The Brighter Days Association, Inc.

Foreclosure
Intervention and
Default Counseling
Intake Packet

The Brighter Days Association, Inc.

Dear Homeowner,

Congratulations for taking that tough first step and contacting The Brighter Days Association, Inc. about your mortgage. We understand how hard that can be and promise to work as hard as you do to find a resolution to your situation. To assist us in providing you with the most effective and efficient service, please complete the attached worksheets in its entirety. If there are questions or information you don't understand, please call: 404.767-2319. You will find there is an emphasis on being truthful. We can't help with a resolution unless we have a complete and accurate picture of your situation. A plan based upon only part of your information is certain to fail. In order to begin the process we have created an action plan below. This action plan requires specific documents you will need to locate and provide copies of in addition to the enclosed documents:

PLEASE PROVIDE US WITH COPIES OF ALL REQUIRED DOCUMENTS LISTED BELOW, AS OUR POLICY DOES NOT ALLOW US TO MAKE COPIES FOR YOU!		
Copy of your original mortgage	Copy of your original note	
Copy of original HUD 1 Settlement Statement	Truth in Lending (TIL)	
Loan application or Form 1003	Any correspondence from the mortgage company	
	or its attorney, even if it's unopened	
Any documentation from the courts		
The state of the s	One Month pay stubs for all employment	
last three months of all bank statements	True forms of Identification (One with Dheta)	
(Internet printouts are not acceptable)	Two forms of Identification (One with Photo) Most recent bills and statements for all expenses	
☐ Hardship Letter ☐ Two year's tax returns and W2's (signed/dated)	Credit Report Authorization signature	
Authorization for Release of Information- signature	Client/Counselor Contract- signature	
Privacy Policy- signature	No Steering/Counseling Agreement signature	
Please ensure that all copies are legible. Once you provide u	us with the above documents, a counselor will review	
your information and contact you. If documents are missing, assistance will be delayed and documents will be returned. Many other families are in the same position as you and the demand for our services is high. Due to the high demand our office will not accept walk-in appointments or drop-offs of applications or documents.		
You can reach us at 404-767-2319 . Please allow up to 7 days for someone to contact you after you have submitted all the needed information. Cases are triaged, assigned a level of priority; therefore we appreciate your patience and limited phone calls. For additional information and resources, please carefully review the enclosed "Foreclosure Intervention and Default Counseling Helpful Tips" and "Foreclosure Intervention and Default Counseling Expectations."		
THIS PACKET IS DUE BACK WITHIN 10 DAYS OR BY	·	
*Please Note: Children are not permitted in any counseling session.		
Sincerely,		
The Brighter Days Association, Inc.		

1626 Virginia Avenue . College Park, Georgia . Phone: (404) 767-2319 . Fax: (404) 602-0035

as a resource and is based solely on the experiences of the agency's counselors and training. This form is to be completed only for the purpose

The Brighter Days Association, Inc. and its employees are NOT attorneys. The information provided in this document is to be used

of providing Foreclosure Intervention & Default Counseling.

Intake Submission and Action Plan

INTAKE SUBMISSION VERIFICATION

Please	verify that you have submitted the following items by checking the box:
	Attended Foreclosure Workshop.
	Completed the Client Intake Form
	Completed the Family Budget Form
	Completed the Hardship Affidavit
	Signed and Dated the Authorization Form
	Completed the Credit Report Order Form
	Signed the Counselor/Client Agreement
Please	verify that you have provided one copy of all the documents below:
	Copies of mortgage coupons or billings
	Correspondence from the servicer or attorney
	Copies of pay stubs
	Last year's tax returns
	Copies of last two months bank statements
	Copies of latest utility bills, credit card statements, car loan statements, student loan statements or other consumer debt statements
INTAK	E ACTION PLAN (DEVELOPED WITH COUNSELOR)
	se Income: Get a steady primary job
	Get part time job(s)
	Rent out a room
	Reduce withholdings on W-4 form (check with the IRS at www.irs.gov or call them for publications 505 and 919)
	Get any garnishment(s) reduced, if applicable
	·

INTAKE	E ACTION PLAN (CONTINUED)
Lower	Expenses Get on an average payment plan for utility bills
	Energy audit
	Modify insurance policies, (increase deductibles, reduce coverage, use same company for all insurance)
	Contactfor utility assistance
	Contactfor emergency assistance
	Contactfor food assistance
	Negotiate lower payments on car loan
	Negotiate lower payments on credit cards
	Reduce phone costs
	Reduce
	Reduce
	Reduce
Increa:	sing Funds to Reduce Delinquency Sell assets
	Get help from family or friends
	Get help from place of worship
	Borrow from or use hardship exception on 401(k)
	erify that I/we have completed the items listed above, provided all necessary documents as ted and have met with a foreclosure counselor to complete this Intake Action Plan.
Homeo	owner Date
Homeo	owner Date



