

# Interviewing the Private Money Lending Expert Witness: Joffrey Long Explains

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*Interviewing a Mortgage Expert Witness, Faster, Better*

LOS ANGELES, CA, UNITED STATES, November 30, 2020 /EINPresswire.com/ -- In litigation involving private money lending, expert witness testimony is required.

After some initial inquiry e-mails, you're on the phone with a prospective real estate lending expert. Can those calls be handled in a manner that brings you improved, faster results? Receiving hundreds of these calls over the years as a [mortgage expert witness](#), I've observed huge differences in the ways that attorneys make these inquiries.

Here are a series of suggestions as to how you might get better results in less time:

Step #1: On what topics is an opinion required?

One challenge I find is that sometimes an attorney has been speaking for a period of time and I still haven't heard the specific area in which they would like the expert to form opinions. I would suggest opening, after appropriate introductions, with a specific statement about possible areas of expert opinion / testimony. For example, "we're looking for an expert to testify about a hard money lender's investigation of a possible loan."

That alone, could enable the expert to indicate whether it's an area they could opine in, or perhaps self-disqualify quickly so you can both move on.

Next, (and this is interchangeable with the first step) would be to discuss areas of conflicts and logistics, such as:

- \* conflicts of interest
- \* deadlines for disclosure of experts, reports, or declarations due
- \* pending settlement negotiations, motions for summary judgement, or other pending court-related deadlines
- \* upcoming dates for trials, arbitrations
- \* logistics regarding retainers, fees, and the client
- \* information about the retaining law firm, whether or not the attorney calling is the lead attorney and what, if any, other individuals from the same firm

may contact the expert

- \* information about other known experts retaining by opposing parties in the matter
- \* available documents, exhibits, and other information available for review by the expert

Specific to private money lending or loan servicing:

- \* the type of loan, type of borrower (entity, individual) type of collateral property, present status of the loan and a description of the status during the time for which testimony is desired.
- \* how the loan was originated
- \* whether the loan relied on the [business purpose exemption](#)
- \* by whom the loan was serviced
- \* information about private trust deed investors, and whether the loan was a [fractionalized trust deed](#)
- \* regulations, laws and practices that are in question:
- \* and other loan specific information
- \* the present status of the loan, borrower and collateral property

With a clear, step by step process, the participants in the call can quickly identify problems that prevent moving forward or can advance to the next step in the call.

I hope these suggestions improve your expert witness search results and more importantly, assist you in finding the correct private money lending expert witness for your case.

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