



## Message from the President

### In this issue:

#### **Message from the President**

*Front Cover*

#### **Board of Directors Update**

*Page 2*

#### **Conference Highlights**

*Page 2-4*

#### **Membership Committee Update**

*Page 4*

Ed Gunther, President

Email: [president@naltea.org](mailto:president@naltea.org)

The 2011 NALTEA Annual Conference in Clearwater Beach, FL, once again presented the opportunity to see familiar faces and meet new NALTEA members. NALTEA wishes to thank all of our speakers, Jeanne Johnson for her Train the Trainer Class and Certification Review Classes, Jason Evans, Florida Attorney, Charles Proctor III, J.D., C.L.P., President of NAILTA, Robert Holman, Esq., Secretary of NAILTA, and David Pelligrinelli, NALTEA Board Member and President of AFX Corp. In addition, we wish to thank the members and attendees for making the Round Table Discussions and the Town Hall Meeting, both informative and interesting.

The Sheraton Sand Key Resort was such a great facility and NALTEA members were so pleased with the resort that the Board has booked the 2012 Annual Conference at the same location. The dates will be October 19<sup>th</sup> to the 21<sup>st</sup>, 2012. Please check the web site for registration information.

Pat Scott has been a NALTEA Board member since 2006 and served as President of NALTEA since 2009. This year Pat decided not to run for the NALTEA Board. We aren't letting Pat off the hook so easily though, as Pat will continue to serve NALTEA as Chairman of the Membership Committee. The Board of NALTEA and the membership express their sincere appreciation for his hard work and dedication to our association.

The membership re-elected Jill Kissell and Debi Merrill to the Board and Patricia Roberts was elected to the remaining Board position. We want to thank Debi and Jill for their continued dedication to NALTEA and welcome Patricia to the Board.

Returning officers for the upcoming year are: Doug Gallant - Vice President, Tamikio Veasley- Secretary, and Wanda Steudel - Treasurer. We are a better organization for their continued efforts and dedication to NALTEA.

The Board and the Officers are committed to growing the membership of the association and adding to the visibility of NALTEA within the industry. Our focus throughout this coming year will be to encourage both increased membership and certification. To this end, we will be hosting additional Meet & Greets/ Certification classes, which will allow us to spread our message. The first Meet & Greet will be on January 16<sup>th</sup> in Rockford, IL. Registration and event information will be available on the web site.

We look to build on the accomplishments of 2011 and gain further momentum in 2012. NALTEA is your organization and we are here to work for you. If you have any comments, concerns or suggestions, please email me at: [president@naltea.org](mailto:president@naltea.org)

I look forward to this coming year and am proud to serve as President of NALTEA.

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## Conference Highlights

David Pelligrinelli

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Another successful NALTEA Annual Conference is in the books. Congratulations to Planning and Events Committee Chair Ed Gunther for arranging an excellent event. The scheduled presentations had a great deal to offer. Here are a few highlights:

- Robert Holman discussed affiliated business arrangements and how abstractors need to be aware of coming changes. One interesting piece of information which came from attendee comments during this session was that some closing agents report having been instructed by lenders to get two original mortgage notes signed by the borrower.
- Jason Evans conducted a conversation about vendor agreements, and how to negotiate the terms to be more equitable with the client. "Fairness" was the key word.
- Charles Proctor from NAILTA demonstrated the complexities in doing searches on foreclosure properties. Members agreed that foreclosure searches are not like a regular current owner search.
- Dave Pelligrinelli (that's me) talked about some business development ideas for 2012, and how to cultivate the right kind of new clients.

Roundtable discussions this year were very productive, including planning several Meet & Greet events, as well as determining the Annual Conference locations for the next 3 years.

At the meeting, Ed Gunther was elected President, and Patricia Roberts was added to the Board of Directors. A special thanks to outgoing President Pat Scott for his contributions over the past years as.

Building on the success of Pat, the Association is looking to continue its accomplishments over the next year.

