

**UNITED STATES BANKRUPTCY COURT
DISTRICT OF NEW JERSEY**

LOSS MITIGATION PROGRAM AND PROCEDURES

I. PURPOSE.

The Loss Mitigation Program (“LMP”) is designed to function as a forum for debtors and lenders to reach a consensual resolution when a debtor’s residential property is at risk of foreclosure. The LMP aims to facilitate such resolution by opening and maintaining the lines of communication between the debtors’ and lenders’ decision makers. The LMP encourages the parties to finalize a feasible and beneficial agreement with the assistance and supervision of the Bankruptcy Court.

II. LOSS MITIGATION DEFINED.

The term “loss mitigation” includes the full range of solutions that may prevent either the loss of a debtor’s property to foreclosure, increased costs to the lender, or both. Loss mitigation includes, but is not limited to, loan modification, loan refinance, forbearance, short sale, or surrender of the property in full satisfaction. The terms of a loss mitigation solution will vary in each case according to the particular needs and goals of the parties.

III. ELIGIBILITY.

The following definitions describe the types of parties, properties and loans that are eligible for participation in the Loss Mitigation Program.

A. DEBTOR.

The term “debtor” means any individual debtor in a case filed under Chapter 7, 11, 12 or 13 of the Bankruptcy Code, including joint debtors.

B. PROPERTY.

The term “property” means any real property used as a principal residence in which an eligible debtor holds an interest.

C. LOAN.

The term “loan” means any mortgage, lien or extension of money or credit secured by eligible property, regardless of whether the loan: (1) is considered to be “subprime” or “non-traditional,” (2) was in foreclosure prior to the bankruptcy filing, (3) is the first or junior mortgage or lien on the property, or (4) has been “pooled,” “securitized,” or assigned to a servicer or to a trustee.

D. CREDITOR.

The term “creditor” refers to any mortgage holder, assignee, servicer or trustee of an eligible loan.

IV. ADDITIONAL PARTIES.

A. OTHER CREDITORS.

Where it may be necessary or desirable to obtain a global resolution, any party may request, or the bankruptcy court may direct, that multiple creditors participate in loss mitigation.

B. CO-DEBTORS AND THIRD PARTIES.

Where the participation of a co-debtor or other third party may be necessary or desirable, any party may request, or the bankruptcy court may direct, that such party participate in loss mitigation, to the extent that the bankruptcy court has jurisdiction over the party.

C. CHAPTER 13 TRUSTEE.

The Chapter 13 Trustee may participate in loss mitigation to the extent that such participation would be consistent with the Chapter 13 Trustee’s duties under the Bankruptcy Code.

V. COMMENCEMENT OF LOSS MITIGATION.

A. BY THE DEBTOR.

1. Except as provided in subsection (3), a debtor seeking to commence the LMP must file with the court and serve on the creditor and its counsel, if known, the Local Form, Notice of Request for Loss Mitigation, together with a proposed Local Form, Loss Mitigation Order, at any time after the commencement of the case until three (3) days before the first date scheduled for the First Meeting of Creditors. The debtor must also file a certificate

of service. The Local Form, Notice of Request for Loss Mitigation shall specify the amount of adequate protection payments proposed to be made by the debtor to the creditor during the loss mitigation period. (See Section VII. B). The creditor shall have fourteen (14) days to object. If no objection is filed, the bankruptcy court may enter a Local Form, Loss Mitigation Order.

2. Except as provided in subsection 3., if a debtor seeks to engage in loss mitigation after the time prescribed in subsection 1., the debtor must file a motion with the court, on notice to the creditor and where applicable, the Chapter 13 trustee, establishing good cause for the failure to have filed the Notice of Request for Loss Mitigation within the time period specified in Section V. A.1. The motion must specify the amount of adequate protection payments proposed to be made by the debtor to the creditor during the loss mitigation period. (See Section VII. B).

3. A debtor whose bankruptcy case is pending on the effective date of the LMP (August 1, 2011), may seek to commence the LMP as prescribed in subsection 1.

B. BY A CREDITOR.

A creditor seeking to commence the LMP must file with the court and serve on the debtor and debtor's counsel, if any, the Local Form, Notice of Request for Loss Mitigation, together with a proposed Local Form, Loss Mitigation Order. The creditor must also file a certificate of service. The debtor shall have fourteen (14) days to object. If no objection is filed, the bankruptcy court may enter the Local Form, Loss Mitigation Order.

C. BY THE BANKRUPTCY COURT.

The bankruptcy court may enter a Local Form, Loss Mitigation Order at any time, provided that the parties bound by said order have had notice and opportunity to object and to be heard.