BPM FORECLOSURE INTERVENTION AND DEFAULT COUNSELING HELPFUL TIPS

- If you are less than three months past due on your mortgage payment, it is likely that you are speaking with the Collections Department. Their goal is to collect the payment not to provide modification or foreclosure intervention assistance.
- Most lenders will move all mortgage loans with three or more missed mortgage payments to the Loss Mitigation Department. This department will collect financial information from the customer to determine what alternative they may offer to the customer.
- Things you should consider if you are seeking assistance in reducing your interest rate in order to reduce your mortgage payment.
- The servicer wants a good faith payment upfront. It becomes more difficult to approve a loan modification or any other type of retention assistance if you have no money to pay upfront. "If the reason you stop making your mortgage payments is because your mortgage payments increase by \$400.00 monthly you should have at least the previous mortgage payment saved before the increase."
- Your budget is the "make or break" deal. You must be willing to create a crisis budget and reduce spending if you truly want to keep your house. The servicer/lender will usually provide assistance to customers that are no more than 10-15% over their net monthly income.
- Foreclosure Intervention Counseling works best when you:
- o Provide copies of all the needed documents AS SOON AS POSSIBLE
- o Limit the number of telephone calls made to the Counselor
- o Are able to take ownership of the situation and be realistic about the available options
- o Ask questions and ensure you understand the process and available options
- Our agency makes an assessment of each case and determines its urgency.
- o Level 1 Customer has a scheduled sale date for the courts to sale the house
- Counseling appointments* typically are schedule within 7 days if the client provides all documents prior to the appointment.
- o **Level 2** Customer has been served a Lis Pendens
- The client has 20 days from the date served to file a response to the Lis Pendens (complaint). Our agency DOES NOT write response letters. Your response is to the courts in regards to what the lender is filing a complaint. It may delay the scheduling of the court date but it usually will not stop the foreclosure process.
- Counseling appointments* are scheduled after all requested documents are provided and typically within 10-20 days depending on the counselor's schedule.
- o Level 3 3 -6 months of missed payments without being served a Lis Pendens
- Counseling appointments* are schedule after all requested documents are provided and typically within one month depending on the counselor's schedule.
- Level 4- Less than three months of missed payments
- Counseling appointments* are scheduled after all requested documents are provided and typically within one month depending on the counselor's schedule.

*Please Note: Children are not permitted in any counseling session.

Document Tip Sheet

Document	Explanation
Client/Counselor Agreement	Outlines the responsibilities of the counselor and the client. Expectation of client honesty Policy for when you are late or don't attend appointments Outlines expectations about providing necessary documents Sets expectations of required follow-up work or action plan items Assurance of confidentiality on the part of the counselor Informs you that there are no certain outcomes
Release of Info and Authorization Form	Allows counseling agency to: Receive information from other sources about your loan Submit data about your case into a data collection system Pull your credit report Share information with the mortgage company Share non-identifying information with funders
Intake Application	Gathers the necessary information to assist in foreclosure intervention including: Homeowner contact information Homeowner contact with the servicer Mortgage information Insurance taxes and home owner association dues information Property information
Income and Expenses Worksheet	Provides necessary information to the counseling agency to help you develop the best foreclosure intervention plan for you. • This Worksheet must be completed in full. If there is incomplete information, your appointment will be postponed until the information is complete
Hardship Affidavit	 Describes your hardship to the mortgage company. Includes: Matter of fact description of what caused your default Overview of your financial situation Actions you have taken Be certain to avoid blaming others for the default. Be short and to the point. Keep in mind this is a business decision for your mortgage company.

