



Reverse Mortgages: What Every Attorney Should Know

Jr., Jim "Zig" Zeigler

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Quick over-view for the busy lawyer. Why a lawyer needs to know about reverse mortgages. Adding the growing reverse mortgage niche to your practice. Reverse mortgage basics. Scenarios that indicate need for a reverse mortgage. Why a reverse mortgage prospect needs an attorney. Basics for general practice and non-practicing attorneys. Details for attorneys in: Estate planning, Medicaid/eldercare planning, tax, veterans aid and attendance, real estate, foreclosure prevention, debtor and bankruptcy, plaintiff litigation. Finding the right reverse mortgage professional in your market and developing a TEAM approach.

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