



NALTEA

The National Association of Land
Title Examiners and Abstractors

Message from the President

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As I sit down to write what will be my next to last President's message, I am reflecting on the changes we have seen over the past two years in the abstractor industry. We have seen a slowdown that has affected all our businesses, some more than others, but all in a significant way. Some of our peers have made the difficult decision to find other means of generating income, either through a new job or a new business. Others have found ways to diversify their existing businesses. Diversification is the key to staying active in a down market. Diversification provides opportunities that carry us forward to better times and greater success. Diversification is what the 2009 NALTEA October Conference is all about.

I hope most of you had the opportunity to participate in the Environmental Search webinar presented by Dave Pelligrinelli. We plan to build on that information by providing the information you need to expand your search services to accommodate the Phase I Environmental Site Assessment (ESA) search required for most commercial properties. The process includes a typical title search, but then is expanded to include any potentially liable parties or adjacent property. You will learn to determine when adjacent properties should be included in your search and where to find additional information to include in your search. You will learn what actions trigger the need for an ESA, the

scope of work and the role of the title abstractor, and how you can expand your role to assist the environmental specialist in the title component of the ESA report.

Jeanne Johnson is back to provide a review for the NALTEA Certification which is now available as an online exam. She will provide an extensive review of the basics of real estate and help you brush up on your knowledge or, if you haven't done so already, prepare you to sit for the NALTEA examination. With two designations, you can be confident in your decision to sit for the NALTEA exam to achieve your designation. If you have already achieved the NCA designation, you can retake the exam to upgrade your designation to NMA. If you have already achieved the NMA designation, you will still find Jeanne's presentation informative and entertaining.

We have arranged for a Train-the-Trainer workshop so that you can add an education component to your existing business. This workshop is a wonderful opportunity to learn how adults learn and prepare for your success as a workshop trainer for NALTEA educational opportunities. You can also use the knowledge you gain to develop your own workshops in your local community. As professionals, you have special knowledge that is valuable to realtors, agents, brokers, appraisers, and others who use the public records that you search every day. This valuable workshop is offered FREE to conference

attendees. The value is well above the conference fee for this workshop alone!

Finally, we have arranged to provide conference attendees with a specialized workshop for searching liens. You will learn how to market your business to companies that specialize in this niche market of the public records search. There are various ways to present your services and a number of lien products you can offer. We will answer your questions and guide you to the companies you need to know about so you can market your services effectively. Of course we will make sure you have the information you need to complete lien searches for each client's expectations.

We expect a busy weekend with a lot of new information to help you create new services and build your clientele. As usual, we will be looking for new board members too! There are three openings for the board of directors and you have the opportunity to run for a board position. We are also looking for a new Treasurer. If you would like to be considered for any position, either on the board, as an officer, or as a committee chair, please send your bio to the publication committee for inclusion in the October newsletter, or contact an existing board member. As a past member and chair of the Education Committee, a board member, and the President for this year, I can tell you from personal experience that serving on the NALTEA board and committees is a great opportunity to guide and shape our industry. There is a lot to do and we need your leadership to continue to grow and influence our position in the real estate industry.

I am looking forward to seeing each of you in Charlotte on October 9 thru 11!

Board of Directors Report

Vicki J. Moffitt

Email: southernabstractservices@yahoo.com

The NALTEA Board of Directors held its regular monthly phone conference on July 20, 2009. All board members were in attendance.

The June minutes had previously been sent to the board members for review and upon a motion and second the June minutes we approved. Also, the Treasurer's Report had been sent to the board for review and with a motion and second, the Treasurers report was approved.

Committee Reports:

Planning & Events: Ed Gunther informed the Board that he was actively seeking potential speakers for the conference, suggestions were provided in the areas education, outsourcing, and possibly a outgoing president of one of our industries most influential organizations, just to mention a few. Also he discussed acquiring additional rooms if needed for any training classes that may need to be utilized, if there is an overflow of members who have signed up for the teach the teacher classes.

Benefits and Publications: Vikki Moffitt Board Liaison for the Committee stated that she had spoke to Doug the afternoon of the board meeting and that there was nothing new to report. Benefits are sometimes hard to acquire with membership numbers that are low, however, since we keep adding new members each month that possibly by the end of the year, we could be looking forward to some new items in the benefits category. Doug and his sister have been putting the eNewsletter together for the past year and doing an outstanding job. NALTEA is very fortunate to have such talented members who also donate their time and effort to help keep the membership informed.

Ethics: Jill Kissell did not attend the last board meeting. There were no issues that have been brought to the boards' attention at this time in regard to ethics.

Education: Debi Merrill did not attend the last board meeting. Lynn spoke of her behave and discussed the exams and asked the board for some clarifications that Jeanne requested to be taken into consideration in respect to the exam and the cost of the exam and booklet at the conference.

Membership: Pat Scott announced to the board that NALTEA has three new members. We welcome them to the organization and hope to be able to help them and promote them in any way that we can.

