



Scot Kenkel's

## SHORT SALE HELP DESK

Helping Real Estate Professionals Get More  
Short Sales LISTED, SOLD and CLOSED!!



### FREE DOWNLOADABLE RESOURCE

#### “The Hardship Letter Worksheet”

Table of Contents:

1. The Hardship Letter Worksheet
2. A Sample Hardship Letter following the same order of the worksheet

*I recommend that you print out a blank copy of the Hardship Letter Worksheet to use when you meet with your Distressed Sellers. You should be the one to fill in the different sections of the Worksheet during the question phase of the appointment and once completed go ahead and give them (your sellers) a blank pad of paper and the completed worksheet and instruct them to write it out in their own handwriting.*

Scot Kenkel, Short Sale Instructor



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### Short Sale Listing Bootcamp



LEARN MORE ABOUT MY NEXT BOOTCAMP HERE:  
[www.ShortSaleListingBootcamp.com](http://www.ShortSaleListingBootcamp.com)

# Hardship Letter Worksheet

**A** Your Name (s): \_\_\_\_\_  
Lenders Name: \_\_\_\_\_  
Account Number: \_\_\_\_\_

**B** Bought Home in \_\_\_\_\_ Paid \$ \_\_\_\_\_  
Describe jobs and/or income at the time: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**C** Described the event that TRIGGERED your financial struggle:  
Date: \_\_\_\_\_ Event: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**D** Since the TRIGGER event explain what you have done to meet your financial and mortgage obligations?  
>>> Lived on and exhausted all of our savings (unemployment/severance pay)  
>>> Cashed in any paid up life insurance policies  
>>> Paid for everything on credit cards  
>>> Borrowed from friends and relatives  
>>> Sold personal belongings on e-bay  
>>> Borrowed against or completely drained retirement account  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**E** State what you want them to do and what will happen if they don't.  
Please approve the sale of our home so that we can avoid...  
>>> Losing it to Foreclosure  
>>> Filing Bankruptcy  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**F** Write this all out on ONE PAGE in your own handwriting and sign it.

Bob and Shirley Kantpay  
111 Main Street  
Smithville, OK 71717

**A**

To: Countrywide Loans  
Re: Loan #1100887

Dear Sirs,

**B**

My husband and I bought our home for \$235,000 in 2004 at which point we were both working and earning close to \$100,000 per year collectively. At the time we felt we earned more than enough income to cover our bills and our mortgage.

**C**

During the Summer of 2008 my husband LOST his job that paid \$70,000 salary per year. He was given three months severance pay and was able to collect unemployment for six months while he looked for a new job.

**D**

Since then we've managed to survive by exhausting all of our savings and depleting our IRA account entirely but we haven't been able to come up with enough to pay our mortgage in months. Our credit cards have been maxed out and we've done all we can to try to afford our mortgage payments but just can't do it anymore.

**E**

We hate to lose our home to foreclosure and would ask that you please accept this short sale so we can move on with our life. Our only alternative to you accepting this sale is to file bankruptcy and we'd prefer to avoid doing that. Please help us.

Sincerely,

**F**

Bob Kantpay

Shirley Kantpay