee, the receipt whereof is hereby acknowledged, and pursuant to that certain *Final Order Granting Trustee, Scott N. Brown's Motion for Entry of Order Approving Proposed Private Sale of Estate's Right, Title and Interest in Non-Exempt Real Property to 641 NE 51 Court, LLC* (ECF No. 28) (the "Order") (copy attached as Exhibit "A"), entered by the Honorable Raymond B. Ray, United States Bankruptcy Judge, on October 24, 2012, in *In re: Geneva Mack* Case No. 12-29462-BKC-RBR, pending in the United States Bankruptcy Court for the Southern District of Florida, does hereby convey and quit-claim to said Grantee, and Grantee's heirs and assigns forever, all the right, title, interest, if any, which said Grantor has in and to the following described real property located in Broward County, Florida, to wit:

Common address: 841 N.E. 51 Court, Pompano Beach, Florida 33064

Legal Description: Lot 8, Block 3 of Park Ridge, according to the Plat thereof, as recorded in Plat Book 48, at Page 6, of the Public Records of Broward County, Florida

Folio No.: 4842 12 04 0500

(the "Property")

PURSUANT TO THE ORDER, the described Property is conveyed to Grantee, "AS IS, WHERE IS," with no representations or warranties of any type being given by the Trustee or his professionals, and subject to all liens, claims, encumbrances, interests and defenses, whether known or unknown.

TO HAVE AND TO HOLD the same together with all and singular appurtenances thereto belonging or in anyway appertaining, and all the estate, right, title, interest, lien equity and claim whatsoever of the said Grantor, either in law or equity, to the only proper use, benefit and behalf of the said Grantee forever.

IN WITNESS WHEREOF, Grantor has hereunder set Grantor's hand and seal the day and year first above written.

Signed, sealed and delivered in the presence of:

Witness:

Print Name: Alex McLaughlin

Address: 14 NE 1ST AVE PH
MIAMI, FL 33132

Witness:

Print Name: DAVID MONCADA
 Address: 14 NE 1ST AVENUE PH
MIAMI, FL 33132

STATE OF FLORIDA

COUNTY OF MIAMI-DADE

} SS

I HEREBY CERTIFY that a true and correct copy of the foregoing instrument was acknowledged before me this 26th day of November, 2012, by Scott N. Brown, as Chapter 7 Trustee of the Bankruptcy Estate of Geneva Mack, who is personally known to me and who did take an oath.

WITNESS, my hand and official seal at Miami, Miami-Dade County, and State of Florida, on this 26th day of November, 2012.

My Comm



Diane Timpone
 Notary Public/State of Florida at Large

SUBJECT TO MORTGAGE/NOTE

- When a person files a bankruptcy, the debtor's personal liability gets wiped out; however if there are any liens against the property, the liens travel with the land.
- If you are buying the property, land, and/or asset please be advised that there may be a secured creditor who is owed money since the personal liability of the debtor gets wiped out in the bankruptcy but not the actual security interest.
- Be aware that you are buying property that may have a mortgage or other liens against the property.

SUBJECT TO MORTGAGE/NOTE

- Please remember that you are buying the property subject to ALL the liens.
- If you a buy a property that has a lien, the buyer is not responsible for the mortgage/note personally because the person may not have signed it.
- There may be times when the property is sold free and clear of all liens, this is why you need to look at “Schedule D”, do a title search, and perform your own due diligence.

DUE ON SALE CLAUSE

- Due on Sale – can be enforced by bank, but rarely is enforced in a bankruptcy as they may have to get Bankruptcy Court permission to do so.

THIS IS OUR PHILOSOPHY FOR COACHING

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*I'd rather see a sermon than hear one any day; I'd rather
one should walk with me than merely tell the way.*

-Edgar Guest, poet, 1881-1959

We walk with you rather than show you the way!

**ON OUR ADVANCED
COURSES WE TEACH YOU
ON A LIVE PROPERTY DEAL
SO YOU CAN LEARN**

ISSUES WITH BUYING PROPERTY FROM BANKRUPTCY TRUSTEE AND PRACTICE TIPS

- Paying Documentary Stamp Tax to the County or State when the Deed is recorded.
- You may need cooperation from owner to deal with mortgage company or condo association/homeowners association.
- Recording of Deed by bankruptcy trustee – Insist on immediacy so that if the foreclosure begins, your company will be part of Foreclosure Lawsuit.
- Hire an attorney to defend the foreclosure so that you have more time in the property.

ALTERNATIVE STRATEGIES TO ACQUIRE PROPERTY

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- Buy the Homeowners Association (HOA)/Condo Lien.
- You can skip trace to find the previous homeowner (mortgagor).
- Offer money or moving expenses to get cooperation of mortgagor (the prior owner) for helping you do the short sale.

TITLE ISSUES

General info on titles

You must do a “dirty” (uncertified) title search before you decide to bid on a property

When you have decided to bid, do a full title search

TITLE SEARCH ISSUES

- The Audio has an explanation of what to look for in a title search.
- Why should you be doing a title search.

ATTORNEY TITLE INFORMATION DATA SYSTEM (ATIDS)

- One of the companies that can do a title search is ATIDS.
- How to read an ATIDS.
- O&E policy.
- O&E search from title company.
- ATIDS Sample to the right.

PRACTICE TIP:

- This is for certain states only.
- Each state has their own laws.
- Find out from the closing agent what kind of system you are on.