Public Relations: Dave Pelligrinelli discussed the directory and how the progress is coming along. It was suggested that he work with Doug Gallant on this project, since Doug is the Chairman of the Benefits and Publication Committee, he agreed and looked forward to the directory being finalized. It is NALTEA's hope that the directory can be used in upcoming promotional campaigns, handouts, as well as being a tangible benefit for our membership at large.

Board of Directors Report

Pat Scott

Email: pscott@oconnortitle.com

The NALTEA Board of Directors met via conference call on August 18, 2009. Present for the meeting were all directors, the vice president and the secretary. Following approval of minutes from the July meeting, approval of the treasurer's report was tabled pending clarification of a minor procedural point.

The meeting focused heavily on preparation for the October conference. The Planning & Events Committee submitted an outline of the conference agenda, and the board assigned speakers to time slots. The conference will feature educational speakers, a review to prepare for the certification exam, round table discussion, board elections, and a 'teach the teacher' seminar for those interested in providing ongoing education to area abstractors.

The Ethics Committee was pleased to have no complaints against members to report.

The Education Committee requested approval of educational handouts to be distributed at the conference. One change was suggested, and approval of the handout is pending. The committee also requested, and received, funds to construct a registration form on the NALTEA website for the certification exam and to facilitate purchase of study materials.

The Membership Committee is preparing a message to be sent to associate members of NALTEA offering sponsorship opportunities. The tiered sponsorship program, approved in the July meeting, is intended to offer our associate members greater visibility to general membership. This would be accomplished with advertising and recognition at the conferences.

The Public Relations Committee is nearing completion of the member directory layout. The directory will be in printed form, and the committee hopes to have the finished product ready for the conference in October. The board approved funds for the production of the books.

The Publications and Benefits Committee had nothing new to report.

NALTEA president Lynn Hammett announced that Wanda Steudel plans to retire from the position of NALTEA Treasurer. The board greatly appreciates Wanda's many years of tireless service to NALTEA. A new treasurer will be appointed soon.

Three seats on the board of directors are up for election at the October conference. The seats are now held by Lynn Hammett, Pat Scott and Vikki Moffitt. The board will seek candidates for the election of three board members for the two-year term beginning October 11.

In the last order of business before the meeting was adjourned, the board discussed an invitation by the American Legal and Financial Network (AFN) to participate on a panel discussion in Washington, D.C. There was general interest among the board members, although further details are sought before committing to the event.

The next meeting was scheduled for Monday, September 21, at 6:00 PM Eastern time.

Editor's Note: There are two board reports this month as there was no newsletter in August.

Membership Committee Update

Pat Scott

Email: pscott@oconnortitle.com

NALTEA proudly welcomes our newest members:

- **Tom Jensen** of Reliable Document Retrieval
- **Sharon Baldwin** (Individual membership)
- **Cheryl L. Bihari** (Individual membership)

We now have 97 active members.

Renewal Notice

We were a little late getting the renewal notices out this year. If you have not yet renewed your membership, please check your email box for your dues invoice, or go directly to the NALTEA website to renew your support for another year. While dues were payable on September 1st, the deadline for remittance has been extended to October first. But don't wait until October 1st. Here's why:

The NALTEA Public Relations Committee is in the process of preparing a printed directory of NALTEA members. The directory will be mailed to potential clients and will be distributed at conferences attended by NALTEA representatives. We ask that you renew your membership by September 25 to ensure your entry in the printed directory.

The Publications Committee is always looking for your ideas, comments or submissions for the newsletter. Please address to benefits@naltea.org.

NALTEA Board Approves Sponsorship Program

Pat Scott

Email: pscott@oconnortitle.com

In a move to increase involvement of NALTEA's Associate Members, the board members voted unanimously in favor of creating a sponsorship program at the July board of directors meeting. The program will allow greater visibility to the NALTEA sponsors while, at the same time, helping to defray the costs of educational programs for the general membership.

The program will offer three levels of sponsorship opportunities: Platinum, Gold and Silver. All include placement of the sponsor's logo on the NALTEA brochure, ad space in the printed directory and button ad placement on the NALTEA website, identifying the member as a NALTEA sponsor. All sponsors will also receive honorable mention at the annual conference.

The Platinum sponsorship, the highest of the three levels, also includes complimentary, premium location exhibitor table space at the annual conference. Size and location of ads will be in relation to the level of sponsorship.

The sponsorship program is seen as a means for Associate members to show greater participation in helping NALTEA members reach their goals of professional improvement.

Sponsorship terms run for one year, if commenced on September 1st, the beginning of the NALTEA fiscal year. Regardless of commencement date, all sponsorships will be renewable as of the beginning of the next fiscal year. Those who sign on as sponsors prior to September 1, 2009, will receive the benefits of sponsorship for the remainder of the current fiscal year as well as the next. Those interested in becoming NALTEA sponsors may send inquiries to membership@naltea.org for a quick response.

