



NALTEA

The National Association of Land
Title Examiners and Abstractors

Message from the President

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It has truly been an honor and a pleasure to serve as a NALTEA board member over the past six years, and as president for the past two years. As October quickly approaches, and with that the end of my time on the board, I'm filled with pride for what we have been able to accomplish as an organization, and with confidence that NALTEA will continue to progress, and grow, and increase the influence of abstractors in our ever-changing industry.

On Sunday, October 23rd, NALTEA members will elect three board members at our annual conference, to be held in Clearwater Beach, Florida. The seats are presently held by myself, Jill Kissell, and Debi Merrill. While I will not seek a fourth term on the board, I hope to see both Jill and Debi run to retain their seats. They both have contributed tremendously to NALTEA, and I believe they both have much more to offer. I can only hope that the position I have been privileged to fill will be won by somebody equally as effective as Jill and Debi have been. I also hope there is robust competition for all three seats.

The first order of business for the new board will be to appoint officers for the next year. I look forward to introducing the new president before the 2011 conference wraps up, and NALTEA embarks upon another year of advocating for abstractors.

This is a time for renewal. Not only will we see fresh talent, energy and ideas come to work for NALTEA, it is also time to renew our memberships. Dues notices have been sent out. If you have not received yours, please contact us at info@naltea.org, or simply visit the NALTEA website and renew on line.

Note to our NALTEA certified abstractors: If you are an employee of a Corporate/Independent member, you will no longer be required to carry your own, separate membership to maintain your certification. As long as you are employed by a NALTEA member in good standing, you will be covered under that membership. To replace the separate membership requirement, NALTEA will institute a modest certification renewal fee. While we're on the subject of maintaining your certification, please make sure you have earned your required continuing education credits for the year.

While you're at the website, be sure to take a look at the conference schedule posted on the Events page. We're looking forward to a long weekend full of educational opportunities and activities designed to grow your business. Having attended five NALTEA conferences, I can say with confidence that you'll find it's worth the trip. You can register for the conference and book your hotel room (\$119.00 per night if you book by September 20th) right from the NALTEA website.

Remember, the conference is not just a conference. It's also our annual membership meeting, and the best opportunity for our members to be heard - to help shape the future of the organization, to voice concerns, to choose board members to guide us through the next two years. It's also a time to rebuild the committees, and an opportunity for committee members to meet face to face, and set the course for the coming year.

Well, I'm off to pay my dues and register for the conference. See you in Clearwater!

Board of Directors Update

Debi Merrill

Email: sqi@charter.net

Summer is winding down! Kids are back in school! Football pre-season is providing some entertainment and your NALTEA Board of Directors are excited about this year's Annual Conference!

The Board of Directors and Officers met via telephone conference on August 15, 2011. Those in attendance were, President, Pat Scott, Directors: Debi Merrill, Ed Gunther, Dave Pelligrinelli, VP, Doug Gallant, and Secretary, Tamikio Veasley.

July Meeting Minutes and Treasurers Report were approved, as were a couple prior months Minutes that seemed to elude us. A proposal to change the language of the Certification Requirements for both NALTEA Certification levels was presented and approved. See attachment to this newsletter for those changes.

The Nashville Meet and Greet was discussed and final plans made. The date for the Meet and Greet was August 20, 2011.

Ed announced that the Hotel website is up for our annual conference and ready for YOU to register! It is being held at the Sheraton Sand Key Resort in Clearwater Beach, FL on October 21-23, 2011. Be sure to register early to get the Early Bird discount!

The agenda for the conference was worked on and reworked and will soon be available. We have many great classes and speakers scheduled this year, so be sure to join us in Florida.

This year, three board positions will be up for election at our Annual Conference. We need YOU to think about joining NALTEA in a leadership role and help to guide us thru the next two years. The seats currently up for election (re-election) are those held by Pat Scott, Debi Merrill and Jill Kissell. Think about bringing your fresh ideas and energy to a position at NALTEA! Run for the Board!

