

Mortgage Secrets

What the banks don't want you to know.

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Thanks for purchasing the “Mortgage Secrets” Ebook, in just a few minutes you'll know the secrets that banks don't want you to know - that can literally save you thousands on a mortgage.

How I found out how to cut mortgage costs

Years ago I started working for a mortgage firm that refinanced peoples mortgages through a few different banks. The company had connections with about three large banks and simply forwarded the potential customers information to them, then got back to the customer with the best rate offer (from the three lenders). The mortgage company made money from the bank that the customer refinanced with - the customer got a better mortgage rate - for FREE.

Sounds pretty normal so far, not so amazing yet? Read On...

What I realized was that the mortgage company (even though they only worked with three banks) were highly motivated to get the customer a low rate - so that they'd get paid from the lender. Then I thought - “*What if they had relationships with several hundred banks, instead of just three - and were still as highly motivated to get the customer the best rate?*”. That would be huge, the lowest rate out of hundreds, or even thousands of banks - at no cost to you!

That simply didn't exist back then, but it does now - and you'll soon be able to use it to your advantage!

What I soon learned about “Brick and Mortar Banks”

Traditional, “brick and mortar” banks are quickly becoming today's dinosaur. “*Why's that?*” - Simple: The Internet!

The internet is replacing many businesses, banking and otherwise. Why write checks, address envelopes, buy stamps, and finally mail the envelopes, just to pay your bills? Wouldn't you rather pay all your monthly bills online - with one click? Why go to your local insurance agent, waste time, and get a mediocre rate - when you could get hundreds of companies online competing for your business - and get a LOW insurance rate?

Besides, many people who go through a local bank to get a mortgage end up sending a check to some company they never heard of - in some other state! That's because the bank just sells you the customer (as a lead), or resells your mortgage to someone else, because they don't even *want* the loan!

Most importantly of all: Local banks are simply NOT MOTIVATED to get you a low rate on your mortgage.

The most common Mortgage Myths

While we're at it let's get rid of some of the most common mortgage myths around that many people still believe. Many people wrongly believe these myths because they were told these things by parents, peers, and others who have been similarly misled. Also, many of these were true years ago, but simply are not true anymore due to recent changes in how mortgages are handled.

Myth #1: “My local bank will get me a better mortgage because I know

them and already have accounts with them.”

Firstly, as you already now know, this simply isn't true. I don't know if you've been in your local bank lately, but they hardly know you by name, it's not "*Cheers*" down there!

Back in the days when Grandfather worked hard everyday, paid his bills on time, and knew his bank manager by name - this might have made a little difference. Not anymore. As we've seen above there are many reasons banks aren't competitive in getting you a low rate, low monthly payment, or a bad credit mortgage.

Also, there's another reason traditional banks won't get you a great mortgage: **Expenses.**

Traditional banks are usually in big expensive buildings, with lots of employees, and lots of costly equipment. All that takes a **lot of money.** They need to pay for this by making as much money as they can on anything they do. That's why they simply want to sell your information (or your mortgage) to whoever will pay **them** the most - not whoever will get **you** the best deal. That's yet another reason that Traditional banks are not competitive at all.

Myth #2: “Getting my credit pulled to often can make my credit score look bad.”

Many people think that having your credit report pulled by several different companies around the same time will make your credit rating go down. There was some truth to this years ago, but thankfully finance companies have woken up to people shopping around for a mortgage.

The old logic was if a person was applying to too many companies for credit, they were simply running around town trying to get money from anywhere - possibly even trying to work some type of scam. That used to be how it was looked at by banks and finance companies. However, lenders now realize that in this day and age (especially with the internet) it's common to shop around for the best rate. This logic doesn't apply to having your credit pulled by mortgage companies anymore.

*Note: Although it doesn't hurt to apply to many different lenders for mortgages anymore, it does still apply to credit cards. The reason is that now finance companies can see the difference on your credit report from it recently being pulled by **Mortgage Lenders Inc., Home Purchase Financial**, and similar mortgage company type names vs. having your credit pulled by **Mastercard, Visa, and the like**.*

Myth #3: You can't get a mortgage with bad credit

(and even with poor credit you'll end up paying way to much, with high interest rates)

Again, thankfully this isn't true anymore! With the advent of the internet, the ease of transferring information, and so much competition - you can get a mortgage with bad credit. Not only that, some companies even *specialize* in bad credit mortgages - with low rates! Don't worry, we'll show you some of these companies a bit later on.

