



BaystateBankruptcy.com

Got debt?

Get a *FRESH START!*

It's amazing what we can do for you!

Stop Foreclosure

Get your life back!

Your solution is here!

Save your home!

We're here to help!

**Eliminate
credit card debts**

**Eliminate medical
bills and old taxes**

BaystateBankruptcy.com
65A FLAGSHIP DRIVE
NO. ANDOVER, MA
01845
(978) 687-1818

attorneykitaeff@aol.com

www.baystatebankruptcy.com

This law firm represents people who are in financial distress. Call us for a free consultation to see how we can help. We are bankruptcy lawyers. It's amazing what we can do for you!

The “Automatic Stay” is effective the moment we file your case. All collection actions must stop. No more demands, no more phone calls, no more collection letters, and no more wasteful court appearances!

TABLE OF CONTENTS

| | |
|---------------------------------------|---|
| Typical Questions..... | 1 |
| Chapter 7..... | 2 |
| Chapter 13..... | 3 |
| Which one is right for you?..... | 4 |
| If bankruptcy...Don'ts and Do's!..... | 5 |
| The Bankruptcy Process..... | 6 |
| Road sign - After Bankruptcy..... | 7 |
| Before/After Comparison..... | 8 |
| Testimonials | 9 |

Typical Questions

1. What can bankruptcy do for me?

Get rid of all your bad debts. Or get caught up on your mortgage. Or both!

2. How long does it take?

A chapter 7 case usually takes about 4-5 months from filing date to discharge date; a chapter 13 case runs 3 to 5 years to date of discharge.

3. Does my spouse have to file bankruptcy with me?

No, but he/she might want to join in the case, if it would be beneficial.

4. Does everyone find out that I filed bankruptcy?

No, but it is public record. Anyone can look it up.

5. If I file bankruptcy, will I ever be able to buy a house?

Yes. You can improve your credit score quickly and probably qualify for a mortgage in just a few years.

6. How long before I can get credit again?

Sometimes, very quickly. It depends on your situation. We will help you.

7. If I file bankruptcy, will I lose everything?

No. Your assets will be protected! Chances are you will lose absolutely nothing-keep everything you have and start fresh!

8. I'm behind on my mortgage. Will I lose my house?

Call us quickly, especially if a foreclosure is threatened. We can stop the foreclosure and save your house.

9. I don't have much money to pay a lawyer for a bankruptcy. Can we do a payment plan?

Yes, but our fees need to be paid before we can file a chapter 7 case for you.

10. Can I file a bankruptcy case myself, without a lawyer?

Yes, but bankruptcy law is complicated. The Court has a "pro se" lawyer to assist people who file cases themselves, but he/she cannot offer legal advice.

Chapter 7 Bankruptcy

“Our client Jane, a single mother of 2 young daughters, had \$35,000 of defaulted credit cards and had already been in Court three times to answer collection demands. And the phone calls wouldn’t stop. She paid what she could, but almost all of each payment went to the interest – she was not getting anywhere. Her family was suffering because she could not buy proper food and was at risk of not being able to pay her rent.

We filed a Chapter 7 for Jane. After being granted a discharge of all of her credit card debts, she has a fresh start and is looking forward to caring for her family properly. She sleeps better every night and has improved her relationship with her boyfriend. She has her life back! And her kids can see the difference!”

Chapter 7 is usually a relatively quick process. Most consumer bankruptcy cases will take 4 to 5 months from start to finish. It starts with the “automatic stay” the moment we file your case.

Chapter 7 is designed to discharge (get rid of) most debts including credit cards, medical bills, and even some old income tax debts. Wipe the slate clean.

Chapter 7 - Get rid of bad debt and get your life back!

We'll need to determine if you're eligible to file for Chapter 7 using the “[means test](#).” To do the calculation, we will need pay advices (such as paystubs) for you and all of your household members for the past 6 months.



NOTES

Chapter 13 Bankruptcy

“John and Mary were 14 months behind on the mortgage on their residence in Lawrence. We filed a Chapter 13 case, they cured the entire arrears over 5 years (with no interest), they stayed “current” on the mortgage during the process and they saved their home from foreclosure. Their plan also included paying 10 cents on the dollar to their unsecured creditors (credit cards) and the rest of the debt was discharged. Saved the house and got rid of all the bad debt. Great results!”

