



NALTEA

The National Association of Land
Title Examiners and Abstractors

Message from the President

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As Thanksgiving 2009 approaches, I can't help but feel thankful for the good things in life. Good friends, family, the things that always invoke feelings of gratitude. I am no less thankful for being a part of this remarkable group of people who make up NALTEA.

While I don't know all of the members personally, I have met a good number of you at the annual conferences. And it has been a pleasure to get to know you. That's why I'm so excited about Ed Gunther's idea of holding several mini-conferences throughout the year. As I understand, it would involve gathering in select cities for a day with current and prospective members – learning about the issues local abstractors face, discussing ways NALTEA can be involved in helping to solve the issues – and maybe signing up a few new members along the way.

There's more to be thankful for. We have received positive responses to our invitation to various land title associations to evaluate our certification program. This will involve representatives from the organizations taking the certification exam, looking over the additional certification requirements and, we hope, endorsing the program. Gaining the approval of these influential organizations is the first step in the future recognition of NALTEA certification as the industry standard.

I encourage all NALTEA members with industry experience and knowledge to register for the exam. You can register and take the exam on line, from the comfort of your home or office. NALTEA offers a study guide, also available when you register at www.naltea.org.

But wait, that's not all! Our new sponsorship program, just recently announced, has already found its first sponsor. We are proud to welcome TitlePac, Inc., as our first Platinum Sponsor. NALTEA sponsorship is available to all of our associate members. For more information, please contact us at inf@naltea.org.

I am thankful for all of our members who renew year after year, even in difficult times. And those who have joined our committees, where all of our progress is made, deserve an extra helping of gratitude with their stuffing.

As sweet as it is to retain the vast majority of our members, it is imperative that we continue to grow in numbers. Greater numbers are necessary to gain the influence needed to effectively advocate for the betterment of our industry.

If each one of us NALTEA members were to bring in one member, it would quickly double our membership. Why don't we give it a try and see if my math is correct? Download a NALTEA application from our website, print it out, and

bring it to an abstractor you know. If you prefer to work with props, you can download our membership recruitment flyer from the website also. There's a link to it right there on the NALTEA home page.

Happy Thanksgiving

Board of Directors Report

Debi Merrill

Email: sqi@charter.net

November 16, 2009 was the date the board and officers held the monthly phone conference. Board members present consisted of Dave Pelligrinelli, Debi Merrill and our hard working President, Pat Scott. Jill Kissell was able to join us for part of the meeting. Treasurer, Wanda Steudel and Secretary, Malinda Griffin were also present.

An invitation had been mailed to roughly 50 land title associations offering them the chance to take the NALTEA certification exam online, hoping for further endorsement of our certification program. We did receive a few inquiries and anticipate they will soon be taking the test and giving us their feedback. The Oklahoma Land Title Association is one that responded and since Oklahoma already requires their abstractors to be licensed we are particularly interested in hearing their opinion on how our exam compares.

We discussed the possibility of obtaining our first NALTEA Sponsor. TitlePac has shown a great interest in becoming a sponsor and once again offering a discount on E & O insurance to our members that have achieved the NCA or NMA certification. If all goes as discussed they will be included in our first printing of the NALTEA directory, which is very close to going to press, and will be given prominent sponsorship ad space on our website. It was approved by the board to have our web genius, Slade, work on this project for us.

As the excitement continues to grow we discussed how the membership committee and the Education committee are planning on sending actual certificates to all members and to those that take and pass the NALTEA certification exam. Getting our name out there at every opportunity will keep us foremost in the thoughts of abstractors and let them see we are here to assist and share information with them. Emails are going out to some 400 independent abstractors to introduce them to NALTEA with the possibility of

additional emails going out to Abstractors.com members.

NALTEA has obtained one hundred exams to be used this year, and the good news is the price has stayed the same. The test will cost \$85, the study guide is \$75 online and if a retake is necessary it can be taken after 30 days for a reduced fee of \$25.