Also, there are currently three major credit bureaus in the US. These are the companies who record people's credit history and then sell your credit report to mortgages companies, banks, etc. Did you know that you could have one or more bad marks listed on your credit report with one or to credit bureaus, but (here's the important part) **Not With The Others!**

If you don't immediately see the significance of that, let me explain. The bank that's considering your application gets your credit report from *credit bureau "A"*, which contains some bad credit marks from your past, so the bank declines the loan - **or** - The same bank instead gets the application with a credit report from *Credit Bureau "B"*, which doesn't contain the same negative information as company A, so the bank **approves the loan!**

So, How do I have any control over who gets what report, and use it to my advantage?

About a year ago, I had a conversation with a guy who's business specialized in bad credit mortgages. What he told me really opened my eyes. He basically said that the banks don't care what credit report they get from any of the three major credit bureaus, they're all highly reputable and trusted - after all there's only three of them for the whole US! I can't think of any other business with so little competition.

Anyway, because they're all trusted equally, he would simply pull any client's credit report through all three bureaus - and commonly find that one was missing some (even sometimes all) of the client's bad credit history. He was obviously motivated to get the mortgage for the client, because it got **him** paid. And, the better the deal he got, the more chance that a client would decide to take the offer. So, he sent in the credit report that he liked best, and that was good enough for the banks - **and another person with bad credit gets a mortgage.**

Now, remember what we were thinking of a little while ago, what if you could have your loan shopped around to **hundreds**, or even **thousands** of mortgage companies - by people highly motivated and determined to get you the best deal?

Even if you had bad credit, the sheer volume of companies that your information is being circulated to and fought over by many different lenders would produce a few good quotes. Also, many of today's comparison companies have **NO CREDIT CHECK** at all!

What's a Comparison Company?

A comparison company is simply the best way to go about getting a great mortgage deal for any type of loan. I don't care if it's a refinance, home equity, debt consolidation, bad credit - whatever. They do all the things that we talked about before - that simply weren't possible before the internet.

Comparison Companies work with hundreds of lenders each. Comparison Companies are highly motivated to get you the best deal. Many Comparison Companies have no credit check. Comparison Companies do all of this for you - for free.

Pretty cool, huh?

And if each leading comparison company gets your information out to and fought over by hundreds of lenders, and you fill out 3 or 4 of their "quick form" applications that just ask you for the basics (type of loan, amount, etc.) - that take about 3 to 5 minutes each - you get **thousands** of lenders

competing for **your** loan - **for free!**

Here are a few of the leading comparison mortgage web sites:

[ELOAN](#) This company provides you with quotes for Home Purchasing, Debt Consolidation, Refinances and Home Equity Loans. They **do not pull your credit** with the short application that this link points to. They offer quick responses and can get you a quote in 24 hours in most cases. They work with some of the best lenders, especially in the bad credit / poor credit field.

[The Lending Partners](#) Lending Partners handles Mortgage Refinancing, Home Equity, Home Purchases and Commercial Property Loans. They've served over 500,000 homeowners since 1999.

[Countrywide Mortgage](#) A very well known lender, Countrywide has been growing more and more over the past few years. You may have seen their commercials on TV lately. They have many bad credit programs and can probably get you a low rate, too. **They approve 4 out of 5 applications** and offer **100% financing** for qualified buyers. Fill out their quick form and get a quote within a day or so.

You can find other comparison web sites through searching on google, and from reviews on mortgage web site forums and message boards.

Stay Informed on Mortgage Trends

It's always good to stay up to date on the latest mortgage news, and any new mortgage offers out there. Check out sites like [Loan-er.com](#) - They have thousands of insider mortgage articles in a searchable database, latest mortgage news, mortgage resources and reviews, all for free.

For those with absolutely BAD credit

If you don't get the types of offers you'd like from the above mortgage comparison web sites, don't worry - we'll soon get you a great deal regardless! The following are important steps to improve your credit as soon as possible, then you can simply reapply to comparison companies in 1 - 3 months.

Credit Repair Tips

I've seen many people repair their credit in record time using the insider tips below. They work, so get going!

Tip #1 - Get The Details

The first thing you want to do is to get a good look at your credit report from all three of the major credit bureaus. In many states there are even laws that you are entitled to a free copy of your credit report every year or so. You have to check with the credit bureaus themselves to find out what information they need from you to get a copy of your credit report.

