

# MENTOR FINANCIAL GROUP

Commercial Private Money Mortgage Specialists

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## BORROWER TIPS

*Sometimes Borrowers Are Their Own Worst Enemy*

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Borrowers are sometimes their own worst enemy. Once a borrower gets to the point of getting a Hard Money loan, they must be realistic about the outcome. Look upon Hard Money as a good thing, not bad. You should make a multiple of what you pay to get the money with your exit strategy. At Mentor Financial Group, we make millionaires. We are a part of your team to make you a success.

Here are a few tips to follow:

1. Be up front. Don't hide things; eventually they come out and it just wastes time.
2. Keep focused on the end result. Think of Hard Money as a means to an end.
3. Make claims that are verifiable. Realize investors still perform due diligence.
4. Don't change wants and needs in the middle or end of the process. Investors hate uncertainty or change; it is a red flag.
5. Commit and follow through on what you say. Don't assume you know better than the investor.

6. Be patient and sell your deal. Know that investors want to stick to the facts. Sell your deal with facts, not by puffing and or with emotion.

7. Do what you and say what you do.

8. Don't shop your deal too much. Eventually, everyone will see it and think something is wrong with it. Shopping cheapens deals and your reputation.

9. Prepare yourself for ups and downs. Give yourself enough time; typically 30-days. Keep your word and be honest.

10. Select an experienced Hard Money team to help you.

11. Upfront fees - be careful. Deal with only reputable lenders. If not, you might be taken advantage of.

12. Finally, realize that in Hard Money lending there are rules and not rules at the same time. What I mean is that generally speaking, lenders work on certain parameters, but since they make the decision in the end, they can make their own rules.

### WE'RE FAST MONEY

At Mentor Financial Group ("MFG"), our business is to fund investments secured by trust deeds on commercial real estate, including income producing properties (i.e. apartments, office buildings, etc.), land and development projects (i.e. construction loans, rehabs, condo conversions, etc.) and non-owner occupied residential properties.

### GOT DEALS?

#### CHECK OUT OUR SUPERIOR SERVICES, FUNDING SOURCES AND REFERRAL FEES:

- Keep clients happy and earn referral fees.
- \$500MM available for funding San Diego deals!
- Over 100 San Diego based funding sources available.
- Your clients are yours!
- Once file is complete, 48-hour funding answer in most cases.
- Deal sizes from \$500K to \$250MM.

Don't waste time! Call **Weston A. Jones** today at **(619) 987-9433** and ask about our referral fees, or visit our website at [www.mentorfg.com](http://www.mentorfg.com).