

Scripts -

Speaking with Trustees -

Outbound - you calling - you will usually not be able to get through to the trustee directly (you'll end up speaking, at first to a secretary), and I would not attempt to call the judge. Also, this script is designed to be used to follow up, after you have already sent the information/letter in the ebook.

You will usually have to explain to the secretary that you are an asset recovery professional and that you have found monies that the trustee to recover for the court. Once you get to the trustee:

"Hello, is this ((trustee's name)), ((with, your company name if applicable)). I am an asset recovery professional.

I sent information on a bankruptcy case that I believe you can collect on. Did you receive that?"

((have the case information - \$ amount to recovery, pacer print out with bk case number etc., handy))

If no -

"Okay, I must have the wrong contact information. Where can I send that for your review?"

If yes -

"Okay, I am following up with you. Is the court willing to consider recovering these funds?"

If yes -

Great - we charge a 25% referral, after you successfully recover the funds. I can work contractually, as a researcher for the bankruptcy court, or on a referral basis.

Can you sign off on the agreement or do I first have to send the court information where the monies are being held?

If they want the court info first -

Okay, I am willing to take that risk. Do I have your word that, if the court wishes to pursue these monies, my asset recovery fee will be protected?

If they are willing to sign an agreement, get their fax or email address and send it to them.

Asset Recovery Agreement ((This does not need to be notarized))

((District name of court)) Bankruptcy Court, 'BC'

((Your name and company name if applicable)) Asset Recovery Specialist, 'ARS'

Claimant agrees to the following terms and conditions regarding the recovery of monies the court is due:

1. BC enlists the help of ARS for the recovery of monies due court.
2. Amount of monies held is ((enter dollar amount of claim)). This will be disbursed as follows:
BC is to receive 75% of the gross monies recovered
ARS is to receive 25% of the gross monies recovered
ARS is to be paid from BC after BC receives funds and they have cleared BC's account.
3. BC is responsible for all costs associated with the retrieval of the funds from the court where these funds are held.
4. Bankruptcy case number ((case number)), debtor ((debtor's name)).
5. Court reference number ((case #)). Upon receipt of BC representative signature, full case information – court location, source of funds, etc., will be provided.
6. Date funds were created – ((date or, year range. If case is for instance 2005 case, put in 2005/2006))
7. Amount of funds held by the County – ((put in amount held)).

Signed _____ Dated _____

Printed name of BC representative _____

Title of BC representative _____

If they are not willing to sign an agreement first, send them the following information:

To((trustee's name)), Bankruptcy Trustee

Fr((your name, company name if applicable))

Re((recovery information we spoke about))

Dear ((Trustee's name)), Bankruptcy Trustee,

Hello! The following is information regarding the asset recovery we spoke about.

Bankruptcy case information:

Case # _____ Debtor _____

Date filed _____ Date Terminated _____ Date Discharged _____

Court information, monies to be recovered:

Case # _____ County/State _____

Source of funds _____ Amount Held _____

Date funds created ((put in range if don't have exact date, just add one year to case descriptor, for instance is 2005 case – 2005/2006))

Per our conversation, I am an asset recovery professional than is paid to help the court recover these funds, for a contractual or referral rate of 25% of the gross monies recovered.

Please let me know as soon as possible if the court is willing to pursue these monies. If the court is not willing to pursue these funds, I will approach the creditors directly, or go to the claimant directly, if the creditor's debt is not recorded in the court.

The Bankruptcy Court is probably not currently indexed/archived with the County's records.

Respectfully,

((your name and your company name if applicable))

Phone ((your direct line)) ((Address))