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```
ATID  C2Q@          **** ATTORNEYS' TITLE FUND SERVICES, LLC. **** 01/10/2014
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                        FOR COUNTY OF MIAMI-DADE
* THIS IS A RESTRICTED SEARCH. IT MAY NOT BE USED TO WRITE A TITLE POLICY *
  DATA FOR: LAW OFF OF JENNIE G FARSHCHIAN PA
  CUSTOMER NO.: 3809301
FUND BRANCH INFORMATION: CERTIFIED THROUGH 12/30/2013 AT 1100 PM
                        CERTIFIED THROUGH BOOK 28970   PAGE 3341
                        CERTIFIED FROM      11/15/1976
```

FILE NUMBER: O&E FOR MANNY
DESCRIPTION: JENNIEF

OPENED: 01/10/2014

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                        FOR COUNTY OF MIAMI-DADE                        12:41
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SP- PB BK-      44 PG-      16   FILE/ORDER REF: O&E FOR MANNY
SEARCH FROM- 01011995 THRU- 12302013   ID- AOE2
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->      10      6
->
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->
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PLAT NAME:
MAGNOLIA 1ST ADDITION

DATE OF PLAT- 11/30/1943 AUTHORIZED LEVELS- LB / /
PLAT CERTIFIED - ALL POSTINGS CONFORM TO AUTHORIZED LEGALS.
FUND BRANCH CERTIFIED THROUGH 12/30/2013 AT 11:00 PM

25 instruments found for search arguments

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TOI: 0   DESC:
1ST PARTY: BK AMER N A
2ND PARTY: RICHARD DAVIS ET AL
AMOUNT:          NAME:
REFERENCE: CO 2012-16044 OR 28088/4958
LEGAL: NONE
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TYPE:

COMMENTS:

1st pg-SEARCHD 10/ 6/ PB 44 / 16 01/01/1995-12/30/2013

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ATID          **** ATTORNEYS' TITLE FUND SERVICES, LLC. **** PAGE 0002 OF 0025
DOF: 04272012 PR: OR 28088      4958 SR: CN 2012 0299305 DOI: 01011900
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A LITTLE TITLE HUMOR

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A New Orleans lawyer sought an FHA loan for a client. He was told the loan would be granted if he could prove satisfactory title to a parcel of property being offered as collateral. The title to the property dated back to 1803, which took the lawyer three months to track down. After sending the information to the FHA, he received the following reply.

(Actual letter): "Upon review of your letter adjoining your client's loan application, we note that the request is supported by an Abstract of Title. While we compliment the able manner in which you have prepared and presented the application, we must point out that you have only cleared title to the proposed collateral property back to 1803. Before final approval can be accorded, it will be necessary to clear the title back to its origin."

Annoyed, the lawyer responded as follows (actual letter):

"Your letter regarding title in Case No. 189156 has been received. I note that you wish to have title extended further than the 194 years covered by the present application. I was unaware that any educated person in this country, particularly those working in the property area, would not know that Louisiana was purchased, by the U.S. , from France in 1803, the year of origin identified in our application. For the edification of uninformed FHA bureaucrats, the title to the land prior to U.S. ownership was obtained from France , which had acquired it by Right of Conquest from Spain The land came into the possession of Spain by Right of Discovery made in the year 1492 by a sea captain named Christopher Columbus, who had been granted the privilege of seeking a new route to India by the Spanish monarch, Isabella. The good queen, Isabella, being a pious woman and almost as careful about titles as the FHA, took the precaution of securing the blessing of the Pope before she sold her jewels to finance Columbus' expedition. Now the Pope, as I'm sure you may know, is the emissary of Jesus Christ, the Son of God, and God, it is commonly accepted, created this world. Therefore, I believe it is safe to presume that God also made that part of the world called Louisiana . God, therefore, would be the owner of origin and His origins date back, to before the beginning of time, the world as we know it AND the FHA. I hope you find God's original claim to be satisfactory. Now, may we have our (darn) loan?"

The loan was approved.

BANKRUPTCY COURT SEARCH FROM BANKRUPTCY TRUSTEE LIST OR OTHER SOURCES OF BANKRUPTCY PROPERTY

It is assumed that you know what a foreclosure is and have a working knowledge of title issues (see assumptions page at the beginning of this material) if not, you can subscribe to the Basics of Foreclosure Module.

CHECKLIST WHEN BUYING PROPERTY FROM BANKRUPTCY

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- Perform a cursory review to see which properties to research/investigate from the list of properties available from bankruptcy trustees.
- Check Bankruptcy Court Docket.
- Check State Court/Foreclosure/Notice of Default Issues.
- Public Records Search.
- Check out property and surrounding area.
- Determine rent amount in the area for this type of property.
- If condo or townhouse, can you rent?
