



Urban League  
San Diego County

*Empowering Communities.  
Changing Lives.*

# FINANCIAL CAPABILITIES COACHING

## **Building Your Future Financial Coaching**

Meet one-on-one with one of our highly trained Financial Coaching experts to help you identify asset building goals and work with you in developing a tangible action plan. We will conduct a thorough financial assessment and help you identify what are your primary financial goals.

In a one on one session with a coach, a financial analysis is completed by preparing a spending plan, balance sheet and pulling a tri-merge soft credit report. If homeownership is the goal: it will be determined when the participant would be mortgage ready by creating a SMART action plan. Expect to receive 3 mortgage comparisons (if mortgage-ready at the time of the 1:1 meet), and tools/resources are provided to guide the participant to achieve homeownership. We do not have loan products or Realtors in the house, and therefore, participants will receive non-bias information. However, we will be able to provide a list of partners that do provide those services and participants will be able to choose with whom to work. If participants have other financial or life goals in mind, we help explore those, work together to set timelines and guide participants to reach them. Such goals could be and not limited to: savings plans, higher education, building a business, higher income, improving/rebuilding credit, etc.

## **What to expect?**

- You will be asked to fill out an entire intake packet.
- Return all the completed ULSDC intake forms.
- Gather as much supporting documentation on the checklist and return along with your completed ULSDC intake forms.
- Either email, fax, mail or walk-in your entire package to our offices.
- Once the completed package is received by ULSDC staff, one is eligible to set an appointment with a coach to begin the process of meeting their goals.
- Expect to have an initial meet with a coach for 1.5 to 2 hours. We offer this meeting, either in person or over the phone.
- Follow up meetings will be conducted either by email, phone, in person or a combination; depending on the participant's preference.

- Meeting your personal goals usually takes 1 month to 12 months and sometimes longer.
- Addressing Financial common crisis.

### **Foreclosure Prevention Coaching**

In a confidential setting, we review your financial situation and help prepare hardship packages for your lender. We also advocate for affordable housing payments and utilize all our partnerships/resources to assist homeowners to stabilize their housing goals.

In a one on one meeting with one of our coach, participants financial situation is reviewed, a tri-merge soft credit report is pulled, we gather expenses of the household, the income of the household, and together prepare a crisis spending plan to determine the likelihood of being able to attain a mortgage workout from the lender. We help prepare the hardship package that is to be submitted to the lender, we call the lender on an as-needed basis to advocate what is an affordable housing payment and utilize all our partnerships/resources to assist the homeowner to reach their housing goal. Most families want to keep their home and we do all that we can, to assist sustaining homeownership; sometimes, unfortunately, the home is just not affordable and we then assist the homeowner find ways to exit the home with the least impact on their credit report.

What to expect?

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- Gather as much supporting documentation on the checklist and return along with your completed ULSDC intake forms.
- Either email, fax, mail or walk-in your entire package to our offices.
- Once the completed package is received by ULSDC staff, one is eligible to set an appointment with a coach to begin the process of meeting their homeownership goal.
- Expect to have an initial meet with a coach for 2 to 3 hours. We offer this meeting, either in person or over the phone.
- Follow up meetings will be conducted either by email, phone, in person or a combination; depending on the participant's preference.
- The mortgage workout process and follow up with your lender usually takes 30 to 90 days to complete and sometimes longer.
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### **CONTACT OUR HOUSING PROGRAM**

(619) 266 – 6256

[Awareness@sdul.org](mailto:Awareness@sdul.org)