HUD-Approved Counseling Agencies come to Mortgage Fraud Rescue

Protecting Homeowners Empowering Victims









Working together for strong communities



SESSION SPEAKER



Barbara Floyd Jones

Program Manager Local Support for Foreclosure Solutions NeighborWorks America





SESSION OBJECTIVES

AWARENESS

EDUCATION

REPORTING



NEIGHBORWORKS® AMERICA

- Creates opportunities for people to live in affordable homes, improve their lives and strengthen their communities
- Congressionally chartered with statutory board
- Over 235 NeighborWorks organizations
- 263,000 Homebuyers (FY 1993 FY 2011)
- National Foreclosure Mitigation Counseling Program: 1.33 million families counseled



CAMPAIGN OVERVIEW

- Initiated by 2009 request from Congress
- Launched October 26, 2009
- National and local partners
- Targets areas with high foreclosures
- Media outreach, tools and collateral



CAMPAIGN OVERVIEW

- Materials in six languages: English, Spanish, Chinese, Korean, Vietnamese and Haitian Creole
- Two web sites: LoanScamAlert.org and AlertaFraudeDeHipoteca.org
- Localizable materials, many are free



PARTNERS

- NeighborWorks®America
- U.S. Department of Housing and Urban Development (HUD)
- Federal Trade Commission
- U.S. Department of Justice
- U.S. Department of Treasury
- State Attorneys General
- Homeownership Preservation
 Foundation
- Federal Deposit Insurance Corporation (FDIC)
- AARP

- Fannie Mae
- Freddie Mac
- Lawyer's Committee for Civil Rights
 Under Law
- HOPE Now Alliance
- Home Free USA
- National Urban League
- National Council of La Raza
- National Coalition for Asian Pacific American Community Development
- National Fair Housing Alliance
- National Association of REALTORS®
- American Bar Association



Several national, state and local organizations have partnered with the campaign.

WHAT IS A LOAN MODIFICATION SCAM?

Unscrupulous companies or individuals that create loan modification or foreclosure rescue companies promising that in exchange for a fee in advance, that they will work with a lender to modify a mortgage.



POSSIBLE TITLES OF SCAM ARTISTS

- Loan modification or foreclosure consultant
- Foreclosure prevention specialist
- Mortgage consultant
- Real estate agent
- Forensic loan auditor
- Attorney



TOP TEN SCAMMER PHRASES

- 1. "Pay us \$1000, and we'll save your home."
- 2. "I guarantee I will save your home trust me."
- 3. "Sign over your home, and we'll let you stay in it."
- 4. "Stop paying your mortgage."
- 5. "If your lender calls, don't talk to them.



TOP TEN SCAMMER PHRASES

- 6. "Your lender never had the legal authority to make a loan."
- 7. "Just sign this now; we'll fill in the blanks later."
- 8. "Call 1-800-Fed Loan."
- 9. "File for bankruptcy and keep your home."
- 10."Why haven't you replied to our offer? Do you want to live on the streets?"



SIGNS OF A LOAN MODIFICATION SCAM

- Asks for a fee, especially in advance
- Guarantees they will stop a foreclosure or get a loan modification
- Asks homeowners to stop paying the mortgage lender and pay the company or person instead



SIGNS OF A LOAN MODIFICATION SCAM

- Pressures homeowners to sign paperwork they haven't read or don't understand
- Claims to offer "official government" or "government-approved" modifications
 - A company the homeowner doesn't know asks for financial information over the phone or online



COMMON LOAN MODIFICATION SCAMS

- Foreclosure "rescue" and refinance fraud
- Fake "government" modification programs
- Leaseback/rent-to-buy scheme
- Bait-and-Switch
- Bankruptcy foreclosure



ALERT! SCAMS ON THE RISE

- \$25 Billion National Mortgage Settlement
- Forensic Loan Audit
- Mass Joinder Lawsuit
- Short Sale
- Bait and Switch "We Buy Houses"



RENATE BREVARD



- Mortgage rose, found company to pay it and she leased back
- Signed title over without knowing
- Scammed, sought lawyer
- Told to send mortgage to lawyer
- No payments made to lender
- Scammed by lawyer and lost home
- Reported scam, \$13,000 returned



