DIY SETTLEMENT TOOL
ReliefGuardian

Creditor Negotiation Worksheet

For consumers negotiating directly with creditors without a debt relief company.

Before You Call: Prep Questions

- What is the current balance and who currently owns the debt?
- What is your realistic lump-sum settlement budget?
- What percentage of the balance are you targeting (many settle 40-60% of balance)?
- What is your fallback offer if your first number is rejected?

Negotiation Tips

- [ ] Get every settlement agreement in writing before paying
- [ ] Never give a creditor or collector direct access to your bank account
- [ ] Negotiate a percentage of the balance, not just a lower monthly payment
- [ ] Ask about the tax and credit reporting implications of any deal before agreeing
- [ ] Confirm exactly how the account will be reported once settled (ideally 'paid' or 'settled')

Track Your Offers

Date	Creditor	Their Offer	Your Counter	Final Agreement	

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