From my personal perspective, I cannot imagine a more important time for independent abstractors to participate in a professional association, and we at NALTEA are committed to making that association a valuable resource for you.

Visit the NALTEA website, blog and Facebook pages to stay in touch.

## Conference Highlights

Jill Kissell

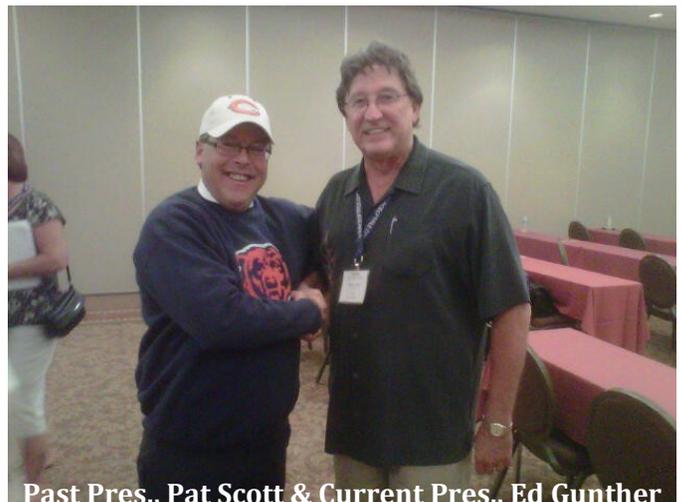
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NALTEA's new Board met for the first time on November 21, 2011. It was our first meeting since the election of new Board members at the annual conference in Clearwater and we had a ton of business to cover.

As you all know, the terms of three of the Board members, Pat Scott, Debi Merrill and myself (Jill Kissell), expired this year and Pat Scott, who had dedicated several very productive years to serving on the Board, acting as President, and heading the Membership Committee, decided not to run for the Board again. Pat did agree however to continue with his work on the Membership Committee. We are very glad that Pat will continue to be active in NALTEA. Pat has been a valuable asset to NALTEA, and we are certainly thankful for his contributions, past, present and future.

The vacant position on the Board was filled by Patricia Roberts of Mid-Mississippi Abstract Co. LLC and the Board looks forward to working with Patricia during her term. Patricia has already presented the Board with some great ideas for newsletter articles, and we are excited to see the results of her efforts. Debi Merrill and myself ran for re-election and were both re-elected for another 2 year term. I know I speak for both Debi and myself when I say we look forward to serving NALTEA for another two years.

Our first meeting was largely an organizational and planning meeting. We set goals for the year, discussed committee organization, and reviewed the great ideas presented to us at the conference by members, sponsors and speakers. Among our goals for the year are:



**Past Pres., Pat Scott & Current Pres., Ed Gunther**

- **Annual Conference 2012:** We will be getting a much earlier start on planning the 2012 conference. We have already set the date for October 18-22, 2012, and have decided to return to the Sheraton Sand Key in Clearwater, Florida. The accommodations and amenities this year were great, the food was fresh, tasty and plentiful, and the staff went above and beyond the call of duty to make our membership comfortable. I heard lots of stories about the little things the staff did, but my favorite one was at the welcome reception which was held outside near the pool. As luck would have it, this was the one evening that was blustery and cold. But the staff was prepared, having warmed towels ahead of time, and draped them around the shoulders of the shivering guests. Eventually it got so chilly that we moved the reception inside, but I saw the warm towels as a pleasantly unexpected, thoughtful gesture by our hosts. Over the next several months we will be contacting potential speakers, lining up sponsors and inviting more industry members to attend in an effort to provide a greater networking opportunity for our members. If you have any suggestions or requests for speakers, sponsors or invitees, please contact one of the Board members. There are e-mail links for all of NALTEA's officers and Committees on the NALTEA website which is at [www.NALTEA.org](http://www.NALTEA.org); or you can always e-mail me personally at [Jillkissell@a1abstracting.com](mailto:Jillkissell@a1abstracting.com). We will be providing updates on the 2012 conference in each newsletter and on the website as new info becomes available.