Dave Pelligrinelli has been diligently working on articles which have been published and/or quoted in the NY Times and other sources. A position paper on Outsourcing Problems is close to completion.

A discussion was had pertaining to Membership. It was voted to leave the dues at the same rate as last year.

Also, we voted to print Membership Certificates to send out with each new and renewal membership for 2011-2012. The Board approved up to \$4,000 for new promotional items to be given out at the Annual Conference and to be on hand for other seminars we may attend representing NALTEA. A small token of our appreciation for each speaker was discussed, and all agreed we should present our speakers with such an item. Next Board Meeting will be Monday, Sept 19, 2011.

Education Committee Update

Debi Merrill

Email: sqi@charter.net

A fantastic time was had by all that attended the Nashville Meet and Greet. The weekend started with NALTEA setting up a vendor booth, being manned by Debi Merrill and Ed Gunther, at the Old Republic Annual Seminar. Many interested parties stopped by the booth to visit and ask questions about NALTEA. Everyone seemed especially interested in the Certification program and the idea of using Certified Title Examiners to do their real estate searches. Out of the 170 individuals attending, most took home some memorabilia of NALTEA, be it a highlighter, notepad, pamphlet or book bag full of goodies.

On Saturday, Quannah Rhodes and Tim Korzen presented a one-day seminar based on the NALTEA "Principles of Abstracting" manual. Those attending participating with frequent questions and examples found during their own search experiences. After a quick lunch break, Dave Pelligrinelli spoke to everyone on the topic of Non-Traditional Searches. It was a great help in learning how to expand your business in what some still consider down times. Ed Gunther gave those attending a rough overview of the 2011 Annual Conference coming up in October. Everyone seemed ready to meet again at Clearwater Beach in Florida. The excitement was planted and I'm betting we'll see many of them there.

If you are one of the few that have taken and passed the exam, we invite you to sit in on our Train the Trainer Session at this year's conference to learn how to present a 'Meet and Greet' in your area. This one-day seminar could include a review session and exam. Members of the NALTEA Board are willing to come to your city to assist with this function to help spread the word about NALTEA and our Certification Program. If you have not obtained your NCA or NMA Certification,

please check out the current requirements for becoming certified which are included in this newsletter. Then join us at the Conference in October for review sessions and the exam!

NALTEA Certification Requirements for Two Designation Levels

NALTEA Certified Abstractors (NCA) are deemed competent to complete updates, full residential transactions, and small commercial such as mom & pop free-standing buildings.

Requirements for the NCA are that the member must:

1. Be an active, paid member of NALTEA, **or an employee of an active, paid member**, and agree to ethical standards.
2. Provide a Statement certifying minimum of 3 years experience in the industry.*
3. Pass Testing (75% of 100 question test – basic knowledge, mathematics of surveys and interests)
4. Maintain the designation with Continuing Education (10 hours every 2 years). Courses accepted from NALTEA (seminars and conference programs) ABA, Board of Realtors, Appraisal Institute, National Homebuilders Association, Real Estate Sales, Mortgage or Law Schools, College Level or Technical Courses, Licensed state courses and any other classes approved by NALTEA. CE courses must be related to real estate.
5. Remit a renewal fee annually, on or prior to September first, the amount to be determined by the NALTEA board of directors. The renewal fee for the year beginning on September 1, 2011, and ending on August 31, 2012, shall be set at \$35.00.

NALTEA Master Abstractors (NMA) are deemed competent to complete any type of search including general commercial, industrial, subdivision developments, condominium developments, plottage and assemblages.