Also, once you've got your credit report - if you find anything on it that is outdated or wrong you can write them a dispute letter to take it off of your credit report. Especially if you've already paid off a debt, but it's still listed. As long as you have some proof that you already paid it off (normally a check or other documentation), you can send copies of these to the credit bureaus along with your dispute letter.

Below are the web sites of the three major credit bureaus:

[Equifax](#)

[Experian](#)

[TransUnion](#)

Tip #2 - The Payday / Passbook Loan

An old trick that many people used to do to fix their bad credit quickly was to go to any bank and get a “passbook” loan. These are simply giving the bank an amount of money (for example we’ll say \$500), and paying interest on your own money. You give the bank \$500 as a deposit, they then “loan” you \$500 and you pay interest on it for a few months until the loan is paid in full.

Why would anyone want to do this? Because these are technically a loan, they are reported to the credit bureaus, so that every time you make a payment on them they’re paid on time, and they rebuild your credit every month. Most people who do this do at least 2 - 3 of these with different banks at the same time, to fix their credit faster.

The Better Option - Payday Loans

Payday loans are simply loans that are secured by your next paycheck. They give you a loan for the amount of your next paycheck, and sometimes more. This works for them because if you don’t pay they’ll get your next paycheck. And if you pay the loan on time - it will normally be reported as a loan paid off in good standing on your credit report! Many people who need to repair their credit will get a payday loan every month or two - just to repair their credit faster.

The best part is, just like passbook loans, payday loans are secured and given to people with bad credit - most pay loan companies have no credit check at all!

Here are some Payday Loan companies I recommend:

[Cash Advance Network](#) Offers Payday Loans with No Credit Check and features instant online approvals. The can even get the cash to you the next day!

[Paycheck Today](#) Payday Loans with no faxing and 30 second approval.

Tip #3 - Use “Mall Cards”

What I refer to as “Mall Cards” are credit cards that you can get at most major department stores (especially the kind that have a large clothing

department) and also from gas stations.

The reason that these can be quite useful for repairing credit is that they are often given to people with bad credit. Many people who can't get a credit card from Visa, Mastercard or the other major credit card companies aren't declined by these store type cards. The best thing is that they are **real credit cards that report to the credit bureaus every month.**

Insider Tip:

Credit Repair Myth #1:

Something that a lot of people seem to believe to either keep a good credit profile, or improve their credit profile is that if you can get a credit card: You should pay off the entire balance every month. Not True!

What's that you say?

Although it may not seem to make sense at first - it's true. Credit card companies don't want customers that pay off their entire balance every month. Don't get me wrong - they don't want people who pay late, either. *Why's this?* Because the credit card companies make **more money** on someone who carries a balance and pays only the minimum payment, **on time** every month.

Many credit card companies and finance companies will often rate a person who carries a balance and only pays the minimum monthly payment on time every month **higher** than a person who doesn't pay, pays late, or even someone who *pays the entire balance on time every month!*

Tip #4 - Cell Phones

Although most of your monthly bills (electric, gas, whatever) don't report to credit agencies (because you don't actually carry a balance or have "credit" with them) - there's a trick to "credit free" credit!

Here's a little known thing that I found out about a year or two. When viewing a credit report, there was monthly reporting from a major cell phone company as "paid on time" - as if the person had a balance with them.

I then found out that many cell phone companies report to credit bureaus monthly. The benefit is, most people with bad credit can get a cell phone and it looks like you're paying on a monthly credit or loan account, even though you have no real *credit* with them, and got the phone without any worry about your credit report.

I'm not going to list individual cell phone companies here, as their policies may vary - but I can say that a few of the big companies that are on TV all of the time do report to the credit bureaus. You can check with friends who have cell phones and have seen their credit report lately, or even ask some of the cell phone companies yourself.

If you already have a cell phone, you may want to consider getting service with one of these companies, as many companies can become your cell phone carrier and allow you to keep the same cell phone number. And, even if you don't want a cell phone you could try to find a cheap cell phone plan that you can easily afford just to help improve your credit - who knows, you may even start using your cell phone anyway!

Tip #5 - Pay off old debts

Most people don't realize that if you have a bad mark on your credit report and you were to pay off whatever amount it was, that if you paid it off today it would **instantly** look better on your overall profile. Even though it was a unpaid debt, even if it was unpaid for years - it immediately looks **way better** to credit and finance companies just having it marked as "*paid*" vs. "*delinquent*".

