

Press Release

For more information contact

Scott Myers, Executive Vice President
Entra Default Solutions, LLC
1355 Willow Way, Suite 115
Concord, CA 94520
972.746.4954
smyers@entra-ds.com

Spencer Scheer
Scheer Law Group, LLP
155 North Redwood Drive, Suite 100
San Rafael, CA 94903
415.981.8900
sscheer@scheerlawgroup.com

Scheer Law Group, LLP and Entra Default Solutions, LLC retain PHOENIX Consulting, LLC and join The PHOENIX Group Network

Companies join an exclusive network of legal specialists organized to advance the marketing and practice of loan servicing and default management

Concord, Calif., October 10, 2013 – Scheer Law Group LLP and Entra Default Solutions, LLC, firms recently approved by the government-sponsored enterprises Fannie Mae and Freddie Mac to provide services in the State of California, announce that they have retained PHOENIX Consulting, LLC, a Scottsdale, Ariz. based mortgage servicing, law operations audit and consulting firm. PHOENIX Consulting will provide Scheer Law Group and Entra Default Solutions, two proven industry leaders providing legal and non-legal default support services to lender clients, with operations and marketing support that will help the firms meet and exceed the increasing and stringent requirements for enhanced data security mandated under state and federal law.

Among the services that PHOENIX Consulting will provide Scheer Law Group and Entra Default Solutions are preparation for client and investor audits; support for seminars, workshops and client training events; consultation in operations reengineering and optimization, and strategic marketing planning and communication support.

"PHOENIX Consulting will provide us valuable experience in data security management that will assist us in meeting and exceeding our clients' legal obligations in the State of California." Said Spencer Scheer, managing partner at Scheer Law Group. "Their multifaceted approach to strengthening our core operations and customer franchise will serve us well in the fast-paced, highly regulated California market," he added.

"PHOENIX Consulting supports the PHOENIX Group Network, an exclusive network of companies across the U.S. and we are pleased to represent California in that network," commented Scott Myers, Executive Vice President of Entra Default Solutions. "We not only look to benefit from the affiliation, we intend to strengthen the network by actively participating in seminars and events that advance understanding and best practices in mortgage banking and loss mitigation."

"Mortgage bankers and the companies that support them must contend with a myriad of new challenges that follow re-regulation, including enhanced data security requirements, economic transformation and the emergence of new business models," said William Le Roy, founder and principal of PHOENIX Consulting. "Each member of The PHOENIX Group Network is committed to the belief that a dedicated group of professional men and women can bring new life, fresh ideas and a more sophisticated relationship methodology to the members of the financial services industry. We accomplish this by cultivating the principals of honesty, transparency, and excellence in each and every aspect of our collective practices," he said.

About the companies

Scheer Law Group, LLP

Formed in 2006, Scheer Law Group represents clients having business interests in California in all state and federal courts throughout the State. Scheer Law Group has been very successful in representing its clients in the following areas of law: creditor bankruptcy litigation matters; real estate litigation and transactional matters; contract litigation and transactional matters; privacy compliance and litigation issues; title company litigation; corporate litigation and transactional matters; lender liability defense, including lender and broker fraud litigation, and receiverships, collection, and eviction litigation. Nationally known for providing superior knowledge, value, and personalized service to its clients, Scheer Law Group provides representation and offers training in creditor loss prevention and lender compliance throughout the State of California. It is located in San Rafael, Calif. and on the Web at scheerlawgroup.com.

Entra Default Solutions, LLC

Entra Default Solutions offers a complete range of default management services to lenders in Arizona, California, Nevada and Texas, including bid and auction management services. Together with Scheer Law Group LLP, Entra offers GSE-approved trustee services in California and specializes in high-liability residential and commercial transactions of up to \$10 million. Privately-held by BSI Financial Services, Inc., Entra is located in Concord, Calif. and on the Web at entra-ds.com.

PHOENIX Consulting, LLC

Founded by William M. Le Roy, an accomplished leader, author, speaker and seasoned legal and mortgage banking professional, PHOENIX Consulting is a multi-tiered company that provides a wide range of consultation-based services to loan servicing companies and those who support them, particularly practicing attorneys. Phoenix Consulting focuses on preparing clients for change, emphasizing operational reengineering and optimization; collaborative business practices; client mentoring and training, and marketing and strategic planning. Phoenix Consulting is located in Scottsdale, Ariz.

PHOENIX Group Network

PHOENIX Group Network is a national network of full service law firms and trustee operations that offers comprehensive legal services, including complex litigation, appellate practice, and a full spectrum of creditor rights representation.

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