Chapter 13 bankruptcy can **stop a foreclosure** if you want to keep your house. Of course, you’ll need to catch up on the back payments that you’ve missed, but the Court will give you as long as 5 years to do so, INTEREST FREE!

Filing for bankruptcy under Chapter 13 will allow you to get back on track by reorganizing your debts into one affordable monthly payment. NO INTEREST on the credit cards. Surprising, but true.

Chapter 13 does NOT require you to pay all of your general unsecured debts in full. You pay what you can afford every month, INTEREST FREE!

We can also “strip” (remove, get rid of) a second mortgage, if the value of the house is less than the balance due on the first (senior) mortgage. You must complete the repayment plan for this to work.

When you **successfully complete** your Chapter 13, the Court will discharge the remainder of your general unsecured debts. For example, if you pay 10 cents on the dollar to your unsecured creditors (credit cards, etc.) the other 90% is eliminated by a “discharge” issued by the U.S. Bankruptcy Court.



NOTES

Which one is right for you?

Chapter 7

- Your mortgage (if you have one) is current with no risk of foreclosure. You can keep your house. Or just let the foreclosure happen, and get rid of the house and the debt. We will help you get back on your feet!
- After paying your regular monthly expenses, you have nothing left over to pay to your creditors. And paying the minimums is getting you nowhere. Most of the credit card payment is going to interest. You are hardly reducing the balance, if at all. Look at the monthly statements! Don't get upset – call us!
- No more bills from the past. No more credit card debts, no more interest, no more medical bills that you can't pay, etc. No more bad debts. A fresh start!
- In most cases, you will receive a Court issued “discharge” in just 4-5 months.
- Your case will be finished and you will be done. You can start to rebuild your financial life.



Chapter 13

- Your mortgage is behind - foreclosure is imminent. But you want to keep your house! We STOP the foreclosure, arrange a “cure” and you must stay current on a “going forward” basis.
- After paying your regular monthly expenses (including your mortgage going forward), you have enough income left to catch up on the mortgage arrears over the next 5 years. Two payments each month: 1 current & 1 catch-up.
- You can pay “cents on the dollar” to your general unsecured creditors. How much you pay monthly depends on your financial ability, and may change during the term of the Chapter 13 Plan.
- Chapter 13 repayment plans last 3 to 5 years; 5 years if you are over median on the “means test”. Once the plan is successfully completed, you will receive a discharge of the remaining debts.

If bankruptcy is even remotely in the back of your mind:

1. **DO NOT** transfer anything, or sell anything for less than what it's worth, or make any unusual or substantial gifts.
2. **DO NOT** repay any family members any money you may owe them. Do not “prefer them”.
3. **DO NOT** make any gifts to anyone, other than small holiday or birthday gifts.
4. **DO NOT** use your credit cards anymore. Debit cards (your own money) are fine – and keep an excellent record of what you spend your money on.
5. **DO NOT** charge any luxury items or take any fancy trips.
6. **DO NOT** listen to your hairdresser or bartender about the law. They do their job well... so do we. Speak with us!
7. **DO NOT** hide anything. List **ALL** of your assets and liabilities. Criminal prosecution could result if you hide anything.



-
1. **DO** keep all of your bills, demands for payment, lawsuit papers, etc....
 2. **DO** file your federal and state tax returns on time, even if you cannot pay the taxes that may be owed. Just file the tax returns.
 3. **DO** provide us with the names and addresses of **ALL** of your creditors, even if you want to pay one or some of them after the bankruptcy case is completed. **ALL** of your creditors must be listed. Name, address, account number and balance due. Also the same info for each collector.
 4. **DO** keep your income records. Your paystubs, your accounting sheets, your retirement distributions (if any), your monthly bank statements.
 5. **DO** open all of your mail. We need to review everything that has been sent to you, including bills, monthly statements, notices and demands.
 6. **DO** start to work on a reasonable monthly family budget. It's really helpful to know what you can comfortably afford to pay for necessities.
 7. **DO** contact us as soon as possible to meet with us. We will answer your questions and help you set up the right legal program for you.