 - Under the Bylaws or Condo Rules and also check if it's an over 55 community.

CHECKLIST WHEN BUYING PROPERTY FROM BANKRUPTCY

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PERFORM A CURSORY REVIEW

- Perform a cursory read of the property list to see which properties should be researched.
 - There is a good possibility that the properties that do not have liens are NOT being surrendered, but sometimes the bankruptcy trustee will sell them. You must look at the Statement of Intentions to see what the Debtor intends to do.
 - **PRACTICE TIP: A GOOD GIVEAWAY IS WHEN THE PROPERTY IS NOT IN THIS STATE**
(For example: If the Debtor(s) filed in Florida and has a property that is not in the state of Florida, the Debtor may not be able to claim a homestead exemption).

CHECKLIST WHEN BUYING PROPERTY FROM BANKRUPTCY

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BANKRUPTCY COURT DOCKET

- For the properties that are a possibility for you to bid on, pull the “Statement of Intentions” to review.
 - If Statement of Intentions says “surrender”, then pull the following from PACER:
 - **Schedule A** – is a list of properties.
 - **Schedule C** – contains claims of exemption.
 - **Schedule D** – is where the mortgages are shown.
 - **Schedule E** – to see if there are any IRS Liens.
 - **Statement of Intentions** – shows if they are surrendering the property.
 - **Statement of Financial Affairs (SOFA)** - #4 shows you whether the Debtor has any lawsuits.
 - These are pulled from Pacer (costs 10 ¢ per page you pull) or you can pull them for free at the Bankruptcy Court Clerk's Office.
 - **PRACTICE TIP: INSTEAD OF SEARCHING LIKE CRAZY FOR LAWSUITS (IN THE COUNTY RECORDS) PULL STATEMENT OF FINANCIAL AFFAIRS, WHICH WILL SHOW IF THERE ARE ANY LAWSUITS.**

FORECLOSURE SUITS

- You have to review the Foreclosure Docket in the county the property is located in order to see how much time is left on the Foreclosure, so that you can rent the property out during that time.

*We will have a separate update for Non-Judicial States.

CHECKLIST WHEN BUYING PROPERTY FROM BANKRUPTCY

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STATE COURT/FORECLOSURE ISSUES

- Check foreclosure docket to see how much time may be left or if the mortgagee has even initiated a foreclosure lawsuit.
- You have to determine the status of the foreclosure. You may or may not be allowed to appear on behalf of the defendant or on behalf of yourself as you are not in the circuit court loop for notices.
 - **PRACTICE TIP: THE BANKRUPTCY COURT DOES NOT COMMUNICATE WITH THE FORECLOSURE COURT.**
(See slide 38)



CHECKLIST WHEN GETTING PROPERTY FROM A BANKRUPTCY TRUSTEE

PUBLIC RECORDS SEARCH

- Lien Search Issues - do a search of county's records to see if any IRS Liens have been filed.
- Do a "Dirty" Title Search.

CHECK OUT THE PROPERTY

- Determine if the property is worth bidding on
- Go see the property.
- Check to see if a tenant or homeowner is in the property.
 - If HOMEOWNER, see if they will cooperate – ask if you can help.
 - If TENANT – find out whether they will stay if you buy the property.

CHECKLIST & PROBLEMS WHEN BUYING PROPERTY FROM BANKRUPTCY COURTS

- Check IRS liens as well.
- Check assessed value at County Records.
- Check property taxes due (the bankruptcy trustees usually DO NOT pay the property taxes).
- Check municipal liens.
- Open permits and illegal additions.
- Lis Pendens – pull foreclosure docket (we can show you how if you do not know how to do it).

CHECKLIST & PROBLEMS WHEN BUYING PROPERTY FROM BANKRUPTCY COURTS

- Check value with realtor or other search engines to get approximate value.
- Some of the issues we have had in the past are as follows:
 - Condo Associations (COA)
 - Some of the condo associations do not allow rentals.
 - Homeowners Associations (HOA)
 - Some of the homeowner associations do not allow rentals.
 - Rules and regulations of various associations
 - Some communities are "over 55" only communities, so you have to be careful.
 - Rental restrictions.
 - Lock out of common areas due to non payment to the Homeowner's Association (HOA) or the Condo Association (COA).
- Call the homeowners/condo association and find out their rules and regulations. If you cannot get a hold of anyone, most rule and regulations are recorded in their county recording system.

RACE NOTICE

- ❑ Most of the United States operates on what they call a “race notice” system.
- ❑ It is a race to the county recording office, to give notice to the world; a document has been recorded that effects a person or property.
- ❑ Under the race notice system, there has to be a place to record information about a person or a property and it is usually the county recording office.

OR BOOK AND PAGE

- ❑ “OR BOOK” means the official records book.
- ❑ “Page #” means the page number of the official records.

CEN 2009R0799385

OR Bk 27073 Pg 06451 (leg)

RECORDED 11/05/2009 08:28:22

HARVEY RUVIN, CLERK OF COURT

MIAMI-DADE COUNTY, FLORIDA

LAST PAGE

Book27073/Page645

PERSONAL PROPERTY

In the court system there are lots of other assets that are also sold, not just real property.

EXAMPLES OF PROPERTY AVAILABLE FROM BANKRUPTCY TRUSTEES

Sample of e-mail from bankruptcy trustee showing what Personal Property is being sold