Client/Counselor Agreement

<u>The Brighter Days Association, Inc.</u> and its counselors agree to provide the following services:

Development of a spending plan

Analysis of the mortgage default, including the amount and cause of default

Presentation and explanation of reasonable options available to the homeowner

Assistance communicating with the mortgage servicer and other creditors

Timely completion of promised action

Explanation of collection and foreclosure process

Identification of assistance resources

Referrals to needed resources

Confidentiality, honesty, respect and professionalism in all services

I/We,	agree to the following terms of service:		
I/We will always provide honest and complete information verbally or in writing.	ation to my/our counselor, whether		
I/We will provide all necessary documentation and fol requested.	low-up information within the timeframe		
I/We will be on time for appointments and understand the appointment will still end at the scheduled time.	d that if we are late for an appointment,		
I/We will call within 6 hours of a scheduled appointme appointment.	ent if I/we will be unable to attend an		
I/We will contact the counselor about any changes in our situation immediately. I/We understand that breaking this agreement may cause the counseling organization to sever its service assistance to me/us.			
Homeowner	Date		
Homeowner	Date		
Homeowner	Date		
Counselor	Date		
Counselor	Date		

Authorization

THIRD PARTY AUTHORIZATION FORM

- 1. I understand that <u>The Brighter Days Association</u>, <u>Inc.</u> provides foreclosure mitigation counseling after which I will receive a written action plan consisting of recommendations for handling my finances, possibly including referrals to other housing agencies as appropriate.
- 2. I understand that <u>The Brighter Days Association, Inc.</u> receives Congressional funds through the National Foreclosure Mitigation Counseling (NFMC) program and, as such, is required to share some of my personal information with NFMC program administrators or their agents for purposes of program monitoring, compliance and evaluation.
- 3. I give permission for NFMC program administrators and/or their agents to follow-up with me between now and June 30, 2011 for the purposes of program evaluation.
- 4. I acknowledge that I have received a copy of <u>The Brighter Days Association, Inc.'s</u> Privacy Policy.

THE FOLLOWING ARE OPTIONAL STATEMENTS THAT CAN BE INCLUDED IF APPLICABLE:

- 1. I may be referred to other housing services of the organization or another agency or agencies as appropriate that may be able to assist with particular concerns that have been identified. I understand that I am not obligated to use any of the services offered to me.
- 2. A counselor may answer questions and provide information, but not give legal advice. If I want legal advice, I will be referred for appropriate assistance.
- 3. I understand that <u>The Brighter Days Association, Inc.</u> provides information and education on numerous loan products and housing programs and I further understand that the housing counseling I receive from <u>The Brighter Days Association, Inc.</u> in no way obligates me to choose any of these particular loan products or housing programs.

Client's signature	Date

Privacy Policy

The Brighter Days Association, Inc. is committed to assuring the privacy of individuals and/or families who have contacted us for assistance. We realize that the concerns you bring to us are highly personal in nature. We assure you that all information shared both orally and in writing will be managed within legal and ethical considerations. Your "nonpublic personal information," such as your total debt information, income, living expenses and personal information concerning your financial circumstances, will be provided to creditors, program monitors, and others only with your authorization and signature on the Foreclosure Mitigation Counseling Agreement. We may also use anonymous aggregated case file information for the purpose of evaluating our services, gathering valuable research information and designing future programs.

Types of information that we gather about you

- Information we receive from you orally, on applications or other forms, such as your name, address, social security number, assets, and income;
- Information about your transactions with us, your creditors, or others, such as your account balance, payment history, parties to transactions and credit card usage; and
- Information we receive from a credit reporting agency, such as your credit history.

You may opt-out of certain disclosures

- 1. You have the opportunity to "opt-out" of disclosures of your nonpublic personal information to third parties (such as your creditors), that is, direct us not to make those disclosures.
- 2. If you choose to "opt-out", we will not be able to answer questions from your creditors. If at any time, you wish to change your decision with regard to your "opt-out", you may call us at (404) 767-2319 and do so.

Release of your information to third parties

So long as you have not opted-out, we may disclose some or all of the information that we collect, as described above, to your creditors or third parties where we have determined that it would be helpful to you, would aid us in counseling you, or is a requirement of grant awards which make our services possible.

We may also disclose any nonpublic personal information about you or former customers to anyone as permitted by law (e.g., if we are compelled by legal process).

Within the organization, we restrict access to nonpublic personal information about you to those employees who need to know that information to provide services to you. We maintain physical, electronic and procedural safeguards that comply with federal regulations to guard your nonpublic personal information.

INTAKE APPLICATION (PAGE 1)

withheld. We underst information to comple	tand to te this ly pro	I/We provided in this worksheet is correct he necessity for accurate and complete inform worksheet. We understand that deliberated by ide the counselor with the necessary inform.	rmation and we w y providing inacc	vill provide any needed urate information or an	
Homeowner (A) Signa	ature				
Homeowner (B) Signa	ature	 Date	Date		
		HOMEOWNER INFORMATION			
Information		Homeowner A	Hom	neowner B	
Name					
Birth date					
Social Security Num	ber				
Property Address					
Mailing Address					
Phone Number					
Email Address					
What caused you to contact us?				Have you had previous workouts? Yes No Dates and types of workouts:	
What caused your situation?				workouts.	
What steps have you already taken?					