The Bankruptcy Process:

At your free initial consultation

- You will read federally required disclosure statements (should take 15 minutes) and we will help you decide which bankruptcy chapter works best for you.
 - We will discuss the procedure, and fees, and schedule our next meeting.
 - You will complete, on your own, an on-line credit counseling course at DebtHelper.com (one of many approved agencies) – takes about 75 minutes and costs \$24 (as of 2016).
-

At our next series of meetings

- You will provide us a list of your assets and liabilities (EVERYTHING!), your monthly household income and monthly personal and household expenses.
- We will discuss issues that we see, and solutions that we can recommend.
- We will electronically file the papers with the Court (**IMMEDIATE RELIEF!**) and get your case number and date for the meeting of creditors.
- We will meet you in Worcester or Boston for the meeting of creditors (yes, we will sit right next to you) where the court appointed Trustee will ask questions for you to answer under oath.
- After the meeting, you will complete, on your own, an on-line Financial Management Training course at DebtHelper.com – takes about 90 minutes.
- If you filed a Chapter 7 case, you will receive a **discharge** issued by the Clerk's office in about 75 days after the meeting of creditors. If you filed a chapter 13 case, you will receive a **discharge** after successful completion of your Plan.



And a true story:

Sally and her husband Sam had been using their credit cards “to make ends meet” always thinking that they would be able to get caught-up someday. Well, two credit cards sued them, and the electric company threatened to shut off the power. Two years ago we filed a Chapter 7 bankruptcy case for them and they got a discharge from the U S Bankruptcy Court. No power shut-off and ALL of their credit cards balances are gone. All of their assets have been protected – their house, their personal possessions, and their 401(k) retirement funds! For the first time in a long, long time, they don’t owe anybody any money. \$40,000 of credit card debt GONE!! We helped them craft a monthly family budget that works. Life is good. They have been rebuilding their credit and have just been approved for a car loan at a low interest rate. Bankruptcy was the right choice for them. Maybe you too?



After bankruptcy:

After you receive your “Order of Discharge*” from the U.S. Bankruptcy Court, we will help you:

- Rebuild your credit
- Improve your credit score
- Get one new credit card
- Get a new car (new to you)
- Create a savings plan
- Create a reasonable and workable budget
- Get a FRESH START!... start saving for your future!
- Get your life back in order and start to build wealth.
- Put your testimonial on our website.



* Not all debts are dischargeable. For example, support arrears are NOT dischargeable in bankruptcy. Neither are student loans, nor tax liabilities for recent years, nor in most cases for years where tax returns weren't timely filed.

And a true story:

*Mary's problem was simple. She had a good job and rented a nice apartment in Lawrence. Her car was almost paid off and she was stable in her relationships and family situation. However, over the years she had accumulated a very high credit card balance - \$50,000 on 9 different credit cards. She was making all the monthly payments but most of the money she was paying was going to interest; little of her monthly payments went to reduce the actual balances. Mary was getting frustrated. She had no idea how she was going to pay for car repairs in the future or how she was going to help her children with tuitions for school when the time came. We filed a Chapter 7 case for Mary. She kept all of her assets and after 4 months got a Court discharge. **SHE WAS NOW DEBT FREE!!** No more credit card payments, no more pressure and no more sleepless nights. Mary has her life back!*

If you're struggling with overwhelming debt, filing a bankruptcy case may be exactly what you need. The goal is to get rid of the debt, so you can get your life back. We can help get you there!