Requirements for the NMA are that the member must:

1. Be an active, paid member of NALTEA, **or an employee of an active, paid member**, and agree to ethical standards.
2. Provide a Statement certifying minimum of 8 years experience in the industry.
3. Pass Testing (90% of 100 question test).
4. Maintain the designation with Continuing Education (10 hours every 2 years). Courses accepted from NALTEA (seminars and conference programs) ABA, Board of Realtors, Appraisal Institute, National Homebuilders Association, Real Estate Sales, Mortgage or

- Law Schools, College Level or Technical Courses, Licensed state courses and any other classes approved by NALTEA. CE courses must be related to real estate.
4. Submit a full commercial search for review.
5. Submit a letter of recommendation from a client stating they have done business with the abstractor and feel the person is competent to do any residential or commercial search work that may be requested..
6. Remit a renewal fee annually, on or prior to September first, the amount to be determined by the NALTEA board of directors. The renewal fee for the year beginning on September 1, 2011, and ending on August 31, 2012, shall be set at \$35.00.

Members can apply online to take the exam at <http://www.naltea.org> and will receive instructions via email after the application has been reviewed.

***Inaccurate information regarding experience level (minimum of 3 years for NCA and minimum of 8 years for NMA) will result in forfeiture of certification and either suspension or termination of NALTEA membership.**

Membership Committee Update

NALTEA proudly welcomes our newest members:

Clay Tucker

Elizabeth Reddy of L&D Abstractors

Michael Smith of Abstracts Now, Inc.

NALTEA now has **127** active members.

The organization welcomes input from the membership. You can contact the board members or the various committee chairpersons at the e-mail addresses found on the NALTEA website at www.naltea.org.



Nashville Meet and Greet

Synopsis

David Pelligrinelli

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There is a great deal going on in the abstractor industry and at NALTEA. On August 20 we had a excellent time at the Nashville Meet and Greet. Quannah and Tim from Infotrak put on an excellent presentation of the Certification Training Class. The attendees who were part of this class will all be taking the certification exam soon, most of them will be at the Clearwater Beach Conference for the exam.

I was particularly impressed with the exchange of information I had with the attendees during an informal session on business development. We talked about generating new business in areas where it didn't previously exist, and ways to cultivate clients who appreciate the value of a professional abstractor vs. an inferior or offshore option. We are all looking forward to the more extensive presentation on this subject at the October conference.

With regard to off shoring if title abstracting, there has been new attention to this issue recently. I have been in contact with several media sources who are looking at this subject more intently. At present it is not clear whether it will be noticed enough in the mainstream, but some of the consequences are beginning to come to light for those outside of the abstractor industry. I have had a more receptive response when explaining how these offshore searches may have allowed the assignment chain problem to get our of hand. It is easy to see how the use of seasoned and professional abstractors who actually work in the records rooms would have caught this earlier.

NALTEA will have a press release on this subject soon. What is surprising is how much more interested the media is in how offshore searching may be related to the foreclosure problem than how it might expose personal information to entities outside the US.

I hope all members had a good summer and that we all are successful in settling back into our routines for the fall. Looking forward to seeing everyone at the Clearwater Beach Conference.

Editors Notes

Joel Kissell

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With the NALTEA annual conference approaching, it is never too early to start preparing your travel arrangements. Whether by air, land or sea, there are a multitude of options out there to help you plan for your travel.

Utilize the work the planning committee has done by booking with the host hotel. Be sure to mention that you are with NALTEA, when making your reservation, to receive the benefits and discounts associated with the Annual Meeting.

<http://www.sheratonsandkey.com/>

There are plenty of air fare tracking sites out there. Below are a few I've utilized when trying to schedule travel plans for work and for pleasure.

- www.kayak.com
- www.cheaptickets.com
- www.orbitz.com

Don't forget to check with specific airlines, not mentioned in travel sites for their available fares.

- www.southwest.com
- www.air-tran.com
- www.allegiantair.com
- www.jetblue.com

Trouble finding a reasonable rate? Consider renting a car and driving to Clearwater. You can find reasonable weekly rates and often times what you would pay in baggage fees, you can put towards the fuel costs of making a drive down the scenic coast of Florida. Many cities will rent hybrid vehicles which can get up to 50 miles per gallon. If you are like me, the thought of getting to see parts of the country that you normally wouldn't is enticing and tough to pass up.

Half the fun in planning a trip, is finding that perfect deal to get you there. Take your time, be diligent and check back regularly to monitor the fares and we will see you in October!