INTAKE APPLICATION (PAGE 2)

MORTGAGE AND **P**ROPERTY INFORMATION

First Mortgage	Second Mortgage	Third Mortgage		
Payment \$	Payment <u>\$</u>	Payment <u>\$</u>		
Do you pay taxes and insurance with your payment? Yes No	Mortgage Company:	Mortgage Company:		
Do you pay your association fees with your payment? ☐ Yes ☐ No				
Mortgage Company:	Interest Rate?	Interest Rate?		
	Delinquent? \Box Yes \Box No	Delinquent? \Box Yes \Box No		
-	Months Delinquent:	Months Delinquent:		
Interest Rate? ARM	Amount Delinquent: \$	Amount Delinquent: \$		
Delinquent? ☐ Yes ☐ No				
Months Delinquent:				
Amount Delinquent: \$				
Delinquent on HOA payments?				
Has home been refinanced?				
Type of Property □ Single Family □ 2-4 Unit □ Townhouse □ Condo □ Cooperative □ Mobile Home □ Other				
Property Condition	Estimated Value? \$	_		
☐ Excellent ☐ Good	Source:			
	Listed? ☐ Yes ☐ No List Price <u>\$</u>			
☐ Fair ☐ Poor	Time on Market?	onths 🛘 3-6 months		
		months		
	'	·		
	Real Estate Agent:			
1626 Virginia Avenue . Col	Contact Info:			

SAMPLE INCOME AND EXPENSE WORKSHEET

Income Source	Homeowner A Amount	Full Time?	Homeowner B Amount	Full Time?	Income Totals
Employment 1					
Employment 2					
Employment 3					
Social Security					
Retirement					
Unemployment					
Child/Spousal Support					
Other Income Sources					
Other Income Source					
Totals					(

Total	ľ
ncome	
	١,

Expenses	Monthly Amount	Amount Delinquent	Willing to Reduce? Y/N
Mortgage Payment Totals			
Car Payment Totals			
Credit Card Payment Totals			
Student Loan Totals			
Other Loan Totals			
Insurance Totals			
Utilities Totals			
Child Care/ Child Support			
Food			
Transportation			
Medical			
Home Maintenance			
Education			
Personal (hair, clothes, entertainment)			
Donation Costs (including tithes)			
Other Costs			
Total Costs			

DEMOGRAPHICS WORKSHEET

This information is used by the funders of the program who make this free service available. It also helps eliminate discrimination. It will only be used in aggregate form and will not be used in such a way to publicly identify you. Providing this information is optional.

Race & Ethnicity Inform	ation		
Gender	Single Race: American Indian / Al Asian Black or African Ame Native Hawaiian or 0 White Undisclosed	erican	Multi Race: American Indian / Alaskan Native/White American Indian / Alaskan Native/Black Asian and White Black or African American/White Native Hawaiian /Other Pacific Islander/Black Other Mixed Race
Head of Household Single Female-headed single parent Male-headed single parent Married without dependents Married with dependents 2 or more unrelated adults Other		Number in House	shold
		Agency Use	e Only
	Area Median Income (AMI)	□ Less □ 50— □ 80—	

Sample Hardship Letter

Date: Some month, one day, this year

Re: Hardship Explanation
Borrowers: Annette and Ronald Moore

Loan Number: 684592729333

Property Address: 145 Glee Club Lane, Happyville, USA

We purchased our home five years ago and had never been late on our payments until the last four months. Ronald lost his job six months ago but has recently been hired by another firm at a similar wage. Annette has a health issue that prevents her from working at this time.

We are accustomed to paying our bills and it has been tough for us to accept that we were unable to meet our obligations. However, things have stabilized for us. We have been working with a local non-profit counselor to review our financial situation. We have reduced our expenses and made other adjustments. This lets us to be in a situation to return to making our payments, although we do not have the money to pay our overdue payments.

Our loan is a fixed rate loan and while the value on our property has decreased in the last two years, it is still above our loan amount. Given the significant drop in income the last six months we have been unable to save any money to put toward our delinquency. We are asking only for a modification that would allow us to add our delinquent payments to our loan balance so that we can begin to make our mortgage payments again.

Thank you in advance for your time and consideration in this matter.