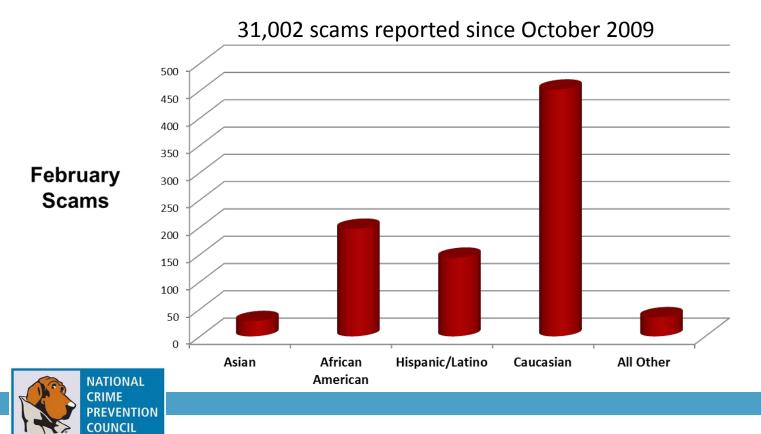
JOSE CHORINO



- Current on mortgage
- Forensic audit to lower mortgage
- Paid \$1,500 for forensic audit
- No audit, lender not contacted
- Company stopped answering calls
- Contacted local nonprofit about scam
- Nonprofit wrote demand letter
- \$1,500 returned, did not lose home



SCAM REPORTS BY AUDIENCE



HOW TO PROTECT YOUR COMMUNITY?

What organizations can do

- 1. Make homeowners aware of loan modification scams
- 2. Educate them about the signs
- 3. Encourage them to report scams to authorities



HOW TO PROTECT YOUR COMMUNITY?

Where to report scams

- 1. Call the HOPE Hotline at 1-888-995-HOPE (4673).
- 2. Go to LoanScamAlert.org and click "How to Report Scams" to report online in five languages.

4% of consumers in a recent tracking study cited local, state, and federal law enforcement as the location to report scams, a 67% decrease from 2009.



		VIEW SITE IN: ENGLISH / ESPAÑO	MATERIALS ALSO AVAILABLE IN: 한국면 / 世文 / Tiếng For loan modification guidance or to report a scam 1(8888)995-4673
номе	HOW TO SPOT SCAMS	HOW TO REPORT SCAMS	BECOME A PARTNER ABOUT THIS CAMPAIGN
		REAL SCAN STOCKIES With the national foreclosure rate persisten high, many homeowners have turned to be modification or foreclosure "rescue" comp for help – only to realize they've been scammed. Anyone can become a victime to an modification scam. Learn from past victims, so you don't have to be.	If your home was part of a foreclosure action in 2009-2010, you may be eligible for compensation as part of an independent Foreclosure Review. Learn more here.
Loan m changin descript	difications scams are There are m g every day. Read available to	AUTHORITIES FACING FORECLOS hany resources Get real help, free of c you for information from HUD-approved c arter counseling and agencies.	harge, ounseling Loan Modification Scam Alert Campaign
→ Know	the Scams → Get Help	Avoiding Scams → Learn More Here	Lawyers are getting roped into loan modification scams. Get the facts and avoid







C SHARE

RTNER GETTING STARTED

JOINING OUR NATIONWIDE PUBLIC EDUCATION CAMPAIGN IS EASY!

NeighborWorks® America is taking action to send a clear, straightforward message to beware of and report loan modification scams.

We need help from partners like you to reach homeowners in your area with our important information to:

- Alert them about scams
- Help them spot a scam before it's too late
- Encourage them to report scammers to authorities

SPREAD THE WORD WITH EDUCATION MATERIALS

Simply register as a campaign partner through the link below to request access to our toolkit of ready-made graphics, creative elements and written materials for distribution in your community. Some campaign materials are downloadable directly from the campaign Web site (click here to preview), while others will be available on-demand for purchase through the Loam Modification Scam Alert Store (click here to preview). Many of these materials can be customized with your brand and contact information. Multilingual materials are also available in Spanish, Chinese, Korean and Vietnamese.

We hope you will use some or all of these pieces to help homeowners recognize the signs and get the facts about loan modification scams.

