

# HSW Announces Commercial Debt Buying Workshops

*HSW, a leading buyer and servicer of commercial debt offers commercial debt buying workshops to the public.*

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**Houston, TX---January 6<sup>th</sup>, 2010** --- HSW Financial, LLC., ("HSW") a leading leading buyer and servicer of commercial debt portfolios supporting the equipment leasing and finance industry announced today the offering of an ongoing series of commercial debt buying workshops available to the public. "During periods of economic downturn, commercial delinquency and default rates tend to soar. Lenders are therefore willing to sell debt at a deep discount in order to generate increased liquidity and free up balance sheet constraints. This scenario creates a tremendous opportunity for debt buyers to acquire collectable debt at attractive prices" said Michelle Rodriguez, President of HSW.

According to Rodriguez, "As one of the country's leading commercial debt buyers we are uniquely positioned to help the individual investor take advantage of the tremendous returns available in buying debt at a discount, and then monetizing it at face value (or at a premium over par ) through reselling the debt, collection of the debt or a hybrid of the two." "There are few opportunities in the marketplace which actually play into the recession by using it as an accelerator," Rodriguez said.

"Our workshop curriculum is extremely detailed and comprehensive. We provide a turnkey process from beginning to end insuring that individual investors have everything they need in order to become a successful commercial debt buyer," said Rodriguez.

HSW Debt buying workshops cover the following topics:

1. Identifying sellers;
2. Working with investors;
3. The importance of due diligence;
4. Scoring models that help you risk adjust the pricing of your offer;
5. How to successfully negotiate with sellers;
6. How to set-up operating systems and business processes to maximize cash flow & efficiency;
7. Collection strategies and tactics;
8. How to work with HSW as your partner.

To learn more about HSW's commercial debt buying workshops or to register for the next class please visit [www.HSWFinancial.com](http://www.HSWFinancial.com) or call 1-888-217-8898

## **About HSW**

**HSW** is the leading buyer of commercial lease portfolios and a premier provider of private label servicing supporting the equipment leasing and finance industry. HSW is not a collection agency, nor do we compete with our clients by originating leases as our focus is solely on adding value to our client's needs. This is why the country's leading equipment leasing and finance companies turn to HSW in order to improve their liquidity. HSW has a successful track record of creating operating leverage, velocity, and economies of scale for many of the nation's largest financial institutions. More information about the company can be found at [www.HSWFinancial.com](http://www.HSWFinancial.com).