

Scheer Law Group, LLP,
BSI Financial Services and
Entra Companies present

A comprehensive seminar on risk management and
compliance in loan origination and servicing.



Critical 2014 Updates for Servicers, Collectors and Originators Resulting from Recent California and Federal Legislation

Seminar exclusive: A new California Appellate Decision rendered on August 7, 2014 imposes a duty on lender-servicers to properly review loan modification applications. Borrowers again have enhanced rights under this decision. Learn what you must do to protect yourself from a tidal wave of lawsuits.

Date and Time: Friday, October 10, 2013 8:00 a.m. to 12:00 a.m. (Pacific)

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

Registration: Register [here](https://new-opportunities.eventbrite.com) (<https://new-opportunities.eventbrite.com>) for this free seminar.

Topics: Loan Quality Control Practices, Foreclosure, Bankruptcy and Eviction Practices, Trends in Legislation and Litigation

Overview

Designed for lenders, brokers, banks, credit unions, loan servicers and private investors doing business in California, this special seminar provides market insights combined with practical approaches for managing risk, best practices in quality control and strategies for resolving non-performing loans.

Presenters

Spencer Scheer, Scheer Law Group, LLP

An AV-rated litigator and advocate of lenders for more than 25 years, Spencer offers practical guidance that can be forged into loss mitigation strategies that protect lender interests. Specializing in loss mitigation, the effects of bankruptcy law on foreclosure proceedings, predatory lending and TILA, and tenant-in-common lending issues, Spencer is frequently called upon to speak at lender and creditor trade associations.

June Christy, Vice President, Entra Default Solutions

As Vice President of Operations for Entra Default Solutions, June is responsible for all aspects of residential and commercial loan foreclosure. She joined Entra Default Solutions in 2011 following employment by Standard Trust Deed, where she was Vice President of Operations for Standard Trust Deed and RSVP, a posting, publishing and auctioneering company. She has 30 years of experience in default and foreclosure management.

Rose Yuhas, BSI Financial Services

Experienced in underwriting, commercial real estate lending and loan operations, Rose is the Compliance Officer for BSI Financial Services, a leading independent financial services company. Her background includes auditing single-family loan portfolios for conformance with secondary market and/or private investor guidelines, and regulatory compliance. She is responsible for the implementation of audit processes to evaluate compliance with applicable federal regulations that pertain to real estate lending.

Lisa Martinez, Escrow Manager, Entra Escrow Services

Lisa began her career as an escrow assistant with a leading escrow company in Los Angeles. She quickly rose through the ranks to become an Escrow Officer, handling a variety of residential and commercial transactions, from routine to complex, in markets across the U.S. Lisa has handled a wide variety of real estate transactions, and her 25 years of experience and success as an Escrow Officer afford Entra Escrow an advantage in the hotly competitive real estate market.

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Loan Quality Control Practices • Foreclosure, Bankruptcy and Eviction Practices • Trends in Legislation and Litigation

Seminar Agenda

8:00 to 8:30

Foreclosure questions and answers

- CA SB 900 / CA AB 1599 Compliance
- Legal notice: language and recording practices

8:30 to 9:20

Best auditing practices in loan quality control

- Maintaining an effective quality control framework
- QC Reporting: What gets measured gets managed
- Quality control for Qualified Mortgages

9:20 to 9:40

Escrow and the CFPB

- Where are the “pain points” for consumers?
- How can we make closing more consumer friendly?

10:00 to 12:00

Servicing (Foreclosure, Bankruptcy and Loss Mitigation) Update

- Impact of heightened regulatory environment on consumer loan origination and servicing.
 - * Do lenders have to provide loan modifications to borrowers?
 - * Do lenders have a duty to act promptly when receiving a loss mitigation application?
 - ⇒ **New California Appellate Decision issued in August of this year answers these questions and dramatically increases lender liability. You will likely be sued. Learn what you need to do now to minimize liability before it is too late.**
- What is the CFPB focusing on? Whether you are a large or small lender, you need to know what the regulators are looking at to avoid problems.
 - * Smaller lenders exempt from most servicing regulations: Do you qualify?
- Dodd Frank and HOBR.
 - * Review of error resolution issues. QWR is just a part of the process. All lenders big and small are affected.
 - * Review of Loss Mitigation response issues.
 - ⇒ Do lender/servicers have to wait 120 days to foreclose in every instance?
 - ⇒ Are you required to stop a foreclosure when a loan modification application is received? Learn when and why to avoid needless delay.
 - ⇒ Does allowing a trial modification or forbearance agreement mean that you have to allow a loan modification? You may be surprised.
- Review of Recent California Foreclosure, Loss Mitigation and Bankruptcy cases.
 - * Updates, what is working for borrowers and what is not in CA foreclosure litigation cases?
 - * Substitutions of Trustee, recordation of assignments: when do they have to be done to avoid valid borrower claims?
 - * Fraudulent transfers of property to gain bankruptcy stays: how to stop them.
 - * Payment change notices: should they be provided in a bankruptcy and when?
 - * Post-Discharge payment notices: learn what not to say to avoid being sued.

Origination

- New Classes of Protected Loans and Protected Lenders.
 - * Special treatment afforded to smaller lenders. More profit, less risk.
 - * Do you qualify?
 - ⇒ Learn now what you need to do to take advantage of limited benefits available to smaller lenders. Some of these benefits expire in 2016.

About the Sponsors:

Scheer Law Group combines superior knowledge with a full range of services, specializing in creditor bankruptcy and real estate litigation and transactions. SLG takes pride in providing its clients personalized attention and extraordinary value..

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ATTORNEYS AT LAW

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Established in 1986, BSI Financial Services employs cloud-based technology and a global workforce, and specializes in loan servicing and subservicing, loan quality control, and default management services.

BSI *BSI Financial Services*

bsifinancial.com

Entra Default Solutions provides boutique foreclosure management services for complex residential and commercial transactions in Arizona, California, Nevada and Texas, specializing in high-liability residential and commercial

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Entra Escrow Services professionals apply experience earned from participating in one of the world's most fast-paced and competitive real estate markets. From start to finish, applying knowledge and foresight to ensure a successful and uneventful close.

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