REGISTER AS A CAMPAIGN PARTNER TODAY!

Note: All registration requests must be approved before access to campaign materials is granted. All approvals can be expected within a timeframe of 24-48 hours.

Already Registered? Log in here.



RT.	
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Download the Partner Toolki



DIRECT DOWNLOAD PREVIEW

PROMOTIONAL CAMPAIGN MATERIALS

MATERIALS AVAILABLE FOR DIRECT DOWNLOAD

The following materials are available for direct download from this Web site. To access, <u>login in</u> or <u>register here</u>.

Note: All downloadable materials will be available in a universal PDF format, which can easily be converted to alternate formats using any graphics program. CONVINCEMENTATION SCAN SUBJECT SUBJEC

CAMPAIGN LOGOS



FLIER / PRINT AD This 8.5" x 11" informational filer features the logo, URL and tips on how to avoid loan modification scammers. Available in Spanish, Chinese, Korean, and Vietnamese.



The 22" x 26" poster feature tips on how to avoid loan modification scammers. Available in Spanish, Chinese, Korean and Vietnamese. Contraction of the second second

4.125" x 9" double sided door hangers for street teams to distribute in conjunction with campaign events to help alert the community about loan modification scams. Available in Spanish, Chinese. Korean and

DOOR HANGER

POST CARD The 6" x 11" double-sided postcards feature tips on how to avoid loan modification scammers. Available in Spanish, Chinese. Korean and



h.

This 44" x 65" outdoor advertisement will raise awareness about the Loan Modification Scam Alert campaign.

Vietnamese.

OUTDOOR BILL BOARD

TIP CARD 3.375" x 2.125" credit card sized item can be

Vietnamese.



CAMPAIGN LETTERHEAD Letterhead to use for communication about the



SAMPLE REPORT FORM English Spanish

1				(1)
\sim	1		CIVIL RIG	HTS (• • •)
PREV		AN SCAMS	FannieM	ae Freddie
1 Before you fill out	this form:			
NOTE: This form is designed by calming they can be forwarded to issue while the second	means such as a flyer? 2) Were you o guarantee o pay a fee, o sign a co or o stop making loan o if the answer to both que: red to provide a way to sub- help you obtain a loan modific cement agencies for their res	YES ONO d a loan modification or a nhract, o redirect mortga alymetris? (sneek ali me as attions is no, you do not mit a complaint regarding o ation or avoid foreclosure we and any action they de	either directly, through adve sixed to do to any of the fol- ge payments, a sign over ti- ny; need to submit this form organise or individuals that i Whit the homeune's permi- ger impresentation to compare	lowing: ie to your property, may be fraudulendy or alon, the complaint will any receive a follow-op
2 Information about	Person Who Offered He	ip 3 Contac	t Information for Person	Who Offered Help
If you paid money check	k here: 🗆 Total paid \$	Company/In	dividual Name:	
If any of the money was check here: n	paid before services were		t (if different	
If you were guaranteed	a loan modification, check	here: 🖂 than compa	ny/individual):	
What services did the c (check all that apply)	ompany or individual offer?	Address:	- n	
Loan Modification assistance/consulting	Foreclosure relief/ consulting			
C Legal Representation	C Benkruptcy	CE	ly: State:	Z/p:
C Reverse Mortgage	Refinancing Offer to purchase	Phone:		
agreed to in the contract	homeowner's property did the person perform the	website:		
4 Homeowner Infor	mation			
			Property	
			r regente.	
- 11000 C			State*:	_ Zp*:
D Asian	Homed can Indian or Alaska Native African-American	wher race/ethnicity (not reg () Hispanic/Latino () Native Hawaian/Other Islander	:: White/Cauci	asian