Bushong, Lee Creighton & Sarah, 9:13-bk-08812:

2009 Chevrolet Tahoe, VIN#1GNFC13CX9R176020, approx. 74,000 miles

Lien with Ally Financial – payoff \$17,628.06 (provided on 1/7/14), per diem \$4.054

Bersa 22LR Fire Storm

Marlin/Glenfield 22, Model 60

Household Goods & Furnishings – Three bicycles, leather sofa, leather loveseat, master bed frame and dressers, GE Washer and dryer, GE microwave, GE Range, Side-by-side refrigerator, Four fishing rods and reels, GE Dishwasher

Location – Fort Myers, Fla.

YOU CAN ALSO GET GUNS, JEWELRY

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Examples

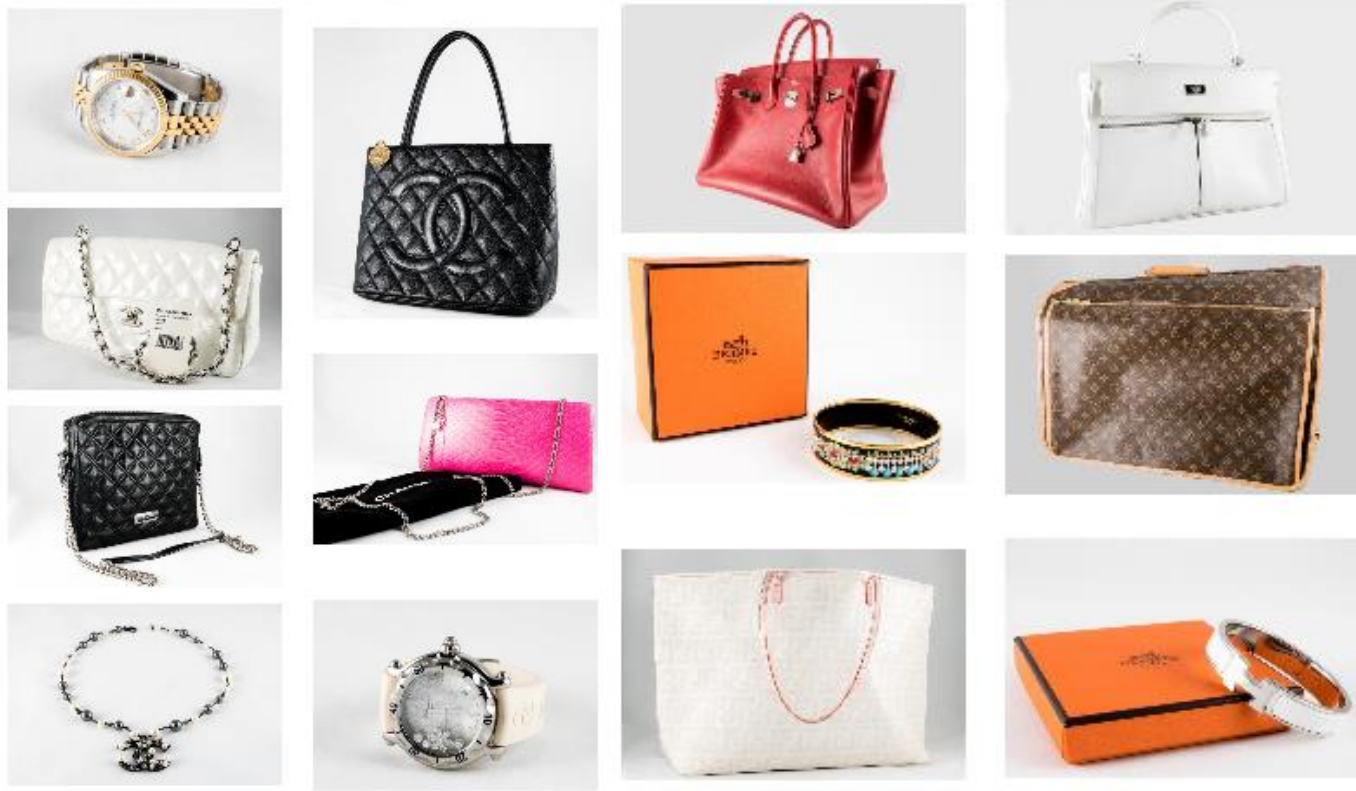
- **Jewelry** – 14K hoop earrings, 1.6 grams, 14K single hoop, 0.7 grams, 14K flat chain, 6.8 grams, 14K rope, 11.4 grams, 14K white gold chain with glass, approx. 2.9 grams, Mexico 925 silver pin, damaged, 14K white gold with woven heart, 11.6 grams.
- **Taurus Ultralite 38 special**
- **Charter Arms Bulldog Pug 44**
- **Hi Standard Duramatic 22**
- **Smith and Wesson Model 3913**
- **Marlin Model 60**

PARTIAL LISTING OF ASSETS THAT BECOME AVAILABLE IN BANKRUPTCY COURT

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- Hyster Fork lift
- Suzuki SUV
- Hyundai SUV
- Thousands of cars for sale
- Two boats and trailers
- Firearms and equipment
- Commercial property in California
- Trucks and trailers for sale
- Patent for sale
- Office furniture for sale
- Assets of shipping company
- Assets of internet-based data service provider
- Private golf course
- Promissory note and furniture and equipment for sale
- Harley Davidson motorcycle
- Liquor license for sale
- Biodiesel refinery
- Flatbed trailer
- Stocks
- Inventory pawnshop including pawn loans
- Annuity for sale
- Minority interest in music company
- Hospital and related assets
- Restaurant equipment
- Steel manufacturing business
- Intellectual property and royalty payments rights for sale
- Assets of a gold mining in exploration company
- Custom built motorcycle
- Kenworth truck
- Assets of ink manufacturing company
- Ambulance
- Paintings
- Kubota tractor
- Segways
- Membership in Dallas country club
- Golf stimulator, golf inventory and supplies
- Artwork
- Campers
- Time share
- Oil and gas and royalty interest in Texas
- Kawasaki ATV
- Assets of model train store
- Barges and related equipment
- John Deere tractors
- Industrial property and land
- Judgments
- Collectible guitars

US BANKRUPTCY COURT SELLING LUXURY ACCESSORIES IN ONLINE AUCTION



TESTIMONIAL



SECRETS OF SUCCESS IN THIS BUSINESS

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- Do not wait until you think you know it all to get started. None of us know it all.
- Do not fall in love with any property and don't fall in love with every deal.
- You will pay for education, either by the mistakes you make as you go through the process, or ahead of time by getting a quality mentor.
- Remember that in real estate investing you are in the problem solving business. Find out what your seller needs and then craft a solution to their problem.
- Don't think you can buy any and all the properties sent to you. The bankruptcy trustees will be sending you all types of properties, only choose what you can handle.
- Don't get greedy. There are more than enough real estate deals out there for all of us and everyone can win!

ACQUIRING A PROPERTY

- Once you have acquired the property, make sure to change the locks.
- If you are in Foreclosure State, you need to monitor it regularly to make sure that you get notice of the foreclosure.
- You may consider putting a Notice of Appearance so that you receive notices.
- In a Non-Judicial State, monitor the Notice of Delinquency. You may potentially work with the bankruptcy trustee that is selling the property on behalf of the bank.

PRACTICE TIPS

- Become friends with local realtors in the area you have bought property, so that you can get information about prices and values.
 - Many times brokers have buyers for that area so you can flip the properties or rent the properties out as quickly as possible.
- Try to establish a relationship with other bidders so they do not bid up the prices (*divide up the properties*).

WHAT “*IN REM*” MEANS

- That the lender can only go after the property and not the person, after bankruptcy.
- Mortgages and property taxes and liens travel with the land.
- Latin for “*In the thing itself.*”

WHAT “*IN PERSONAM*” MEANS

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- Personal jurisdiction or liability.
- Note travels with the person.
- Latin word meaning “*directed toward a particular person.*”

WHY PROPERTY AFTER BANKRUPTCY MAY BE BETTER THAN BEFORE BANKRUPTCY

For Sellers:

- No Deficiency to Debtor
- No 1099 to Debtor

For Buyers:

- No haggling for deficiency or release of lien
- No Claw Back provisions by bankruptcy trustee

PRACTICE TIP:

- All bankruptcy cases are fact dependent. Based on a very similar fact situation can mean different results for the investors.

SOUND TOO COMPLICATED?

We have a “done for you” program

Please call our office at (954) 586-6000 To set-up a phone appointment at no charge to go over the packages available

ALL PRICES AND PACKAGES ARE SUBJECT TO CHANGE

NEED FINANCING OPTIONS?

