

NALTEA

National Association of Land Title Examiners and Abstractors

In this issue:

Message from the President

Message from the President

Front Cover

Former President's Outgoing Message

Front Cover

Public Relations Committee Update

Page 2

NALTEA Member Gives Radio Interview

Page 2

Treasurer's Report

Page 3

Board Member's Perspective

Page 3

Ethics Committee Update

Page 4

Educational Articles

Page 4

NALTEA Membership Update

Page 4

Mary Mitchel, President
Email: president@naltea.org

Now that the 2007 NALTEA Conference is behind us, we look forward to another year of great progress. Once again, the NALTEA Board of Directors has two new members, one of whom is me, also speaking to you as the newly elected president, the other being LaWanda McMillian. Congratulations, LaWanda. Congratulations also go to our new treasurer, Wanda Steudel and our new secretary, Nikky Eisenhuth. One of the great benefits of joining NALTEA is having the ability to make a contribution to the betterment of the association. Your level of involvement is up to you. The more input we receive, the better we can serve the membership.

One of the bonuses of attending a NALTEA Conference is receiving first-hand updates on each of the committees. Not only do they outline what they have accomplished, but also set out their goals for the upcoming year. There are many exciting things happening this year. Please take the time to read through the upcoming newsletters, as the committees will continue to keep you updated on their work.

The board's focus continues to be on increasing the benefits to our

membership, i.e., offering affordable E & O insurance, education/training, abstractor certification, etc. Continuing our work in these areas will automatically assist in our ongoing goal of increasing membership. The greater our numbers, the more opportunities for further benefits. They go hand-in-hand. All of the committees are dedicated to making NALTEA a stronger association.

You will be receiving monthly updates from me, as well as from other board members. We encourage you to provide us with feedback, ideas and anything of interest you feel other members may find helpful. Our publication/benefits committee is always appreciative of any additional articles provided by the general membership. This is your resource. Our association is only as good as its membership. I strongly urge you to get involved. It can be as simple as mentioning NALTEA every time you see another abstractor. Don't forget our current promotion..."Bring in three, get yours for free..."

I look forward to this upcoming year and am very honored, and proud, to serve as the president of NALTEA. Please feel free to contact me, at any time, as I welcome your ideas and comments. You can e-mail me at president@naltea.org or at mmitchel@accusearchco.com.

Former President's Outgoing Message

Wanda Steudel, Treasurer
Email: treasurer@naltea.org

You might all be thinking that this has got to be her last letter for this publication. Well, as far as the President's Message, last month was my last. This month, you get to hear from Mary Mitchel. Mary and I first met almost 15 years ago when I was first hired into a company that Mary had been a part of for several years before that. I was being sent out of town, and Mary was sent from New York to "hold down the fort" at my office in Cleveland. She did much more than "hold down the

fort". She came in, full of energy, sat down and started answering phones, typing, taking client calls, and solving problems. She did whatever had to be done. In the time since, even in difficult situations, I have known her to always give that same attention to every job she has had. She will do the same as our president of NALTEA. She is a very knowledgeable title person, and she is dedicated to NALTEA and it's members.

In my opinion NALTEA is in very good hands. The members have elected a wonderful, dedicated group of individuals

Contact:

NALTEA
815 Superior Avenue
Suite 1218
Cleveland, OH 44114

E-mail: info@naltea.org

(Outgoing Message... continued from front cover)

to the board of directors, Tim Lunn, Pat Scott, Lynn Hammett, LaWanda McMillian, and Mary Mitchel. Robert Franco is our vice president, Nikky Eisenhuth will be our secretary, and I, not wanting to go away completely, will be treasurer this year. As always, we need people to work on the committees. I know that I have been harping on this all year, but please consider devoting some of your time to NALTEA. Joining as a member is important, but becoming an active member is even more important. Not only would it make the work load a little lighter, but with more input from others, it would give NALTEA a better understanding of abstractors and their needs.

I know that I thanked several people in last month's newsletter, but I think that it bears repeating. I have been involved with many different organizations throughout the years, but I honestly have to say that I have never worked with a more dedicated group of people. I have always said it takes a special kind of person to work in the land title industry. We have them in NALTEA, not only those on the boards and committees, but our membership as well. I was impressed with the people I first met at our first gathering in Columbus. And I continue to be impressed at every conference thereafter. All of you should be congratulated for caring enough about this industry, to join NALTEA.

Finally, yes, this is my last "presidential type" message, but I am not going away. I am committed to the ideals of NALTEA, and intend to remain involved. I hope that all of you feel the same. Thanks to all of you for your support.

Public Relations Committee Update

Pat Scott, Board Member
Email: publicrelations@naltea.org

NALTEA's public relations committee is pleased to welcome incoming chairman **Rick Martinez**, of Real Property Resources, Albuquerque, NM. Martinez, a member of NALTEA's board of directors for the past two years, opted not to seek re-election to the board. The reason, as stated to the conference attendees in San Diego, was to be able to devote more time to NALTEA committee work.

