

Top ten things you need to know about Non-Performing Loans:

1. NPLs are like a cancer and, if not aggressively managed, will decline in value 25-30 percent per year.
2. Distressed Asset Investors will not enter a market to catch a falling sword. Investors need to know there is a process and a commitment to a series of NPL transactions.
3. Hiring the right Financial Advisor is critical. The FA should bring "instant" credibility to the market and reassure investors by their presence that the seller is committed to a high quality, international best practice approach to asset resolution.
4. Experience throughout the World has shown that virtually all NPLs have a value, if properly presented and marketed in a competitive bidding environment.
5. The Four Pillars of maximizing the recovery value from a distressed asset portfolio are as follows:
 - a) an experienced, aggressive financial advisor
 - b) high quality seller due diligence
 - c) multiple investor competitive bidding
 - d) marketable transaction documentation
6. The better the due diligence the higher the ultimate price.
7. Your First Loss is your Best Loss. A well executed portfolio sale where it is perceived the winning bidder made a good deal will bring dozens of new investors to the market which will bid up the remaining assets in your NPL portfolios.
8. Alternative investment structures that allow seller participation can greatly enhance the recovery value of the portfolio.
9. Asset pooling and bidding strategies are an "art and a science" learned over time which greatly increase the sales price of distressed asset portfolios.
10. Trust in execution excellence and the competitive market environment to insure the highest possible recovery value of the portfolio.