

NALTEA

National Association of Land Title Examiners and Abstractors

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Mary Mitchel, President
Email: president@NALTEA.org

Here I sit reflecting upon 2007, more specifically, the work that our Board of Directors and Committees have done throughout the year. What a year it has been!

For those of you who have not really noticed, perhaps due to being caught up in your daily working lives, we have accomplished quite a bit. Some achievements have been greater than others, but all have benefited NALTEA and, subsequently, you. Just to mention a few:

- Many interviews were granted to and articles written by various publications, associations, etc., providing greater exposure for NALTEA industry-wide. In addition, several press releases were issued on subjects that were important to NALTEA. We had far more inquiries than previous years, which means that our name is getting noticed.
- Several changes, and/or additions, have been made to the Web site providing better service to our membership, i.e., online membership renewals/conference registrations, "members only" area which provides educational and support resources, etc.
- We saw the completion of a national edition publication covering principles of abstracting, as well as our NALTEA Certification Test, which will support two different designations for abstractors. The first testing will be offered later this month at our conference in New Orleans.
- Most recently, a revision was made to our current membership fee schedule. Please see the article in this issue.
- Our newsletters have continued to inform, educate and support the abstracting community. I have found them to be a great resource to keep on-hand and hope you have done the same.

In addition to the aforementioned

items, there were a multitude of other issues the board addressed throughout the year. As you know, the Board of Directors, along with all of the committees' members, are voluntary positions. I want to commend our current board and all of those individuals who worked tirelessly on committees to accomplish what NALTEA has achieved this year. I feel we have made tremendous strides toward achieving our goals. I look forward to seeing more exciting accomplishments in the upcoming year.

Later this month is our conference in New Orleans, which I hope all of you consider attending. Just a reminder, there will be three board openings to be filled at that time. How about running? If you are interested, or you know someone who would make a great contribution to this board, please submit your name, or encourage him/her to do so, along with a brief bio and statement outlining why you would like to run and what you hope to accomplish. They can be submitted to info@naltea.org or to president@naltea.org. Each board member serves a two-year term. All submissions are welcomed and we hope that each of you attend our conference, as each candidate will have an opportunity to address the attendees prior to the elections.

I hope to see you at the conference and look forward to the year ahead!

NALTEA 2008 Annual Conference
January 18-20, 2008
French Quarter Chateau LeMoyne
New Orleans, Louisiana

For more information
Visit www.naltea.org!



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Board Of Directors Update

Mary Mitchel, President
Email: president@naltea.org

Hi folks! Last month's newsletter contained so much information regarding our upcoming conference, etc., that there was not enough room left for our monthly Board Update. Subsequently, this summary combines the board's work from the last two board meetings, which took place in November and December.

The Membership Committee has approved several new members over the past two months and has been working closely with the Public Relations Committee on a new membership drive. Surveys were sent to all of those members that chose not to renew their membership in hopes to obtain some valuable feedback. Data is being compiled to assist the Public Relations Committee in distributing future PR pieces. The board is currently discussing proposed changes to our membership price structure, however, it is premature to go into any further detail at this time. Please look for a future announcement.

The Education Committee has been very busy preparing for the NALTEA Certification Test to be offered at our conference in January. The tests will be printed, numbered and sealed just prior to departure for the conference. The questions will be randomly selected by the computer system. The test itself will be administered on Sunday. The board has approved to accept test registrations at the conference. Therefore those of you who did not register at the time of your conference registration, and are eligible, can now register for the test up to the day of. Just be sure to bring your test registration fee with you. The Education Committee members will also be taking the test, under a proctor's supervision, during the conference.

The Public Relations Committee is in the process of preparing an invitation to organizations considered to be industry leaders/experts to have a representative take the NALTEA Certification Test and offer their criticism and/or endorsement. The NALTEA Board feels very strongly that, in order for our certification to have meaning, it needs to be recognized throughout the title industry. The draft is out for approval.

The Planning & Events Committee has been busy with final arrangements for the conference. They had a link placed on the NALTEA Web site for a shuttle service to and from the airport for those of you who will not be renting a vehicle. The committee is to provide the Publications/Benefits Committee with bios and topic outlines, from each of the speakers, to be added to our Web site as well. As new information is made available, the Publications/Benefits Committee has been very quick to get them posted on the site so please continue to check our website on a regular basis.

The next board meeting will be held, just prior to the conference, on January 8th. The board unanimously stressed the importance of encouraging as many people as possible, both current and potential

members, to attend our upcoming conference. There are a few other "abstracter organizations" out there that have expressed interest in working closely with NALTEA. I will be contacting each of them and inviting them to attend as well. What a great opportunity to meet other professionals in our industry and to become certified with a NCA or NMA designation! Hope to see you all there.