If you have a deal that you do not know how to finance, please send us the details and we will see if we can Recommend you to the right lender.

Please note that if it is a complicated deal there may be a charge for showing you how to put the package together.

AVAILABLE TO ALL STUDENTS

Credit Lines of \$50,000-\$150,000 Interest Free 12-18 Months (Minimum 650 FICO Required, No open collections, liens, judgments, and no bankruptcy still showing).

We will Do the introduction to the companies that do this. Bankruptcy court secrets may be compensated by them if you do get a credit line because of the referral.

BUSINESS LINE OF CREDIT

Up to \$150,000 per Business

No Upfront Fees!

0% Interest for 6-13 Months

Lines do not report to Personal Credit Bureaus

Stated Income/No Docs Required

Unsecured/No Collateral

No Industry Restrictions

Funding in as little as 15 days!

For further inquiries, please contact Patricia by phone at (954) 586-6000 or by email at patricia@mannysingh.com

Buy Fix Flip – Revolving Line of Credit
Financing for Investors / 8% Rate / Up to 70% LTV
Loan Amount from \$500,000 to \$5 million

Financial Solutions
 For Residential Real Estate Investors
 Rates Starting at 8.00% for Portfolio Loans



This product is designed for investors looking to increase their buying powers, as well as investors leveraging their cash which would allow them to purchase more properties at more competitive terms that would result in a higher profit margin.

Intended Uses	Acquisition Financing	Acquisition Financing
Collateral	SFR, 1-4 Unit, and Condo. \$50k value minimum	SFR, 1-4 Unit, and Condo. \$50k value minimum
Interest Rate	9.95%	Starting at 8.0%
Advance Rate	Lesser of 70%LTC/70%LTV	Lesser of 80%LTC/70%LTV
Term	12 Months	12 - 18 Months
Revolver	No	Yes
Loan Amount	\$500k to \$5M	\$3M to \$50M
Time to Close	3 – 4 Weeks	3 – 4 Weeks

Finance Your Rental Portfolio
 5% Rate Up to 75% LTV
 Up to \$100 Million



Low Rates 5.5%
 Up to 75% of Value

Term Loans	
Intended Uses	Financing Rented, Stabilized Portfolios (5 property minimum)
Collateral	SFR, 1-4 Unit, and Condo. \$50k value minimum
Interest Rate	Starting at 5.5%
Advance Rate	Up to 75% of Value
Term	5 or 10 Years
Loan Amount	\$500k to \$100 Million
Time to Close	4 – 6 Weeks

Program Details:

Thank you for your interest in the loan. This product is designed for investors looking to increase their buying power, as well as leveraging their cash which would allow them to purchase more properties at more competitive terms that would result in a higher profit margin. You can contact Patricia at (954) 586-6000 with any questions you may have.

Please keep in mind that under this loan you are only charged the interest for the money you draw down, and only for the amount of time you keep the loan. You can pay off the loan anytime with no exit fees or prepayment penalties. Therefore, even though your interest rate is 9.95%, your effective interest rate can be a lot lower based on how long you keep the loan for. The 1% draw down fee is only charged at the time you are using the line of credit, and is based off the draw amount per each transaction. Also, please note that this is not a hard money loan, and the line of credit will be recorded against the prospective property you will buy using the LOC, and not against any assets you currently own.

In order to get the underwriting process started, the loan company would need the following documentation:

- Executed Credit Authorization for all Guarantors (will be provided).
- Last 2 years of complete Personal Tax Returns for each Guarantor (including all schedules).
- Last 2 years of complete Business Tax Returns (including all schedules).
- Real estate schedule of all owned personal and investment properties including market value, gross rents, loan amounts, monthly obligations and net income for each, as applicable.
- Flip History Schedule detailing all past and pending purchases and sales for the last 18 months including purchase price, sales costs, rehab costs and net profit (will be provided).
- Resume and Biography on all Guarantors.
- Personal and Business Bank/Account statements for the past 3 months supporting stated liquidity.
- Corporate Docs.
- \$1,000.00 good faith deposit check due upon application (will be applied to your admin fee, fully refundable if not qualified).

*Additional documents may be required upon underwriting review.

Please note that it would take about two weeks from the time you provide the company with all of the above documentation to underwrite your file. Should you have any questions, please do not hesitate to contact the company at the number listed below.

Thank you!

6610 North University Drive, Suite 220, Fort Lauderdale, FL 33321
 Phone No.: (954) 586-6000

Please Complete & Return

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YOUR INFORMATION		YOUR PARTNERS INFORMATION											
Name:		Name:											
Address:		Address:											
City:	State: Zip:	City:	State: Zip:										
Cell Phone No.:		Cell Phone No.:											
E-Mail:		E-Mail:											
FINANCING AVAILABLE													