D. OPPORTUNITY TO OBJECT.

Where any party files an objection, a Local Form, Loss Mitigation Order shall not be entered until the bankruptcy court, after adequate notice, has either held a hearing to consider the objection, or overrules the objection without a hearing for failing to include specific grounds why loss mitigation would not be successful. Grounds for objection may include, but are not limited to, the assertion that loss mitigation has been requested in bad faith, or the assertion that loss mitigation has been

previously requested by the debtor and has been denied. If a party objects on the grounds that loss mitigation has been requested in bad faith, the assertion must be supported by objective reasons.

VI. LOSS MITIGATION ORDER.

The Local Form, Loss Mitigation Order required by Section V. must set forth the time frames for action by the parties, as specified below.

A. REQUIRED TIME FRAMES FOR ACTION BY THE PARTIES.

1. Designation of contact persons: 14 days from entry of order.
2. Requests for information: 14 days from entry of order.
3. Responses to requests for information: 21 days from receipt of request.
4. Status Report: 60 days from entry of order.
5. Termination of loss mitigation: 90 days from entry of order.

Upon the submission of a consent order on notice to the trustee or an application on notice to the other party and the trustee, the Court may modify the time frames for action by the parties. For extension or early termination of the loss mitigation period, see Sections IX.B. and C.

B. EFFECT.

Upon the entry of a Loss Mitigation Order, the following shall apply to the Loss Mitigation Parties:

1. If a relief from stay motion pursuant to section 362(d) is pending when a Loss Mitigation Order is entered or if such a motion is filed during the loss mitigation period, the court may condition the stay upon compliance by the debtor with the fulfillment of the debtor's obligations under the Loss Mitigation Order. If the debtor fails to comply with the loss mitigation process and Loss Mitigation Order, the creditor may apply to terminate the Loss Mitigation Order as specified in Section IX.C., and to obtain relief from the stay.

2. In a Chapter 13 case, the Standing Trustee may recommend entry of an Interim Confirmation Order pending the resolution of the loss mitigation process. Under the terms of the Interim Confirmation Order, distribution to administrative, priority, and secured creditors, including the payment of arrearages, if any, and adequate protection, may be set forth, and a date for a Confirmation Hearing, consistent with the terms of the Loss Mitigation Order, will be fixed.

3. Pursuant to Federal Rule of Evidence 408, all communications and information exchanged by the Loss Mitigation Parties during the loss mitigation procedure are without prejudice, and will be inadmissible in any subsequent judicial proceedings.

VII. DUTIES UPON COMMENCEMENT OF LOSS MITIGATION.

Upon entry of a Loss Mitigation Order, the Loss Mitigation Parties shall have the following obligations:

A. GOOD FAITH.

The Loss Mitigation Parties shall negotiate in good faith. A party that fails to participate in loss mitigation in good faith may be subject to sanctions.

B. ADEQUATE PROTECTION PAYMENTS BY DEBTORS.

Upon filing a Request for Loss Mitigation, the debtor must make adequate protection payments to the creditor in an amount that is at least 60% of the monthly principal and interest payment that is contractually due, plus 100% of any required monthly escrow payment. If the creditor objects to the amount of the adequate protection payment proposed by the debtor, after adequate notice, the court shall hold a hearing to consider the objection.

If the debtor is required to direct adequate protection payments to a different address than the debtor utilized prior to the filing of the bankruptcy case, the creditor shall promptly advise the debtor of the correct address and any other requirements to ensure the proper posting and processing of the payments.

C. STATUS REPORT.

The Loss Mitigation Parties shall file the Local Form, Loss Mitigation Status Report within the time set by the bankruptcy court in the Loss Mitigation Order. The debtor shall be

responsible for submitting the status report, but must do so on notice to and in cooperation with the creditor. A Status Report may include a request for an extension of the loss mitigation period.

D. BANKRUPTCY COURT APPROVAL.

The Loss Mitigation Parties shall seek bankruptcy court approval of any agreement reached during loss mitigation in accordance with Section X.

VIII. LOSS MITIGATION PROCESS.

A. INITIAL CONTACT.

1. Within seven (7) days after the designation of contact persons and contact information by the parties, as provided in the Loss Mitigation Order, the contact person designated by each creditor shall contact the debtor's attorney, or the debtor, if specifically authorized, and any other Loss Mitigation Party. The debtor may contact the person or persons designated by the creditor as the loss mitigation contact at any time. The purpose of the initial contact is to create a framework for the discussion at the loss mitigation session and to ensure that each of the Loss Mitigation Parties will be prepared to participate meaningfully in the loss mitigation session – it is not intended to preclude the introduction of additional issues or proposals that may arise during the session. During the initial contact phase, the Loss Mitigation Parties should agree upon:

(a.) The time, place and method for conducting the loss mitigation sessions.

(b.) The types of loss mitigation solutions under consideration by each party.

2. The parties shall also confirm the dates included in the Loss Mitigation Order for the exchange of requested information prior to the loss mitigation session, including the due date for the debtor to complete and return any information request or other loss mitigation paperwork that each creditor may require. All such information shall be provided within the time set forth in the Loss Mitigation Order.