It Has Been A Pleasure Serving

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

I have been involved with NALTEA from its inception. I, through Source of Title, hosted the conference calls for the six abstractors who laid the ground work for getting NALTEA up and running. Over the course of a few months, we held weekly conference calls to create the structure for the organization, set up the not-for-profit corporation, and planned the initial organizational conference in Columbus, Ohio.

At the first conference, I ran for a position on the board and was elected to serve. When my term expired, I was selected by the succeeding board to serve as vice president, under then president Wanda Steudel. The following year, Mary Mitchel began her term as president and I continued as her vice president.

The way the board is set up, each board member and the vice president serves as a liaison to one of the committees. I have spent my time with NALTEA working with Doug Gallant on the Benefits/Publications Committee. We have worked to obtain benefits for NALTEA from Source of Title (that one was fairly easy), Johnson Mapping Software, Jeanne Johnson & Associates, and Wexford and James. More information is available on the members' only section of the NALTEA Web site.

Doug and I have also worked hard to produce the NALTEA newsletters every month. Typically, we receive articles from the various board members and committee chairpersons, and occasionally others who contribute. When we fall short of the four pages each month, we write articles that we hope you find interesting, as well.

My role in the newsletter has been that of the publisher. I, along with the help of my staff at Source of Title, edit the submissions, design the layout, print the newsletters, and prepare them for mailing—fold them, three hole punch them, stuff them in envelopes, add the address labels, affix postage, and cart them off to the post office. It has been rewarding each month to see the newsletters go out and begin the next one.

My term as vice president is up at this coming annual conference in New Orleans, and I informed the board a couple of months ago, that I would be stepping away from my position. They will be seeking someone else to succeed me as vice president and board liaison to the

The certification test will be offered to attendees at the NALTEA 2008 Annual Conference in New Orleans. The testing fee is \$125 and includes a copy of *Principals of Abstracting, Searching and Land Records Management*.

Benefits/Publications Committee. I hope whomever the board selects as my replacement finds the duties as rewarding as I have.

The board is considering changing the format of the NALTEA newsletter to an e-mail based "e-newsletter" to cut the production costs. Whatever the format, someone will need to work on its development each month. The main purpose of the newsletter, as I hope we have done in the past, is to keep the membership informed of what is going on with their professional association and keep the membership involved in the process of running NALTEA.

Though producing the NALTEA newsletter is sometimes challenging, and time consuming, I believe that it is a crucial component of a successful association. I very much look forward to reading the newsletter in the future and I hope I can be of assistance to my successor to make the transition a smooth one.

As I stated, it has been a pleasure serving NALTEA in various capacities over the past few years. I wish them all the best in the future.

If any of our members are interested in serving on the Benefits/Publications Committee, and helping NALTEA with their efforts to continue to provide the monthly newsletter, please e-mail Mary Mitchel at president@naltea.org. The board would very much appreciate hearing from anyone who would like to volunteer to serve.

Public Relations Committee Update

Pat Scott, Board Member
Email: psscott@oconnortitle.com

J. Richard Martinez, chairman of the Public Relations Committee, recently met by phone with William LeRoy, CEO of the American Legal & Financial Network. The conversation touched upon six topics with the goal of providing NALTEA with wider access to the greater lending community.

The six topics of discussion, to be submitted to NALTEA's board of directors for further review, are:

- Joint efforts to educate the lending industry via Webinars, speaker's bureau and/or on-site training programs.
- Co-hosting conferences and speaking opportunities at events held by each association.
- On-site meeting opportunities with lending institutions to discuss the roles of abstractors and to explore the possibility of direct relationships.
- Reciprocal sharing of industry news and newsletter articles.
- Sharing of booth space at the upcoming Mortgage Bankers Association Conference in New Orleans and joint efforts at future conferences.
- Participation on AFN panel discussions.

The public relations committee is excited about

these new opportunities for NALTEA to gain a platform for interaction with the different sectors of the lending industry.

Promoting NALTEA Certification: Now that NALTEA's certification process is in the final stages of construction, it's time to get the word out to industry experts and others who can help to solidify NALTEA's program as the industry standard. The PR Committee, with the valued assistance of Mary Mitchel, has already sent invitations to approximately 35 states' land title associations to take the certification exam and to offer their opinions and/or endorsements of the program. The committee will soon complete work on a general press release to inform the title and lending industries and various governing institutions of the certification program.

In other efforts, the PR Committee has also been occupied with promoting our upcoming conference in New Orleans. Activities have included issuance of a general press release, individual notices to abstractors in and near the New Orleans area, and phone calls to those within easy driving distance of the conference. We look forward to meeting and networking with locals as well as those who will travel a great distance.