UNSECURED PERSONAL LINE OF CREDIT	<ul style="list-style-type: none"> Up to \$250,000.00 per borrower \$0 upfront fees No required asset documentation No required income documentation No collateral required 0% interest for 6-24 months No prior business operator experience needed 												
	<input type="checkbox"/> Please check if interested												
UNSECURED BUSINESS LINE OF CREDIT	<ul style="list-style-type: none"> Up to \$150,000.00 per business No upfront fees! 0% interest for 6-13 months Lines do not report to personal credit bureaus Stated income/No documents required Unsecured/No collateral No industry restrictions Funding in as little as 15 days after approval 												
	<input type="checkbox"/> Please check if interested												
SECURED BLANKET LINE OF CREDIT	Designed for investors that have done and do more than 5 deals per year. Requirements for this type of loan are very stringent. Once approved you will have the ability to get up to 100% financing to buy property.												
	<input type="checkbox"/> Please check if interested												
REVOLVING LINE OF CREDIT	Designed for investors to increase their buying powers, as well as investors leveraging their cash, which would allow you to purchase more properties at more competitive terms that would result in a high profit margin.												
	<input type="checkbox"/> Please check if interested												
CUSTOM FINANCING	Customized loans whether you want to acquire, build, develop or refinance your commercial property or business.												
	<input type="checkbox"/> Please check if interested												
<table border="1"> <thead> <tr> <th>How is your Credit</th> <th>Excellent</th> <th>Good</th> <th>Average</th> <th>Poor</th> </tr> </thead> <tbody> <tr> <td colspan="5">By completing this form you are given Bankruptcy Court Secrets Authorization to contact you by email.</td> </tr> </tbody> </table>				How is your Credit	Excellent	Good	Average	Poor	By completing this form you are given Bankruptcy Court Secrets Authorization to contact you by email.				
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BANKRUPTCY
COURT SECRETS

(954) 586-6000

www.BankruptcyCourtSecrets.com

DISCLAIMER: Please note that Bankruptcy Court Secrets is not a mortgage broker and does not fund these deals. Third parties fund these deals. We are merely referring you to other parties

DO YOU HAVE A DEAL YOU ARE UNABLE TO ACHIEVE ON YOUR OWN?

Please let us know. We may be able to help structure the deal, get it financed, and/or introduce you to other students who may do a joint venture with you.

Disclaimer: If you are introduced to another student, it is advised that you consult with a legal professional before you sign any agreements as we are not legally representing you.

DO YOU HAVE A DEAL YOU WOULD LIKE US TO REVIEW?

PLEASE PROVIDE US THE FOLLOWING:

- Schedule A,
- Schedule C,
- Schedule D,
- Statement of Financial Affairs,
- Statement of Intentions (chapter 7 only),
- Chapter 13 Plan,
- Any Lawsuits in Foreclosure States,
- Any Lawsuits in Non-Foreclosure States,
- Notice of Delinquency.

Please note there is a charge for reviewing a file.

PRACTICE TIPS

- The information being provided applies anywhere in the United States.
- Get an easy phone number or vanity phone number for yourself.
- Get an easy email.
- Get simple websites and landing page for your company.
- Get a simple business card that does not have a slick back (so you are able to write on it).
- Get a Google phone if you do not want to give out your personal phone number.
- Handwrite your cell phone number or other phone number on the back of the business card if you would like to (this shows respect to the people).
- Buy the smaller properties from your self directed IRA.
- Use Craigslist to find people to look at the property even if it is in your city and you do not have the time.
- Virtual assistance is available as well.

COURSE DOES NOT PROVIDE ANY INFORMATION ABOUT ASSET PROTECTION AND CORPORATE ENTITIES

If you are interested, we have asset protection kits available. It is part of the advance course at no charge.

If you would like this course, call us for a discounted price!



ADVANCED ASSET PROTECTION PROGRAM

The Advanced Asset Protection Program

~~\$5995~~ \$2995

Special Event
Pricing Only!



PLUS!
Tuition to 3-Day
Asset Protection
Summit for You
and a Guest

The Advanced Asset Protection Program was created decades ago by "The Father of Asset Protection", Attorney Jay W. Mitton, MBA, JD. This program is designed to save you thousands of dollars on legal fees by forming your own Corporations, LLCs, Family Limited Partnerships, and Estate Planning documents. The textbook and training DVDs break the complexities of legal entity structuring into easy-to-understand concepts. Over the past decade, this unique home-study program has been updated annually to include cutting-edge strategies on asset protection, estate planning, and income tax reduction strategies. Legal forms have been specially drafted by many of the best asset protection attorneys in the nation.

ASSET PROTECTION HOME-STUDY PROGRAM INCLUDES:

- **The Asset Protection Handbook** - A comprehensive textbook on the principles of asset protection including 18 unique case studies and diagrams with an entire chapter devoted to frequently asked questions.
