

# Introduction to Credit Repair

## Class I

Description	Time
<b>Introduction to Program</b>	15
<b>First Hour</b> <ul style="list-style-type: none"><li>* Working with New Clients.</li><li>* Answering common questions from Clients (such as “why go to a credit repair specialist when they can do it themselves”).</li><li>* Obtaining the proper information to start your client file.</li><li>* Best practices for obtaining Credit Reports.</li><li>* Reading a credit report and understanding all the codes.</li><li>* Spotting Identity Theft and determining information to report to the police dept. when making a claim.</li><li>* “Identity Theft” vs. “Mistaken Identity” (and appropriate methods of removal).</li><li>* When to dispute to the Credit Bureaus and when to dispute to the Creditor.</li><li>* Avoiding frivolous letters from the Credit Bureaus.</li><li>* Q and A throughout.</li></ul>	60
<b>The Credit Repair Business: Startup &amp; Marketing Guide I</b>	45

## Class II

Description	Time
<p><b>Second Hour</b></p> <ul style="list-style-type: none"><li>* Advanced Tips and Tricks for Bankruptcy's, Foreclosures, and Short sales.</li><li>* Four items that have no Statute of Limitations.</li><li>* Properly worded explanations that work to remove an item.</li><li>* The difference between "Collections" and "Recovery."</li><li>* Violations of collections and recovery.</li><li>* Advanced tips for late payments.</li><li>* How to speak with creditors, collections and attorneys. What to say (and what not to say).</li><li>* Q and A throughout.</li></ul>	75
<b>The Credit Repair Business: Startup &amp; Marketing Guide II</b>	45

## Class III

Description	Time
<p><b>Third Hour</b></p> <ul style="list-style-type: none"><li>* How to obtain fees and stay within the law.</li><li>* What a lender looks for.</li><li>* Answering common questions from your clients (for example: regarding length of time it takes to repair someone's credit).</li><li>* Rapid Re-scoring: How it works, where to obtain it and when to use it.</li><li>* The "Business" of Credit Repair: Where to find clients, marketing tips and ideas.</li><li>* Attracting and working with "Affiliates" and scaling your business.</li><li>* Reviewing a credit report (advanced and in depth).</li><li>* Q and A throughout.</li></ul>	60
<b>Seven simple things you can do to increase your Credit Score fast</b>	60

#### **Class IV**

<b>Description</b>	<b>Time</b>
<b>Introduction to Credit Repair Software I</b>	<b>60</b>
<b>Introduction to Credit Repair Software II</b>	<b>60</b>

#### **Class V**

<b>Description</b>	<b>Time</b>
<b>*Introduction to Small Claims and Civil Court Issues. Were you served?</b>	<b>60</b>
<b>*Introduction to Chapter 7 and Chapter 13 Bankruptcy Issues</b>	
<b>Credit Repair Start up Kit for our Paralegal Program</b>	<b>60</b>

Book: Credit Repair, at Nolo Press - [www.nolo.com](http://www.nolo.com)

By: Robin Leonard, J.D. & Attorney Margaret Reiter