B. LOSS MITIGATION SESSIONS.

Loss mitigation sessions may be conducted in person, telephonically, or by video conference. Prior to the conclusion of each loss mitigation session, the Loss Mitigation Parties should discuss whether additional sessions are necessary and set the time and method for conducting any additional sessions, including a schedule for the exchange of any further information or documentation that may be required.

C. BANKRUPTCY COURT ASSISTANCE.

At any time during the loss mitigation period, a Loss Mitigation Party may request a settlement conference or status conference with the bankruptcy court.

D. SETTLEMENT AUTHORITY.

Each Loss Mitigation Party must have a person with full settlement authority present during a loss mitigation session. During a status conference or settlement conference with the bankruptcy court, the person with full settlement authority must either attend the conference in person or be available by telephone or video conference.

IX. DURATION, EXTENSION AND EARLY TERMINATION.

A. INITIAL CONTACT.

The initial loss mitigation period shall be proposed by the parties and shall be set by the bankruptcy court in the Loss Mitigation Order.

B. EXTENSION.

1. Agreement.

The Loss Mitigation Parties may consent to an extension of the loss mitigation period. A party may file a request for extension in writing or include the request for extension in the Status Report. A request for extension must be supported by a factual statement in support of the extension and served on all parties in interest. Any objection to such request shall be filed within three (3) business days of the request.

2. No Agreement.

Where a Loss Mitigation Party does not consent to the request for an extension of the loss mitigation period, the bankruptcy court shall schedule a hearing to consider whether further loss mitigation sessions are appropriate. The bankruptcy court may order an extension if it appears that:

- (a.) a further loss mitigation session is likely to provide a substantial benefit to a Loss Mitigation Party;
- (b.) the party opposing the extension has not participated in good faith or has failed in a material way to comply with these procedures;
- (c.) the party opposing the extension would not be prejudiced, or
- (d.) for other cause shown.

C. EARLY TERMINATION.

1. Upon Request of a Loss Mitigation Party.

A Loss Mitigation Party may request that the loss mitigation period be terminated for cause, and shall state the reason(s) for the request. Except where early termination is necessary to prevent irreparable injury, loss or damage, the request shall be made on notice to all other Loss Mitigation Parties, and if necessary, the bankruptcy court may schedule a hearing to consider the request.

2. Dismissal of the Bankruptcy Case Not Required.

- (a.) A debtor is not required to request dismissal of the bankruptcy case in order to effectuate a resolution.
- (b.) Upon the Request of a Debtor.

Where a debtor requests voluntary dismissal of the bankruptcy case during the loss mitigation period, the debtor's dismissal request shall indicate whether the debtor agreed to any settlement or resolution with a Loss Mitigation Party during the loss mitigation period or intends to accept an offer of settlement made by a Loss Mitigation Party during the loss mitigation period.

X. RESOLUTION.

The bankruptcy court will consider any agreement reached during loss mitigation and may approve same, subject to the following:

A. IMPLEMENTATION.

1. Subject to subsection 2., a resolution may be noticed and implemented in any manner permitted by the Bankruptcy Code and Federal Rules of Bankruptcy Procedure (“Bankruptcy Rules”), including, but not limited to, a stipulation, sale, plan of reorganization or amended plan of reorganization, or a motion to approve a loan modification.

2. In a Chapter 13 case in which a loan modification has been agreed upon, the debtor shall file a motion to approve the loan modification, on 14 days notice to the Standing Trustee and to all creditors whose claims are secured by liens against the residence. A copy of the loan modification agreement must accompany the motion. The form of order presented with the motion must provide the following, where applicable:

(a.) If the loan modification approved by the Court impacts on the provisions of the debtor’s Chapter 13 plan, a modified plan must be filed within 10 days of the entry of the order approving the loan modification.

(b) If the loan modification approved by the Court results in a material change in the debtor’s expenses, the debtor shall file an amendment to the impacted schedules reflecting income and expenses (Schedules I and J) within 10 days of the entry of the order approving the loan modification.

B. FEES, COSTS OR CHARGES.

If a resolution provides for a creditor to receive payment or reimbursement of any fee, cost or charge that arose from loss mitigation, all such fees, costs or charges shall be disclosed to the debtor, the trustee, the U.S. Trustee, and to the bankruptcy court prior to approval of the resolution.

C. SIGNATURES.

Consent to the resolution shall be acknowledged in writing by (1) an authorized representative of the creditor, (2) the debtor, and (3) the debtor’s attorney, if applicable.

D. HEARING.

Where a debtor is represented by counsel, a resolution may be approved by the bankruptcy court without further notice, or upon such notice as the bankruptcy court directs. Where a debtor is not represented by counsel, a resolution shall not be approved until after the bankruptcy court has conducted a hearing at which the debtor shall personally appear.