Sincerely,

Ronald Moore

Annette Moore

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The proper	tyis	☐ Owner Occupied	☐ lexer	Occupied Vicant
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		ulty making my monthly payment beca	ise of francial diffi	culties created by icheck all that apply:
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must, high utilities on	rses have increased. Fo h medical or health ca r property raxes.	r example monthly montpage payment, is corp, uninquirid losses, increased	Try customers mo same street	es, including all liquid assets, see troufficient to maintain origage payment and cover basic living expenses at the
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Hardship Affidavit

Do not expand and use this form as the information with Making Home Affordable changes frequently. Go to the link below to access the hardship Affidavit.

https://www.hmpadmin.com/portal/docs/hampborrower/hardshipaffidavitint.pdf

Pre-Counseling: Intake Package Review Checklist

Intake Application Review

	reviewing the intake application for completion, the following items should be					
considered: Intake Application signed and dated						
	Intake Application signed and dated Homeowner Information section is completed with contact information					
	Reason for default and reason for call is completed					
	Homeowner contact with servicer complete					
	Mortgage information boxes are complete and correspond to number of Notes provided					
	Escrow and HOA information is complete					
	Refinance information is complete					
	Property information is complete					
	Property information is complete					
Income	e and Expenses Worksheet Review					
	Income source and amount are complete and correspond to pay stubs and income awards and					
	other proof of income provided					
	Expense information is completed (No essential information has been disregarded. For					
	instance, everyone eats, so there must be an amount in the food line					
Intake Application Completion Checklist						
All the	following documents are in the intake package and complete:					
	Intake Application					
	Income and Expense Worksheet					
	Hardship Affidavit					
	Signed and Dated Authorization Form					
	Signed and Dated Counselor/Client Agreement					
	Copy of note(s)					
	Copy of mortgage coupons or billings					
	Copy of correspondence from the servicer or attorney					
	Copies of pay stubs					
	Copy of Last year's tax returns					
	Copy of last two months bank statements					
	Copies of latest utility bills, credit card statements, car loan statements, student loan statements					
	or other consumer debt statements					
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1626 Virginia Avenue . College Park, Georgia . Phone: (404) 767-2319 . Fax: (404) 602-0035

Information Request for Loan Servicer from Housing Counselor				
Borrower(s) Loan #: Address				
Pursuant to the attached authorization by the binformation about the above referenced account. Wand the past year payment history. The information a loss mitigation plan.	e are also requesting a payoff statement			
Has the loan been referred to an attorney? () Y ()	N			
Foreclosure Sale Date:	<u></u>			
Redemption End Date:	<u></u>			
Mortgage Investor:	()HAMP Participant			
Investor Loan #:				
PMI Company:				
Current Interest Rate:				
Monthly P&I:				
Monthly Escrow Payment:	Is there forced placed Insurance? () Y () N $$			
Total Mortgage Payment:				
Next Payment Due:				
Unpaid Principal Balance:				
Escrow Balance:				
Suspense Account Balance:				
Late Charges:				
Attorney Fees:				
Foreclosure Costs:				
Other Charges:				
Please include a payment history beginning:				
.,				

Qualified Written Request Under RESPA by Borrower

	(Name of Borrower(s))(Address of Borrower(s))
Date:	
VIA CERTIFIED MAIL	
	(Name of Servicer) (Name of Servicing Manager) (Address of Servicer)
Attn: Mortgage Loan Accounting Department	
Re: Loan #	
Dear Sir or Madam:	
You are the servicer of our mortgage loan at the owed and request that you send us information accounting on our loan. This is a "qualified of Settlement and Procedures Act (12 U.S.C. Sec. 26 Specifically, we are requesting an itemization of the accomplete payment history, including the payments we have made on the loan	about the delinquencies, fees, costs and escrowwritten request" pursuant to the Real Estate 505(e)). The following: Out not limited to the dates and amounts of all
·	rrears or delinquencies; on the Monthly Billing Statement (\$) y this amount was increased to \$
 the payment dates, purpose of paymer and costs that have been charged to our 	at and recipient of any and all foreclosure fees account; at and recipient of all escrow items charged to
 our account since you took over the serv a breakdown of the current escrow char for any increase within the last 24 month 	ge showing how it is calculated and the reasons
 a copy of any annual escrow statements sent to us within the last three years. 	and notices of a shortage, deficiency or surplus,
Thank you for taking the time to acknowledge a Estate Settlement and Procedures Act.	nd answer this request as required by the Real
Very truly yours,	