- **Meet and Greets and other industry events:** We hope to hold several Meet and Greets this year. Ed Gunther of InfoTrack is currently making plans to hold one in Rockford, Illinois on the Martin Luther King holiday in January. Ed will combine the Meet and Greet with a NALTEA Certification Exam review class. Look for further information from Ed on this meeting. Peter Apter of ETS, LLC, a member located in South Windsor, Connecticut, suggested NALTEA sponsor a Meet & Greet in conjunction with the New England Land Title Association (NELTA) annual conference being held June 21-24, 2012 in New Hampshire. We will be working with Peter to make this Meet and Greet happen. We have talked about Meet & Greets in other geographical areas of the country and have had requests or suggestions for the western U.S. to be held in California; for the Southeast to be held in Tennessee; and for the eastern Midwest to be held

- in Ohio. We will be trying to make all of these Meet & Greets happen. We have found the Meet and Greets to be fairly successful when they are scheduled alongside another event (such as your state land title annual meeting or a Continuing Education seminar or a related industry trade show). Another option is for NALTEA to have a booth at various events. NALTEA's Secretary, Tamikio Veasley, is hard at work continually providing us with an updated list of industry events and Land Title organization meetings in the various states. If you would like NALTEA to make an appearance in your State, please contact any Board member or officer to discuss it.

- **Position Papers:** NALTEA drafted and released several position papers in 2011. Our goal in 2012 is to continue to release position papers, keeping the industry apprised of NALTEA's position on the various causes and effects of both failures and successes in today's tumultuous title industry. These position papers are an excellent way of consolidating our individual voices so that industry powers hear our concerns of maintaining the utmost integrity, education and quality in our profession. If you have a topic that you would like NALTEA to consider, please let us know.

It was a productive meeting and we have much to do in 2012. Please don't hesitate to contact your Board members or Officers with any questions, comments or suggestions how we can make NALTEA a better organization for you.

Find us online at Facebook, Twitter and LinkedIn!! Just search NALTEA and join the conversation!





## **Conference Highlights**

Patricia Roberts

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Attendees at the October 2011 NALTEA Conference were fortunate to have the opportunity to attend a round table discussion with Bart Newsom, Vice-President with TitlePac, Inc. Those attending the round table discussion were able to have their E & O questions answered face to face and we all walked away with a better knowledge of what to look for in an e & o policy or insurance carrier.

All questions were answered and emphasis was given on how E & O policies differ from other types of insurance policies, the importance of making sure your coverage remains retroactive with any change of carrier or policy and the necessity of keeping your carrier aware from the beginning of any issue that may arise and lead to a claim. The round table discussion was a perfect setting for this topic as everyone learned from the Q and A style format with one question often leading into a different area of discussion

TitlePac, Inc., a platinum sponsor of NALTEA, provided a vendor table at the conference and Bart was available both before and after the round table discussion to answer questions about E & O and TitlePac. TitlePac, located in Oklahoma, has provided e & o for title professionals continuously since 1972. Information on how to contact them is available on our website's page where they are listed as a sponsor.

NALTEA would like to thank Bart Newsom for leading this informative discussion and being available for questions at the conference. NALTEA would also like to extend our appreciation to TitlePac, Inc. for continuing to be a platinum sponsor of NALTEA year round.

If you or someone you know would like to become a NALTEA sponsor information is available on the NALTEA website on how to do so. Click on the tabs for becoming a sponsor to learn more about the benefits of becoming a sponsor as well as the different levels of sponsorship available.

## **Membership Committee Update**

**CONGRATULATIONS** go out to our newest NALTEA Certified Abstractors. Tiffanie Tedesco and David Jenkins have both passed the NALTEA National Certified Abstractor Exam. They will be awarded a certificate and can now use the NCA designation after their name. In addition, their membership on the Source of Title website will show a star by it, indicating they are NALTEA Certified Abstractors. Again, congratulations to you, Tiffanie & David, on being one of the elite NALTEA members to have achieved this designation.



Conference attendees enjoy a lunch break

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](http://www.naltea.org).