

## Types of debt settlements

- Lump sum
- Work out
- Hardship

May need to be behind on payments

## Confirm

- how much is owed
- Interest rates
- Next payment
  - a. BOA \$13,754 @ 20%, \$358
  - b. CHASE \$10,988 @ 25%, \$335
  - c. DISCOVER \$7,691 @ 0%, \$150
  - d. CITIBANK \$5,270 @ 0%, \$70
  - e. CARE CREDIT \$3,167 @ 0%, \$115

## Decide on agreement type

- Speak with the debt settlement,
- loss mitigation or
- hardship department

Once you're connected with someone who has the ability to negotiate with you

- explain your situation and make your offer,
  - a. Received SSDI for 20 years
  - b. house needed emergency roof
  - c. Dad moved out, lost stipend
  - d. Started working minimum wage
  - e. SSA limits earned income after 9 months
  - f. still searching for engineering position after 9 months
- Be polite but firm, no interest, no fees, no minimum, skip payments until I find an engineering job

Let the card issuer know that you'd rather work things out directly

- you're considering filing bankruptcy or
- hiring a professional to help you with your debt,

## Take notes and follow up

- ask for a supervisor or
- call back multiple times over the coming days and weeks

## Get the agreement in writing

- ask for documentation.
- You don't have a deal until you have it in writing

DTI is too high for other options

- balance transfer or
- consolidation loan.