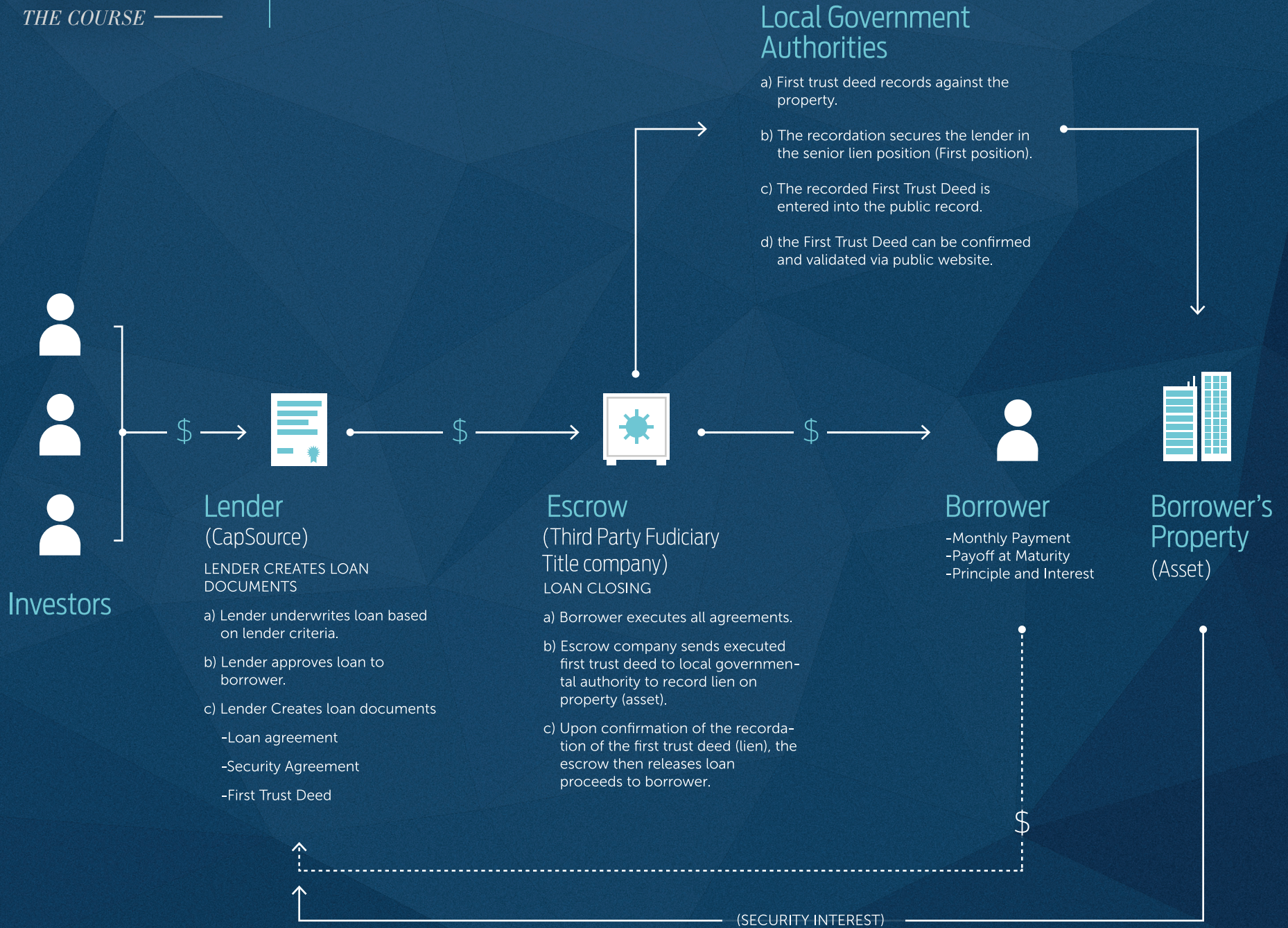


The First Trust Deed Lending Process



In the Lending Process there are two types of Private Lenders:

- Private Lenders Who Do Everything Themselves
- Private Lenders Who Utilize a Broker

The “Do It ALL” Private Lender vs. Private Lenders with a Broker

As a “Do It ALL” Private Lender YOU are Responsible for:

- Finding your own loans
- Doing your own due diligence which includes, but not limited to:
 - Background check on Borrower’s experience and credit worthiness
 - Review and analysis of appraisal
 - Review of the Purpose and the Exit Strategy
- Servicing the Loan (collecting monthly payments)
- Foreclose and Sell the Property (if necessary)

As a Private Lender with a Broker, the Broker:

- Finds, Evaluates and Presents potential lending opportunities
- Coordinate with other Private Lenders to “pool” needed funds
- Broker Finds the Loan
- Broker Presents the Loan Summary to Lenders
- Broker Collects Commitment Amounts from Lenders
- Lenders Sends Funds to Escrow at Title Company
- The Trust Deed Mortgage is Signed by ALL Parties
- The funds are released to borrower
- Lender’s lien recorded on Title of Collateral
- Loan Servicing Begins
- Loan Payoff

A Broker is a great option for both experienced and inexperienced Private Lenders

- Best Option for New Private Lenders
- It reduces of the risks that come with inexperience
- It increases passivity – Passive income without doing all the work