The public relations committee sends our thanks to all of those who selflessly donated their time and effort during 2006: **Ximena Vargas**, Abstract Art Corporation; **Vince Meden**, Parasec; **Smitty Strickland**, Blue Granite Title. **Quanah Rhodes**, Infotrack Information Services; **Vikki Moffitt**, Southern Abstract Services; **Nikky Eisenhuth**, Source Documents and Information; and **Patrick Scott**, OConnor Title.

Please remember to visit the public relations page at NALTEA's Website and download our membership flyer. If each member distributes the flyer to even a courthouse or two, it can make a difference in our membership numbers. Higher membership numbers will lead to greater benefits and more influence on the

direction in which our industry moves.

The Public Relations Committee looks forward to a very productive year and we wish all NALTEA members a prosperous 2007.

NALTEA Member Gives Radio Interview

Pat Scott, Board Member
Email: publicrelations@naltea.org

If you happened to be listening to Kansas City radio Q104 on a recent Sunday morning, you may have received some advice on preventing mortgage fraud from Jay Duncan, president of Bi-State Title Search, St. Louis, MO. Duncan, a founding member of NALTEA, and the first president of the organization, spoke with host Jillian on the Sunday morning show, "KC Forum".

"It can happen anywhere, any time" Duncan stated. "It could be a person stealing your identity and finding out about your home through court records, especially online records, it could be someone going through the obituaries...[seeking free and clear properties to fraudulently encumber]."

Asked for tips on how listeners might avoid falling victim to mortgage fraud, Duncan answered that, while many people check their credit report annually, and pay attention to their bank statements, they should also check the status of their home by obtaining a title search. "Nobody ever checks [the] biggest investment they usually ever make. And that's the title on their home".

Duncan also provided tips on dealing with unscrupulous mortgage brokers: walk away from brokers who ask you to lie on the mortgage application -inflating your income, for example- and never sign a blank form. He further advised the listeners, "If you're not sure [of the meaning of your mortgage documents] get the advice of an attorney".

Duncan emphatically cautioned listeners about mortgage elimination schemes. "Don't walk, but run!" said Duncan, following with an explanation of how such schemes may work.

In addition to having been president of NALTEA, Duncan also served as treasurer during 2006 and is currently the Ethics Committee chairman. More information about mortgage fraud is available at Bi-State's Website, bistate1.com.

NALTEA Members can use their membership number as a coupon code for 50% off of Subscriptions to Source of Title, and 10% off of enhanced listings.

Profit and Loss Jan - Dec 06

Ordinary Income/Expense	
Income	
Membership Dues	20,661.71
Registration Income	<u>14,725.00</u>
Total Income	35,386.71
Expense	
Bank Service Charges	16.00
Charitable Law Fee - Ohio	50.00
Contract Labor	4,491.00
Licenses and Permits	18.00
Miscellaneous	
Non-Deductible	
Penalty-Interest	220.00
Miscellaneous - Other	<u>21.22</u>
Total Miscellaneous	241.22
Office Supplies	250.15
Postage and Delivery	77.11
Professional Fees	
Accounting	<u>750.00</u>
Total Professional Fees	750.00
Program Expense	24,674.61
Promotional Product	637.50
Reconciliation Discrepancies	80.00
SHIPPING	84.64
Travel & Ent	
Entertainment	956.25
Meals	37.24
Travel	773.60
Travel & Ent - Other	<u>-2,132.10</u>
Total Travel & Ent	-365.01
Web Site Design & Maint	<u>4,890.00</u>
Total Expense	<u>35,995.22</u>
Net Ordinary Income	-608.51
Net Income	-608.51

[** Web Site Design & Maintenance includes the development of the NALTEA Website, membership database, maintenance and updates, as well as advertising and promotion for NALTEA and the conferences.]

Treasurer's Report

Jay Duncan, Outgoing Treasurer

2006 is over and as my last act as the 2006 Treasurer I am presenting the 2006 Profit and Loss Report. The Membership Dues are pretty much self-explanatory, but the Registration Income and the Program Income are a combination of the 2006 and the 2007 conferences. The 2007 conference cost \$14,657.94, barring any other outstanding invoices and the association had a conference income of \$12,949, resulting in a \$1709.94 loss. The Contract Labor was paid to Source of Title for the printed monthly newsletters. The Penalty-Interest resulted from a late filing fee due to getting Naltea set up as a Non-For-

Profit Association. Again the program expenses were a combination of the 2006 and 2007 conferences and \$250 paid towards the first Title Camp. Office supplies covers envelopes and other supplies to run the association's office needs. The postage covers the mailings sent out to the members via US mail service. The Accounting Professional Fees are paid to Konsen & Hostrelley, LLP for Naltea's annual tax return. Even though Naltea is a non-for-profit association we must still file a tax return. Promotional products include Naltea business cards, pens, highlighters, sticky notepads, etc... Shipping covered the UPS expenses for promotional product sent to conferences and checks for conference expenses. The Travel and Entertainment section included payment for the conference dinner cruise and travel and meals for Wanda Steudel for her testimony at the hearings in Michigan on Naltea's behalf. The negative amount listed in the Travel & Ent - Other was money collected but not yet spent on the conference dinner cruise. The last item of Website Design and maintenance was paid to Source of Title.