NALTEA Annual Conference Agenda, Charlotte, October 9 through 11

Friday

- 3:30 – 4:00 Registration
- 4:00 – 6:00 Train the Trainer
- 7:00 – 11:00 Networking Reception
Cocktails and Hors d'oeuvre

Saturday

- 7:00 – 8:30 Saturday Registration
- 7:30 – 8:30 Breakfast
- 8:30 – 10:00
 - Welcome from President – Opening Remarks
 - Treasurer's Report
 - Board openings and candidate introductions
 - Introduce Committees and Committee Reports
- 10:00-10:30 Break
- 10:30 – 12:00 Understanding Environmental Site Assessment Searches
- 12:00 – 1:00 Lunch
- 1:00 – 2:15 TBA
- 2:15 – 2:30 Break
- 2:30 – 3:30 The Business of Lien Searches
- 3:30 – 3:45 Break
- 3:45 – 5:00 Certification Overview

Sunday

- 7:30 – 8:30 Breakfast
- 8:30 – 10:00 Jeanne Johnson
- 10:00 – 10:15 Break
- 10:15 – 10:30 Elections
- 10:30 – 12:00 NALTEA Certification Examination
- 12:00 – 1:00 Lunch
- 1:00 – Election Results and Closing Remarks

Go to the NALTEA website at
<https://www.naltea.org/registrationform.aspx>
and register today!

NALTEA's Instructor Development Workshop

Jeanne Johnson

Email: landrecs@aol.com

This workshop is for any interested NALTEA Members. It will help instructors communicate more effectively and improve presentation skills but will also help students to learn better! This participant-centered workshop focuses on an understanding adult learning, body language and delivery style. It contains solid, practical information for effective presentations using the requirements of the Association of Real Estate Licensing and Law Officers (www.ARELLO.org) guidelines.

Who will benefit from this course:

- Experienced trainers who want to improve the results of their training
- Subject Matter Experts transitioning into a trainer role

- New trainers who seek effective techniques for to teach to different learning styles
 - Individuals who present to important audiences
 - Students who want to learn how they can learn and better retain information
- Purpose: This is a workshop that:

- Uncovers theory and explains adult learning principles
- Recognizes the ARELLO teaching requirements and methods
- Helps presenters deliver a strong and engaging message
- Creates awareness of body language, tone and delivery style

Learning Objective: As a participant in this workshop, you will:

- Acquire a basic understanding of adult learners
- Use PowerPoint® effectively to enhance your presentation
- Uncover body and voice behaviors that improve your presentation
- Identify the most common pitfalls to be avoided as a trainer
- Have tools to keep the learner engaged in the topics
- Acquire methods to gauge learner comprehension
- Be able to handle questions and problems like a pro
- Use props, tools and lessons to enhance learning
- Prepare yourself and your room for the best learning experience
- Keep learners involved using different learning styles
- Learn how to become a NALTEA instructor

Mortgage Applications Recede Despite Declining Rates

Jarrold Clabaugh (*reprinted by permission from Source of Title*)

The Mortgage Bankers Association today released its Weekly Mortgage Applications Survey for the week ending September 11, 2009. This week's results include an adjustment to account for the Labor Day holiday. The Market Composite Index, a measure of mortgage loan application volume, decreased 8.6 percent on a seasonally adjusted basis from one week earlier. On an unadjusted basis, the Index decreased 18.3

percent compared with the previous week and decreased 18.7 percent compared with the same week one year earlier.

The Refinance Index, also adjusted for the holiday, decreased 7.4 percent from the previous week and the seasonally adjusted Purchase Index decreased 10.3 percent to from one week earlier.

The four week moving average for the seasonally adjusted Market Index is up 2.9 percent. The four week moving average is down 0.4 percent for the seasonally adjusted Purchase Index, while this average is up 5.2 percent for the Refinance Index.

The refinance share of mortgage activity increased to 61.0 percent of total applications from 59.8 percent the previous week. The adjustable-rate mortgage share of activity increased to 6.0 percent from 5.8 percent of total applications from the previous week.

The average contract interest rate for 30-year fixed-rate mortgages increased to 5.08 percent from 5.02 percent, while the average contract interest rate for 15-year fixed-rate mortgages decreased to 4.41 percent from 4.45 percent. Meanwhile, the average contract interest rate for one-year adjustable-rate mortgages decreased to 6.61 percent from 6.69 percent.

Mortgage Fraud Continues to Grip the Nation

Jarrold Clabaugh (*reprinted by permission from Source of Title*)

The number of mortgage fraud cases in the United States held mostly steady during the latest economic quarter, according to the FraudBlogger.com Index. The index keeps track of the current number of on-going active mortgage fraud cases in the nation. Despite the steady figure, fraud activity was up nearly 600 percent in New York, the highest jump for any state during the time period analyzed.

During the second quarter, the FraudBlogger.com Index declined 7 percent from the first quarter to 1323. The index, which was higher than 1,230 a year earlier, is published by MortgageDaily.com.

The dollar volume of mortgage fraud cases tracked during the second quarter was \$1.6 billion. This figure was slightly higher than the \$1.5 billion in the prior period, but lower than \$1.7 billion a year earlier.

"This is the second straight quarter that the fraud index declined," said Sam Garcia, the publisher of MortgageDaily.com. "While \$1.6 billion is a huge number, we're not seeing the kind of growth we saw from 2006 to 2008."