

Bankruptcy Services

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Easy credit from banks, stores and micro-lenders mean that it's easier than ever before to get yourself into serious financial trouble. For most people the situation can be resolved by seeking financial advice and exercising restraint; however for many the situation has simply gone too far and bankruptcy is the only option. Bankruptcy services assist people in assessing their financial situation, filing for bankruptcy and planning for the consequences. If you have finance experience and can work with people in emotionally charged situations, this potentially lucrative work at home business is for you.

Before The Start-Up - Let's Not Get Ahead Of Ourselves

Before getting started it's important to know what you are in for. You will be meeting your customers at a low point in their lives; they will be emotional and often difficult to work with. The upside is that you will be in part responsible for the re-building of their financial lives; this can be a rewarding experience.

To start a bankruptcy service from home you'll need to have a background in financial planning and excellent people skills. If you'd like to start a bankruptcy business but don't have the necessary experience we recommend first taking a job as financial planner for a large corporate company. Large corporate companies often offer excellent training programs, this combined with on the job experience will prepare you for dealing with the world of bankruptcy.

The Start-Up

To get started you'll need a basic office setup, this includes office furniture suitable for client conferences, a desk, computer, printer, scanner and phone and Internet connection. You'll also need essential business stationary such as business cards, letterheads and an invoice template.

Do research in your local area before deciding what to charge your clients. Most bankruptcy services charge \$350 per client. Sometimes an additional 5 - 10% is gained from creditors.

Making It Work

The bankruptcy process is intended to help people start over. Some clients will require your services because they have simply overspent while others might have been victims of a tragedy. In order to best help your clients you'll need to separate emotions from the facts and focus on moving forward.

Marketing

Market your business by advertising in local newspapers, by giving free seminars on debt and bankruptcy management and by offering to speak at other public speaking engagements. Market your business online by getting a website developed, depending on your budget you might decide to have extra features added such as online questionnaires, free information and interactive debt calculators. Drive traffic to your site through PPC (Pay Per Click) advertising. Google Adwords is the most popular service and can be confusing to use. To get started we recommend Perry Marshall's [The Definitive Guide to Google Adwords](#).

Don't Forget

In certain countries you might be required to take out errors and omissions insurance, much as an accountant would.