The association had an over all loss of \$608.51. I believe this loss was due to the lack of membership renewals.

Should anyone have any questions feel free to call me at 866-450-7399 x-232. I wish Wanda Steudel well as the new Treasurer for 2007. It is not an easy undertaking.

Board Member's Perspective

LaWanda McMillian, Board Member
Email: lawanda@sltitle.net

First and foremost, I want to thank everyone for their vote of confidence. I am serving as liaison of the Membership Committee. My goal is to see the membership double this year. It will take a lot of work from everyone, but I think we can make this happen.

Since my first attendance at the Dallas conference, I have truly believed in what NALTEA stands for. I would really like to see NALTEA be able to offer its existing members and new members a reason to believe in NALTEA as much as I do. From the beginning, E & O and health insurance were major issues. I would like to see these come to life. Some of the members seem to think the testing and licensing is the key issue; however, I do not fully agree. I am afraid that required testing could result in a loss of membership if they have no other benefits in being a NALTEA member. In my opinion, NALTEA will not survive without members. It cannot reach that standard of being a well-known organization of abstractors without members. We need something to make others envious of NALTEA.

Got an idea for the newsletter?
Email: publications@naltea.org

Ethics Committee Update

Jay Duncan, Chairperson
Email: ethics@naltea.org

The members of the NALTEA Ethics Committee wish to introduce themselves to all of you and enlighten you on how we view our job for the upcoming term.

The NALTEA Ethics Committee consists of **Jay Duncan**, Bistate Title Search in St. Louis, Missouri and **Jill Kissell**, A-1 Abstracting and Research in Norwalk, Iowa. Of course we are always looking for new and additional members for the committee. If you are interested in serving on the committee, please contact Jay or Jill.

The Ethics Committee looks at itself as a liaison between the members and the industry on all matters involving ethical considerations. The committee will be responsible for the maintenance and administration of the Naltea Code of Ethics. Towards that end we have established several specific objectives for the upcoming term.

First and most notably is the implementation of a grievance procedure. This procedure would allow for a complaint alleging an ethical violation to be filed against a NALTEA member and would provide for sanctions to be imposed as appropriate. Any complaint would be reviewed and investigated by the Ethics committee, who in return will submit findings and suggestions to the Board. The Board will make the final decision as to whether an ethical violation has occurred, and will impose sanctions when necessary.

A complaint form is currently being drafted and will eventually be available at . Anyone wishing to file a complaint will be furnished with this form along with instructions for completion of the form and a copy of the Code of Ethics.

Also as part of the grievance procedure, the Ethics Committee will be drafting proposed sanctions to be imposed by the Board upon a finding that a member has committed an ethical violation. These proposed sanctions will be submitted to the Board for review and discussion during the upcoming term.

Finally, the Ethics Committee will make every effort to contribute an article to the newsletter, on a regular basis, highlighting NALTEA members who have performed above and beyond the call of duty. If you have any stories or suggestions, please contact either Jay or Jill. We welcome any and all ideas!

Thanks for letting us serve the membership of NALTEA. We look forward to a great term!

Educational Articles

Robert A. Franco, Vice President
Email: vp@naltea.org

At the NALTEA conference I presented on issues such as equitable subrogation, equitable subordination, abstractor liability, privity of contract, etc. Some of the terminology was complex and I was asked to write

something for the newsletter to help explain some of those concepts.

I will be working on preparing some research on these issues for future newsletter articles. I am certainly not an expert, but I will do my best to research and present them in an easily understandable article.

What I would like from you is your suggestions on issues that might be well suited to this type of article, perhaps areas that you feel are most misunderstood, or areas where the laws are changing. Please e-mail me at vp@naltea.org and I will start building my list of topics.

Thank you... I look forward to some interesting e-mails in the near future.

NALTEA Membership Update

Nikky Eisenhuth, Committee Chairperson
Email: membership@naltea.org

NALTEA welcomes the following new members.

O'Malley & Associates Inc. Sue O'Malley	Dover, DE
Title Express, Inc. Bradley A. Kaufman	Morristown, TN
Lone Star Texas Research and Title, LLC Len Bianco	The Woodlands, TX
Independent Title Research Pat Berry	Sheridan, AR
S&L Title, Inc. Kande Webster	Paragould, AR
Arizona Research & Retrieval Services, Inc. Craig Honeker	Chandler, AZ
Abstracts LLC Tony Costa	Covington, LA
M&B Abstracting, LLC Diane Brookerd	Saraland, AL

This brings the total membership to 94 active members. I am grateful for all the volunteers who joined the membership committee while at the conference, though we could always use more help bringing in new members. You can help by spreading the word about NALTEA among your peers, let them check your newsletter and let the know about the referral program. You can download the form at naltea.org. If you know someone that maybe interested in becoming a member please e-mail membership@naltea.org and someone will contact them with a membership application.