Before Bankruptcy:

MONTHLY NET INCOME \$4,295 (for illustration purposes)

MONTHLY Expenses: (for illustration purposes, family size of 4)

| | |
|------------------------------|-------------------|
| Mortgage/rent: | \$1,600.00 |
| Utilities: | \$400.00 |
| Food: | \$700.00 |
| Clothing | \$30.00 |
| Personal care: | \$20.00 |
| Charitable contributions: | \$40.00 |
| Medical/Dental: | \$200.00 |
| Insurance: | \$125.00 |
| Student loans: | \$150.00 |
| Entertainment: | \$30.00 |
| Car expenses | \$200.00 |
| Credit card payments: | \$800.00 |
| Total: | \$4,295.00 |



After Bankruptcy:

MONTHLY NET INCOME \$4,295 (for illustration purposes)

MONTHLY Expenses: (for illustration purposes, family size of 4)

| | |
|---------------------------------------|-------------------|
| Mortgage/rent: | \$1,600.00 |
| Utilities: | \$400.00 |
| Food: (+ \$300!) | \$1,000.00 |
| Clothing (+ \$90!) | \$120.00 |
| Personal care: (+ \$105!) | \$120.00 |
| Charitable contributions: (+ \$80!) | \$120.00 |
| Medical/Dental: | \$200.00 |
| Insurance: | \$125.00 |
| Student loans: | \$150.00 |
| Entertainment: (+ \$95!) | \$125.00 |
| Car expenses | \$200.00 |
| Credit card payments: (ZERO) | \$0.00 |
| Surplus: (bank, spend, invest) | \$135.00 |
| Total: | \$4,295.00 |



Client Testimonials

“I want to thank you and your staff for everything that you did for me. All of you made me feel at ease going through this process.” – Scott K.

“Jeff’s understanding of bankruptcy law and the financial options available is only eclipsed by his ability to understand and sympathize with his clients. He is the definition of professional. Not only have I consulted with Jeff, but I have sent him family members and close friends. I cannot recommend Jeff highly enough.” – Sean

“My wife and I were in a deep financial hole and facing foreclosure. Jeff put our fears to rest and explained our options. We were able to save our home by filing Chapter 13 bankruptcy. Jeff guided us through a stressful situation and has been a trusted legal advisor. I’ve recommended him to friends and family and can’t say enough good things about him.” – T.L.

“Jeffrey helped us through one of the toughest times. My husband and I are very appreciative of all the help that he and his staff gave us. Their warm smiles when you enter their office, their kind words when you’re so nervous, they make you feel at ease so that you can explain your situation. Today we have Peace of Mind thanks to their help. I would highly recommend him. Thanks for your help.” – Sandra

“I am a current client of Jeff Kitaeff and Associates. From the very beginning, Jeff has been very responsive and communicates with us in a respectful and informative manner to assure we are comfortable with every process. I am happy with the results from working with Jeff and his associates.” – J.T.

“Please accept the planting at your office as a small token of my thanks for your guidance, counsel and friendship at a time in my life when I could have given up. Please remind Josh I appreciate everything he did as well. As the plants grow that it reminds you, your clients get to grow again because of your good work.” – K.S.

And a true story:

Robert and his wife owned a house in Methuen and they were paying two mortgages, credit cards and child support. Robert got laid off and was unemployed for 16 months before he found a job that paid well. However, during his unemployment, he fell behind on child support and the mortgages. The first mortgage payment was \$1,400, per month, the second mortgage payment was \$475 and the credit card payments were \$800 per month. Robert had been unable to pay the first mortgage for over 10 months and the bank was threatening foreclosure.

*We filed a Chapter 13 case for Robert and his wife, stopped the threatened foreclosure, cured the arrears on the first mortgage and stripped the second mortgage entirely. The plan also contained a provision to get caught-up on the support order. The case lasted 5 years and they finished the plan about 3 years ago. They paid 15% to the unsecured creditors, got rid of two liens that creditors had put on the house, and the second mortgage is gone forever! They got rid of ALL the credit card debts - over \$65,000! They have just returned from their first family vacation in over 10 years and they are saving for their retirement. They are current with all their regular monthly expenses, including Robert’s support obligation. They now have over \$5,000 in their bank account **AND their credit score has reached 720!!!!** Fantastic result! Clients are stable and happy! Credit score is great!*



Our Staff

BAYSTATEBANKRUPTCY.COM

**65A FLAGSHIP DRIVE
NO. ANDOVER, MA**

01845

(978) 687-1818

attorneykitaeff@aol.com

www.baystatebankruptcy.com