Ed Gunther, our main man when it comes to the Planning and Events Committee, was unable to join us this month for the meeting. His first love is baseball and that took priority this time. He'll be surprised when all our emails come pouring in with our research of cities for the 2010 conference. Everyone is diligently looking into the cities they were assigned and we are still expecting the actual city to be announced in January. We also discussed a joint conference with National Public Records Research Association. They are having a conference in New Orleans in 2010 and we assigned Ed the duty of checking into this opportunity. We'll make sure Ed never wants to miss another meeting. He does need committee members, so if you would like to promote your city, by all means contact Ed.

The LinkedIn site is up and running. If you are connected to LinkedIn be sure to search for NALTEA and join us online.

Source of Title has been a backbone to our organization, granting us free web hosting and online subscription, along with endless answers to questions. As a token of our appreciation for so much, the board agreed to give them an honorary Associate Membership in NALTEA.

The excitement that was brought forth and rejuvenated at our 2009 conference continues and all committees are diligently working towards new and improved goals for 2010. Let the enthusiasm carry through and do your part today by joining a committee of your choice.

Membership Committee Update

Pat Scott

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Since the last update, we have had 5 more renewals. We now have 82 active members.

If you are one of the 23 members who have yet to renew, and you intend to retain your membership, please take a moment and renew your membership at this time. Non-renewed memberships will be deactivated prior to publication of the next newsletter.

Interested in working on the Membership Committee? Please drop us a line at membership@naltea.org.

Secretary's Report

Malinda Griffin

Email: malindagriffin@gmail.com

As your newly appointed secretary I would like to thank the Board and Membership for their confidence. I have been a member of NALTEA for several years and have watched the organization grow in many ways.

As I watch the market for our industry try to diminish the need for independent title abstractors, I realize more and more the need to be a part of a group willing to take a stand. As a united group we will be heard more effectively than on our own. Tell your peers about Naltea and let's keep progressing along the path of being recognized as the professionals that we are.

Ethics Committee

Malinda Griffin

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As the 2009/10 Chairperson of this committee, I am very happy to report that we have had no issues to look into this month. Everyone keep up the good work. Be diligent in all your searches but do not hesitate to report if someone is engaging in unethical behavior(s), as it reflects negatively on everyone in the business of abstracting.

Education Committee

Debi Merrill

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CONGRATULATIONS go out to our newest NALTEA Certified Abstractors. Jana Urban-Buzek, Smitty Strickland and Dustin Duncan each passed the NALTEA National Certified Abstractor Exam this month. They will each be awarded a certificate and can now use the NCA designation after their name. In addition, if they have a listing on the Source of Title website, their name will have a star by it, indicating they are a NALTEA Certified Abstractor. Congratulations again on being one of the elite NALTEA members to have achieved this designation.

Public Relations Committee

David Pelligrinelli

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NALTEA members can expect some interesting developments for 2010. The association is working on arrangements to increase exposure for NALTEA members to affiliated industries and organizations. There are several projects in the works by the various board members to promote NALTEA into related industries and organizations. To start with, for those members who are signed up on the business hub LinkedIn, NALTEA now has an account there. Members can connect through LinkedIn for exposure to related industries and contacts. Just go to LinkedIn.com and search for NALTEA, and click to connect.

The various committee chairs at NALTEA are building their respective committees for 2010. By joining a committee with a purpose for which you have an interest, you can contribute to growth of the association, obtain insight into the development of your trade organization, and gain exposure in the industry. For those with a knack for publicity, I am looking to add two interested individuals to the public relations committee. Projects we will be working on during the beginning of 2010 are press releases, affiliations with related industries, direct mail campaigns, and print advertising.

For those with other interests, get in touch with the chairperson for a committee which matches your personality and they'll find something good for you.

In your daily routine and business operation, think about which of your associates, colleagues, or business partners would benefit from knowing about NALTEA. Connecting the association with related industries such as lending, legal, or general real estate will raise the awareness of the trade group to outside companies, and make your association with NALTEA a more valuable designation. If there is anything the Public Relations Committee can do to help you promote NALTEA in an area of business you think would be beneficial, contact me anytime for assistance.

Best wishes for continued success in 2010.

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