

# Falcon Mortgage, Inc.

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## USDA Tactics, Tips & Other Marketing Ideas

- In USDA Negotiations – Determining the Seller's net or "walk away" price.
- In USDA Calculating – How to including all costs in the loan.
- USDA Loans have no interruptions in service – and no gaps in funding through Falcon mortgage. For example, last summer Falcon Mortgage settled USDA mortgages all summer long despite the 3 month gap while the USDA awaited funding by Congress.
- \$8,000 tax credit is still in effect... but not for long
  - And the Buyer does not have to be in the military to benefit
- Why magnetic business cards do not work as a marketing tool for high end homes



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