Loan Modification Scam Prevention Network | Basic Complaint Form | Page 1 of 2

Formulario proporcionad	10 por:			Fecha llenado: p:/	r/A:
Loan N	lodificatio	n Sca	m Prev	ention Netw	ork
~	$\sim_{}$			CIVIL RIGHT	• \ • /
			AMS	💦 FannieMae	Freddi Mac
	v.PreventLoanScar	ns.org			
1 Antes de compl	etar este Formulario:				
	volante o panfleto? □ Si □ Di 2) A usted □ ¿le garantizar siguientes cosas: □ pagar un de su propiedad, o □ detene	NO on una modific na tarifa, ⊡ firm r los pagos de	ación de préstamo ar un contrato, o re su préstamo? (marg	nente o a través de algún tipo (o le pidieron que hiciera cualqu dirigir los pagos de su hipotece ve todos los que apliquen) no necesita someter este f	liera de las I, ⊡ ceder el título
llegalmente le hayan azegur los propietarios de vivienda acción que consideren apro	rado que podían ayudarlo a obter 1, dicha queja zerá reenviada a	ner una modifici agencias defen tie que reciba u	ación de préstamo o a soras del cumplimien na llamada de seguit	ada con las empresas o individu evitar un embargo hipotecario. O to de la ley para que la revisen ; ilento o información por parte de	on la autorización d y ejecuten cualquie
2 Información de l	a Persona que le Ofreció	Ayuda:	3 Informació le Ofreció	n de Contacto de la Perso Nyuda:	na que
Si usted pagó una tarifa r	marque aquí: □ ¿Cuánto? \$_		Empresa/Nombre de la Persona		
¿Usted pagó antes de re	cibir cualquier servicio? 🗅 SI 🛛	NO	de la Persona.		
Si alguien le garantizó un marque aquí:	a modificación de préstamo		Contacto principa compañía o indivi	I (Si es distinto del de la duo anterior)	
¿Qué servicios le ofreció (Marque todos los que apliquer	la empresa o el individuo?		Dirección:		
 Asistencia en Modificació de Préstamosiconsultoria 	n 🗌 Alivio de embargo/				
C Representación Legal	Bancarrota		Ciudad:	Estado: Código Po	stal:
Reversar la hipoteca	Refinanciación		Teléfono:		
	Compra de su propiedad		Access March 1 - In		
¿Si usted firmó un contra que le ofreció en el contra	ato cumplió la persona con lo: ato? □ SI □ N0	s servicios		D:	
que le ofreció en el contra	ato cumplió la persona con los ato? ⊡ SI ⊡ NO timo contacto con esa person				
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 preventloanscams.org
 Get Involved Tab
 Look in Partner Toolkit
 Download 2-pg form in English, Spanish, Chinese, Korean, Vietnamese