- Complete Legal Forms (and software) you can use to create Family Limited Partnerships, LLC's, Corporations, and several types of Trusts. (PC or Mac Compatible)
- 10 Minute Quickstart DVD with Checklists and Step-by-Step Instructions.
- Complete DVD Instructional Library.
- Personal Legal Binder - A professional look for your completed legal forms storage.
- **Special Report CD:** by attorney Jay W. Mitton giving a 45-minute overview of the program.
- **The Hidden Weapon of Lawsuit Protection** - A unique letter drafted to the plaintiff's attorney who sues you ... Available only through this package.

BONUS GIFTS:

- Tuition to 3-Day Asset Protection Summit for you and a guest.
- Access for a vast library of recorded webinars and online videos for 12 full months.
- Unlimited Hotline Support to assist you in understanding in implementing your program.

Available at www.jaywmitton.com for \$5,995.00

Asset Protection • Wealth Creation

AssetFoundation.com



ADVANCED ASSET PROTECTION PROGRAM

USE THIS PACKAGE TO CREATE YOUR OWN:

ASSET PROTECTION

FAMILY LIMITED PARTNERSHIPS, INCLUDES:

- Certificate of Limited Partnership (Sample)
- Asset Protection Limited Partnership Agreement
- Schedule A - List of Assets
- Sample Funding Letters to Banks & Brokerage Companies
- Quit Claim Deed
- Designation of Successor in Interest

LIMITED LIABILITY COMPANIES (4 Types)

- Single-Member, Member-Managed LLCs
- Single-Member, Manager-Managed LLCs
- Multi-Member, Member-Managed LLCs
- Multi-Member, Manager-Managed LLCs

LAND TRUSTS

- Land Trust Agreement
- Assignment of Beneficial Interest

OTHER ASSET PROTECTION DOCUMENTS

- Commercial Lease Agreement
- Residential Lease Agreement
- Physician Arbitration Agreement
- Equipment Lease Agreement

INCOME TAX REDUCTION

CORPORATIONS (3 Types)

- C-Corporations
- S-Corporations
- Professional Corporation
- Sample Articles of Incorporation
- By-Laws and Organizational Minutes
- 18 Sample Resolutions

CHARITABLE REMAINDER UNITRUSTS (4 Types)

- CRT - One Life
- CRT - Two Lives, Consecutive Interest
- CRT - Two Lives - Concurrent/Consecutive Interest
- CRT - Term of Years

ESTATE PLANNING

REVOCABLE LIVING TRUSTS (4 Types)

- Married Couple - Equal Distribution to all Beneficiaries
- Married Couple - Unequal Distribution to all Beneficiaries
- Single Person - Equal Distribution to all Beneficiaries
- Single Person - Unequal Distribution to all Beneficiaries

IRREVOCABLE LIFE INSURANCE TRUSTS

OTHER ESTATE PLANNING DOCUMENTS

- Last Will & Testament
- Durable Power of Attorney
- Living Will
- Special Instructions at Death
- Property Management Agreement
- Quit Claim Deed
- List of Assets (Trust Amendment)
- Personal Property List (Trust Amendment)
- Sample Funding Letters

Asset Protection • Wealth Creation

AssetFoundation.com

America's Premier Asset Protection & Wealth Creation Summit

A LIFETIME TO ACCUMULATE Asset Protection Summit 3-DAYS TO PROTECT

America's Best Asset Protection Attorneys and Instructors in One 3-Day Class



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Nationally recognized Asset
Protection Attorney & RE Investor



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Expert Trainer on Asset Protection,
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Author, Tax Attorney



Robert J. Bluhm, JD
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Asset Protection Attorney



Jill Banner
Self-Directed Investing
IRA, 401(k)s, HSAs, 529s



Jordan Goodman
America's Money Answers Man
Author, Spokesman, Talk Show Host



Michael Bowman, JD
Corporate Compliance &
Asset Protection Attorney



Joey Miller
Financial Strategist,
Stock Market Investor, Trainer



Harold Goldman
Tax-Free Retirement Planning
Spokesman, Investor



Manny Singh, JD
Bankruptcy Attorney
Real Estate Investor



Aaron Adams
Millionaire Real Estate Investor
Spokesman, Author, Trainer



Don Pendleton
Asset Protection Advisor
Author, Trainer

Note: Although the core content for the 3-Day Summit is constant, not every speaker shown is guaranteed to attend each event. Final itineraries are posted 3-4 weeks before each event on the Company's website; each Summit traditionally hosts 8-12 different speakers & topics.

MEET PRIVATELY WITH AN ASSET PROTECTION-TRAINED ATTORNEY

You are invited to meet with the nation's top attorneys and trainers at the Asset Protection & Wealth Creation Summit. This workshop is designed to teach you cutting-edge strategies for linking wealth creation and lawsuit protection with the latest income tax and estate planning laws. This life-changing class will assist you in creating and maintaining an Asset Protection Plan. One-on-one consultations with professionals and attorneys will be available.

LEARN HOW TO:

- Understand and implement your Customized Asset Protection Plan
- Manage your own entities such as Corporations, LPs, LLCs, and Living Trusts
- Lower your Income Taxes in 2016
- Protect your assets from lawsuits, liens, and malpractice claims
- Reduce or eliminate estate taxes and probate fees
- Understand the new tax laws including ObamaCare



Mark Your 2016 Calendar

- ✓ Jan 25-27 Houston, TX
- ✓ Mar 21-23 San Diego, CA
- ✓ June 6-8 Orlando, FL
- ✓ Sept 12-14 Denver, CO
- ✓ Oct 10-12 New York, NY
- ✓ Nov 14-16 Las Vegas, NV