As part of a joint effort with the Membership Committee, the PR Committee is pitching in to make sure that NALTEA leaves no abstractor behind. We are making a renewed effort to see that as many abstractors as possible are aware of NALTEA and our goals for the industry. We wish all abstractors a happy and prosperous New Year.

Education Committee Update

Lynn Hammett, Board Member
Email: vlhammett@yahoo.com

The Education Committee has completed the exam component for NALTEA Certification. After three years of hard work, we believe the exam will be challenging for abstractors and title examiners regardless of your years of experience. We'll offer the exam to NALTEA members in good standing at the New Orleans conference. Jeanne Johnson will be hosting a review from 1:15 to 3:00 p.m. on Saturday, January 19th. The exam will be administered on Sunday, January 20th from 1:15 to 3:00. The fee for the exam is \$125 and includes a copy of *Principles of Abstracting, Searching and Land Records Management*, a book by Jeanne Johnson in conjunction with the NALTEA education committee.

The test will be comprised of 100 questions chosen randomly from a collection of 235 questions that have been reviewed and selected by the committee. Some questions may require a calculator so be sure to bring one with you.

ServiceLink Integrates Offerings from ATM Acquisition

As vendor management companies merge, or get bought up by larger companies, their services continue to expand. This may make them more attractive to national lenders who are looking for faster, cheaper services that will allow them to close more loans competitively in the marketplace.

ServiceLink, a provider of origination and default services and the national mortgage services platform of Fidelity National Financial, has fully integrated the technology and products it acquired from ATM Corporation of America. The integration adds point of sale products, collateral valuation products, home equity products and settlement service automation technology offerings to ServiceLink's centralized title, closing, default and asset management services. ServiceLink offers these products and services to mortgage originators, servicers, banks and institutional lenders.

"The assimilation of ATM with ServiceLink has expanded our products and reinforced our extensive capabilities as a leading provider of origination and default services," said Jeff Coury, ServiceLink's president and chief-executive-officer. "We will continue to strengthen our investment in people, processes and technology to benefit our clients. Not only have our service offerings increased, but we have expanded our automated processes to better manage the entire process from start to finish. We now have a complete suite of services that will boost our capabilities to help lenders lower the cost to originate and service loans and reduce the time gap from application to closing."

ServiceLink's expanded platform now offers first and second lien title, closing, escrow and recordation services; legal and vesting reports; deed information reports; collateral valuations; automated valuation models, asset management and disposition, foreclosure and REO collateral valuations; REO title and close; and enhanced technology to facilitate the origination process.

According to ServiceLink, Vision Global Solutions, a former division of ATM, was also included in the acquisition. ATM's VISION technology platform has been fully integrated into the ServiceLink operational process. Vision Global Solutions consults with and licenses this technology to lenders and other industry-related organizations interested in maximizing their operating efficiencies and adding profit to their bottom line by developing their own captive settlement services companies. The technology can also be licensed to function strictly as an order and vendor management system.

What remains to be seen is whether this will lead to increased pressure on abstractors to lower fees as there are fewer VMCs controlling a larger percentage of the work. There may also be less work as the increase in volume makes offshoring and automation more attractive to the larger companies with the resources to devote to the practices.

NALTEA Membership Update

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

NALTEA Welcomes the following new members:

A-1 Abstracting
Cindy Cordaro
Norwalk, IA

This brings the active membership of NALTEA to 71 members.

Happy New Year! The NALTEA Board of Directors wishes you the best during this New Year in your business.

After reviewing this past year and looking forward into the New Year, the Board of Directors has made a reduction in the NALTEA Annual Membership Dues. The new dues structure is effective immediately.

Both the Corporate/Independent Membership dues and the Individual Membership dues have been reduced to \$100 annually. This is retroactive to September 2007 for the membership period of September 2007- August 2008 membership year.

Each member has one of three options which will determine how the current, paid dues are handled:

First, you may wish to extend your membership another year. No response is needed if you choose this option.

Second, you may wish to add an individual membership for one of our employees, which would make them eligible to take the test and become a NALTEA Certified Abstractor. You must then submit that person's application with a note about adding the employee by using the extra dues in connection with your membership. The application must be received no later than January 31st, 2008

Or third, you may make a written request for a refund by January 31st, 2008.

We hope you find the New Year a prosperous one.

Attention: The NALTEA Members' Only Section of the Web site has been updated. The 'Resources' page now contains a list of recommended reading that includes a list of books that may help with your preparation for the certification test. It also includes a link to an outline for a study guide.

You can request a password directly from the Web site and access the members' only information that is currently available. We will continue to update that section of the site as new information becomes available.