Form provided by:	Date Filled Out://	5 Other Relevant Information	
Loan Modification Sca	am Prevention Network	Please use this space to include any other relevant informa	ation. For example, how you were contacted or how you paid.
~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	CIVIL RIGHTS		
PREVENT LOAN SC	FannieMae Freddie		
www.PreventLoanScams.org	We make home possible *		
1 Before you fill out this form:			
1) Did anyone offer to help modify y means such as a fiver? DYES	our mortgage, either directly, through advertising, or by other	6 Contact Information—for this form to be proc	essed, you must fill out (a), (b), or (c) below.
2) Were you 🗆 guaranteed a loan m	redification or asked to do to any of the following: redirect mortgage payments, a sign over title to your property,	(a) I am the homeowner and my contact information is listed	in section 4 on the previous page—check here:
or a stop making loan payments?		(b) I completed this form on behalf of a family member or friend. My contact information is:	(c) I am a counselor, lawyer, or volunteer, and I filled out thi form on behalf of a homeowner.
NOTE: This form is designed to provide a way to submit a comp	laint regarding companies or individuals that may be fraudulently or	First Name*:	My company/organization's contact information is:
be forwarded to law enforcement agencies for their review and an	old foreclosure. With the homeowner's permission, the complaint will by action they deem appropriate. While you may receive a follow-up	Last Name":	Group/Organization Name*:
call or information from legal volunteers for the Network, it does not	provide direct legal representation to complainants.	Email:	
2 Information about Person Who Offered Help	3 Contact Information for Person Who Offered Help	Phone:	Email:
If you paid money check here:  Total paid \$	Company/Individual Name:	r none.	City*: State*: Zip*:
If any of the money was paid before services were provided, check here: p	Main Contact (if different		Phone:
If you were guaranteed a loan modification, check here:	than company/individual):	7 TO SUBMIT THIS COMPLAINT YOU MUST	READ AND RESPOND TO BOTH:
What services did the company or individual offer?	Address:	ARE YOU willing to be contacted by the Loan	ARE YOU willing to have this information
Loan Modification     Foreclosure relief/		Modification Scam Prevention Network,	shared with state and federal agencies and our
assistance/consulting consulting  Legal Representation  Bankruptcy	City: State: Zip:	including the Lawyers' Committee for Civil Rights Under Law and their legal volunteers.	coalition partners involved in the enforcement of laws banning mortgage rescue scams?
Reverse Mortgage     Refinancing	Phone:	for a follow up interview concerning information	(Please note: If homeowner agrees to such sharing, the information in this complaint form will be entered into the
Offer to purchase		provided in this form about the potential	Federal Trade Commission's Consumer Sentinel Network, a
homeowner's property If you signed a contract, did the person perform the services	Email:	mortgage rescue scam? (Please note: Selecting yes does not guarantee that	secure online database that is used by thousands of civil and criminal law enforcement authorities worldwide. The FTC does
agreed to in the contract?  YES  NO	Website:	homeowner will be contacted for follow-up.)	not resolve individual consumer complaints but this information can be valuable to law enforcement in efforts to stop mortgage
When was your last contact with the person?		TYES TNO	rescue scams.)
4 Homeowner Information		1120 1110	
First Name": *Required	Address of Property:		
Last Name*:		To Return Co	mpleted Form:
Phone*:	City: State*: Zip*:	Mail to:	
Senior? If Yes, please circle the appropriate age range:	51-65 66 or older	Mail to: Loan Modification Scam Prevention Network—Intake	Scan and email to: info@preventloanscams.org
		Lawyers' Committee for Civil Rights Under Law	Fax to: 202-783-0857 (ATTN: LMSPN Intake)
Homeowner race/ethnic American Indian or Alaska Native Dispanic/Latin		1401 New York Ave NW, Suite 400 Washington, DC 20005	Fill out this form online at:
Aslan     Aslan     Sian     Sian			http://intake.preventloanscams.org
u biauwainean-american islander	a Prefer not to say		



### Again, Permissions are <u>Required</u> to Process Reports

#### TO SUBMIT THIS COMPLAINT YOU MUST READ AND RESPOND TO BOTH: ARE YOU willing to be contacted by the Loan ARE YOU willing to have this information Modification Scam Prevention Network. shared with state and federal agencies and our including the Lawyers' Committee for Civil coalition partners involved in the enforcement Rights Under Law and their legal volunteers, of laws banning mortgage rescue scams? (Please note: If homeowner agrees to such sharing, the for a follow up interview concerning information information in this complaint form will be entered into the provided in this form about the potential Federal Trade Commission's Consumer Sentinel Network, a mortgage rescue scam? secure online database that is used by thousands of civil and (Please note: Selecting yes does not guarantee that criminal law enforcement authorities worldwide. The FTC does homeowner will be contacted for follow-up.) not resolve individual consumer complaints but this information can be valuable to law enforcement in efforts to stop mortgage rescue scams.) □ YES $\square NO$ □ YES $\square NO$ **To Return Completed Form:** Mail to: Scan and email to: info@preventloanscams.org Loan Modification Scam Prevention Network-Intake Lawyers' Committee for Civil Rights Under Law Fax to: 202-783-0857 (ATTN: LMSPN Intake) 1401 New York Ave NW, Suite 400 Fill out this form online at: Washington, DC 20005 http://intake.preventloanscams.org

NATIONAL CRIME PREVENTION COUNCIL Loan Modification Scam Prevention Network | Basic Complaint Form | Page 2 of 2

# **BECOME A PARTNER!**

- Contact NeighborWorks in your area. Go to nw.org to find the office near you.
- Become a partner on www.LoanScamAlert.org
- Download and order outreach materials on www.LoanScamAlert.org



# **ALERT!**

# Thank you for joining today's session!







# **For More Information**

National Crime Prevention Council 2001 Jefferson Davis Highway Suite 901 Arlington, VA 22202 202-466-6272 www.ncpc.org

#### **NeighborWorks America**

1325 G St., NW, Suite 800 Washington, DC 20005-3100 Phone: (202) 220-2300 http://nw.org





# Don't Forget...

### Take the time to visit the Exhibition Hall and Resource Center!