If you have bad credit, you've probably dealt with a few collection agencies in your time. As you may know, many of these companies are pretty pushy! What you can do is look on your credit report and try to contact any companies that have debts listed there. If they simply won't talk to you to arrange a payment plan that you can easily afford, or they start getting pushy saying things like "Sir, I can't do anything for you until I get your home phone number (or address, or whatever)" - do you really want these people calling you all day long? Hang Up On Them! Even if they act like they won't deal on your terms - We're going to **make** them deal on your terms.

Firstly, you could save up a little and pay off the debts that you can afford -

on your own without contacting them. Send it in directly to them in the form of a cashier's check, with delivery tracking. Then, if they don't take it off your credit report in a month, send in a dispute letter with photo copies of all this into all three of the major credit bureaus.

But before you do either of these - see this insider tip!

Insider Tip:

Pay off your debts WHOLESALE

That's right! You know all those commercials for all different things that always say you can get something for *pennies on the dollar*? Well, **here's one that you really can!**

Firstly, did you know that collection agencies aren't legal companies, they're just companies that buy out a delinquent debt from whoever you really, originally owed the debt to? Whoever you originally didn't pay (or pay off in time) just wanted to get some money for the debt - they don't want to chase you around trying to get some money from you! They're too busy trying to run a phone company, or whatever type of business that they're in.

Here's something interesting:

Did you know that collection companies don't buy the debts out for the full price? Why would they? Would you buy a debt from someone that you knew wasn't paying it? Sorry for all the question marks, I'm just trying to give you the mentality that collection agencies are working with.

They buy the debt for WAY less than you owed, because they'll probably never recover most of them. So, if they bought a \$500 debt for \$40, do you think they'd take \$150 - \$200 to settle it? Most of the time they will. If you haven't paid a debt in five years, they've only got two options, take your offer for \$200, or go on like they have been - and not get a dime!

I've done this for many people, and I even know someone who got a letter in the mail randomly - after not having paid a debt for a year or two, asking him to settle a \$500 debt for \$250!

If you have the collection letter, just call and ask for whoever's name is on the letter (I.e. Bill, Agent 4523). If you only have the company information from your credit report, just call them directly and try to talk to someone with some authority (ask for a supervisor, or somebody who seems like they have the power to deal).

If you get the above runaround where a company is simply trying to extract information to harass you - just write a letter to the company with your offer. Be sure to include any account numbers and other info that they'll need to find the debt - AND be sure to exclude any information (like your home phone number, or even your real address if you want) that they could use to harass you.

If you can get them on the phone, simply saying something like "You have a debt of \$500, I'll give you \$250 in full to settle it today." Be sure to be reasonable in your offers - don't offer them \$5 on a \$500 debt! And be sure to get their agreement to your offer in writing (either via a fax or mail) before giving them ANY money. And again, send cashier's checks and delivery tracking mail or parcel service. You want to be able to prove that you paid the debt in FULL.

By the way, the strategies above are exactly what "debt consolidation" companies spent only a few hours using, yet charge their clients **tons** of money for.

Insider Tip:

How to get collection companies off your back for good - fast!

If you're at all hounded by collection companies, here's a trick that'll help you to stop being worried (or pissed off) whenever your phone rings.

There is a law that covers most, if not all, states in the US. Most people who are being hounded by collection companies don't realize that they can

force them to stop calling them - legally.

Simply say this - "As you know, it's a law that once I tell you that all future correspondence will be through the mail, it is illegal for you to call me anymore. I am also letting you know that I am recording this conversation right now. ". Once you're sure that they've understood you, hang up the phone!

It also helps if actually are recording the conversation and have the collection company name on the call.

If, while you're repairing your credit, you want to enlist some professional credit repair aid and get a **great service** for a **reasonable price**, I recommend the following credit repair resources:

[The Attorney's Guide to Credit Repair](#) A website run by David Shapiro, a lawyer who specializes in tax law.

[The Bad Credit Bomber](#) David Moore's system to erase bad credit, that he developed when fixing his bad credit.

[The 24 Hour Credit Fix](#) A website that works with people who have bad credit to get various types of loans.

Well, I've given you a lot to go on here, but you won't get anything out of it - unless you GET GOING and use these tips and tricks now! I've helped a lot of people get the mortgages and loans that they wanted, and to repair their credit fast - using these exact strategies. So get going now, and you'll soon have the same!

To Financial Freedom,

Trent Grey

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