Call us at 800-276-1430 to Enroll or Visit www.AssetProtectionAcademy.com

America's Premier Asset Protection & Wealth Creation Summit

A LIFETIME TO ACCUMULATE Asset Protection Summit 3-DAYS TO PROTECT

Here's what other students said about attending the 3-Day Summit:

- "After owning a business for over 20 years, I now understand how to protect myself, business, and partners against financial and legal ruin. This Summit gave me the tools to help myself and my family protect the legacy we have built. Amazing, top notch information and people." (Jen P.)
- "By far, this was the best planned and implemented seminar I have ever attended! I am very impressed with the enthusiasm, knowledge, teaching skills and passion of the speakers. I learned way more than I had expected!" (Kenneth V., Waterville, ME)
- "You had so many golden nuggets in the material you provided and I can apply immediately. All the presenters were simply wonderful, lots of fun, and extremely informative." (Krystine R., Coventry, CT)
- "The summit was incredibly helpful in learning ways to place assets and protect them from lawsuits, probate and taxes. I will be implementing what I learned over the next few months." (Emily B. H. Hingham, MN)
- "My husband and I have tried to complete a Living Trust ever since last summer. We sat down with an attorney at the summit and within a half hour all our question were answered and the paperwork was done! Such a relief!" (Debbi L., Canby, OR)
- "Knowledge and education filled the event. The content provided in the session will be helpful for all the individuals, entrepreneurs and families who want to get control over their wealth and sleep soundly at night." (Robert Z., Cornelius, NC)



3-DAY ASSET PROTECTION REGISTRATION FORM

Name _____ Email _____
Address _____ City _____ State _____ Zip _____
Home Phone _____ Cell Phone _____
Tuition of \$995 has been reduced to \$199 per person because of your relationship with one of our Preferred Strategic Partners — if you Register Today!
Credit Card Number _____ Exp _____ / _____ CVV Code _____

Which event would you prefer to attend:

- ☐ Houston, TX (Jan 25-27) ☐ Denver, CO (Sept 12-14)
☐ San Diego, CA (Mar 21-23) ☐ New York, NY (Oct 10-12)
☐ Orlando, FL (June 6-8) ☐ Las Vegas, NV (Nov 14-16)

Call us at 800-276-1430 to Enroll or Visit www.AssetProtectionAcademy.com
Mention Offer Code: _____

WARNING

**PLEASE DO NOT SPEND TOO MUCH MONEY
ON PREPARATION TO BUY PROPERTY BEFORE
YOU START TO ACCUMULATE THE ASSETS.**

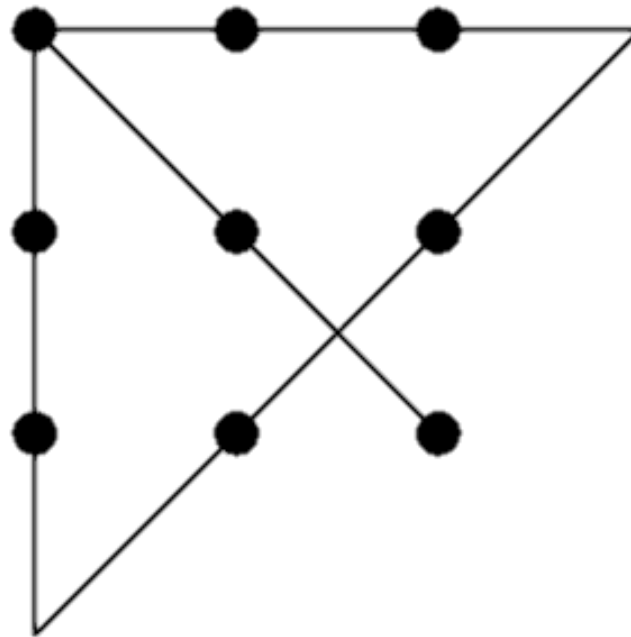
**YOUR GOAL SHOULD BE IS AS YOU ARE
ACCUMULATING THE ASSETS DO THE ASSET
PROTECTION RATHER THAN FORMING
ENTITIES WITHOUT HAVING ANYTHING TO PUT
INTO THEM.**

THINKING OUTSIDE THE BOX SOLUTIONS

SOLUTION FOR EXERCISE #1

THINKING OUTSIDE THE BOX

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The solution is quite simple.

Go beyond the boundaries to link all dots in 4 straight lines.

SOLUTION FOR EXERCISE #2

THINKING OUTSIDE THE BOX

This is a moral/ethical dilemma.

1. You could pick up the old lady, because she is going to die, and thus you should save her first.
2. Or you could take the old friend because he once saved your life, and this would be the perfect chance to pay him back.
3. However, you may never be able to find your perfect mate again.

The solution is to give the car keys to your old friend and let him take the lady to the hospital. Then you stay behind and wait for the bus with the partner of your dreams.

Sometimes, we gain more if we are able to give up our stubborn thought limitations.

Never forget to “Think Outside of the Box”.

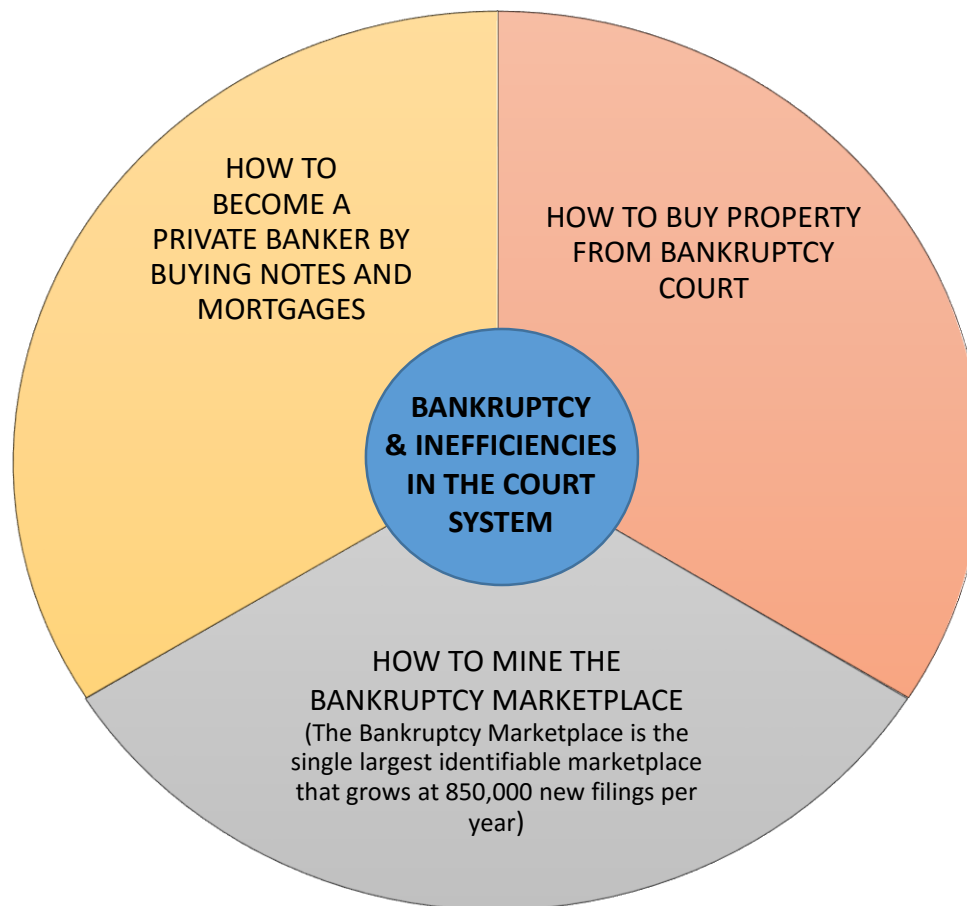
**CALL THE OFFICE AT
(954) 586-500 TO LEARN
MORE ABOUT OUR
ADVANCED COACHING
MODULES AVAILABLE
FOR PURCHASE**

WHAT TO DO NEXT

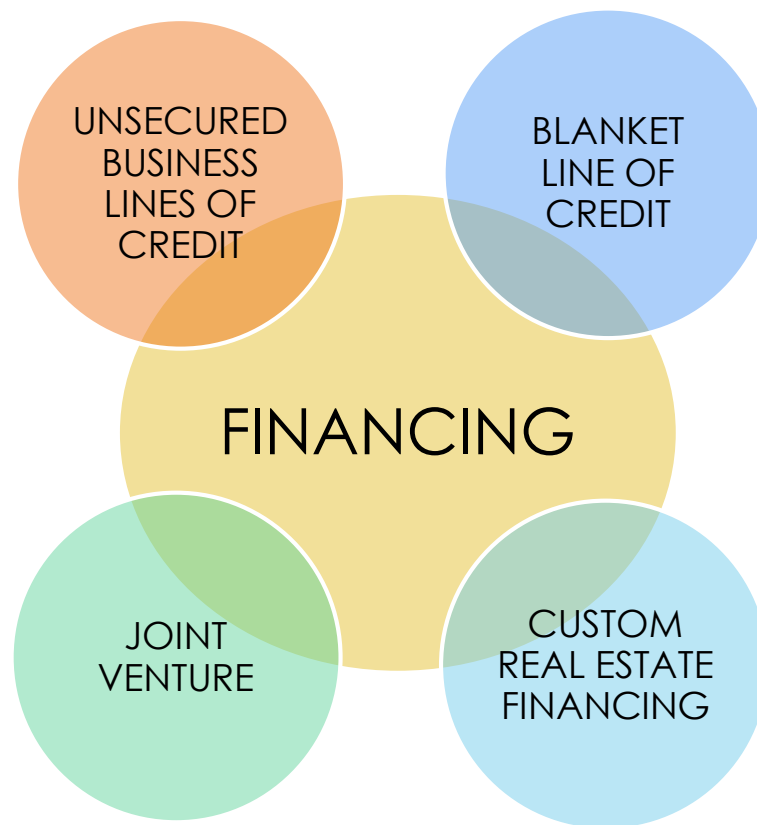
- CONTACT TRUSTEE (See sample letter to trustee)
- FIND OUT THEIR PREFERENCES
- ATTEND 341 MEETING
- BEGIN USING PACER
- FIND OUT WHERE THEY LIST THE PROPERTIES THEY ARE SELLING
- MAKE OFFERS TO THEM AFTER YOU DO YOUR DUE DILIGENCE

EDUCATION

In education we teach how to:

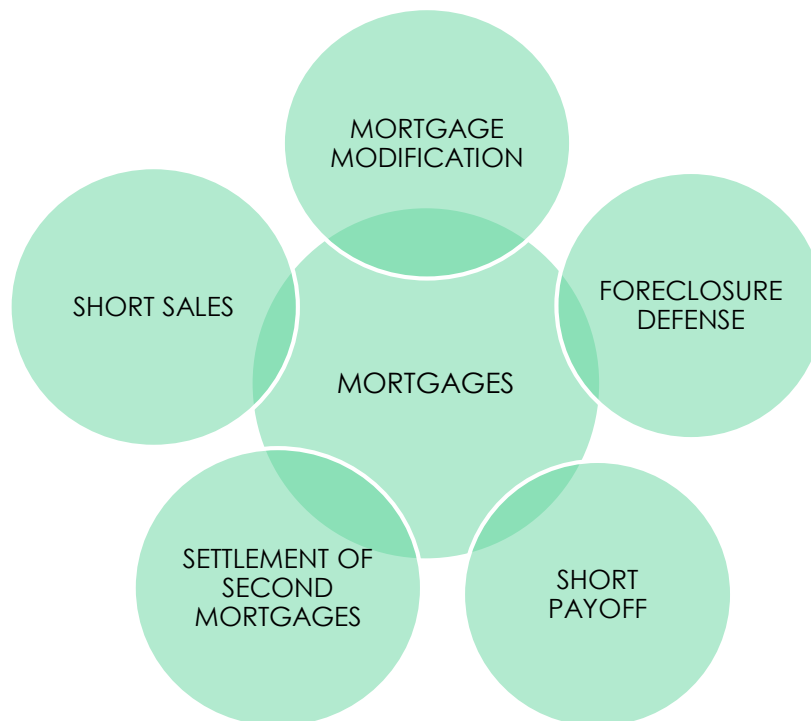
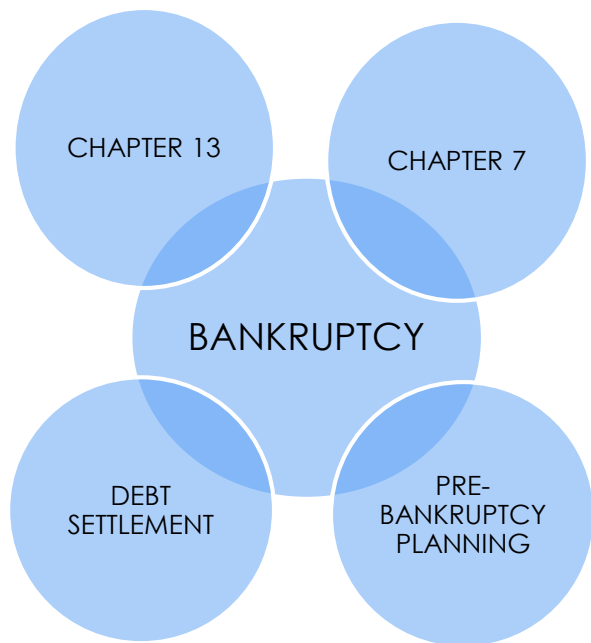


FINANCING HELP



DISCLAIMER: BCS is a referral party and does not refer any transactions that are owner occupied homes. BCS is also not a direct lender, lender, or mortgage broker. BCS is a referring agent for these services to lenders on the education.

WHAT WE DO AT OUR LAW FIRM

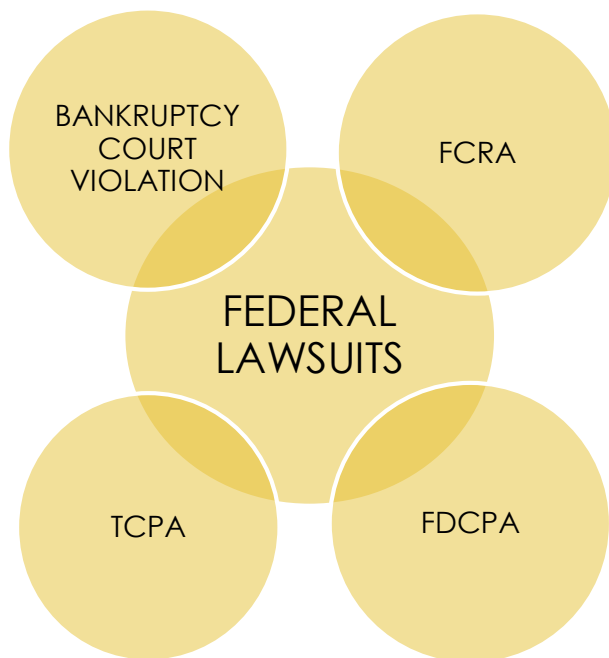


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Manny Singh is licensed in Florida only as an attorney.

JT Singh is licensed in Florida, New York, New Jersey, and Colorado.

WHAT WE DO AT OUR LAW FIRM (continued)



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GROUP COACHING COURSES

STARTING AT \$2,997

and

ONE-ON-ONE COACHING COURSES

STARTING AT \$4,997

and/or

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IN A SEPARATE COURSE STARTING AT
ABOUT \$2,997**



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CALL OUR OFFICE AT
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FOR ANY SPECIAL OFFERS

FOR PURCHASERS OF SELF-STUDY COURSE ONLY



**THANK YOU FOR
TAKING THIS
PROGRAM!**