

Monthly Bulletin

of the

American Association of Title Men

Vol. 1

JANUARY, 1922

No. 2

SUGGESTIONS FOR STATE CONVENTIONS.

Many State Conventions are not well attended; others that are well attended lack interest. The fault too often lies with the lack of preparation of the convention program.

If your State Convention is to be a success, the topics to be discussed during the convention should be assigned not less than two months and preferably four months in advance of the date of the convention. Assign topics to members who will take sufficient interest to make a careful study of their subject and will be on hand to present it.

Select subjects that will be of interest not only to the person who is to present the paper or discuss the subject, assigned to him, but is of practical value to all of the members. A member is justified in refusing to accept a topic or to give it slight attention, if he is notified but a week in advance of the convention.

In states where the matter of the program is given careful thought, the conventions have been of increasing interest each year. Every paper presented is the result of the careful thought of the speaker and invariably contains an important message.

The Presidents and Secretaries of the State Associations are earnestly urged to immediately give this important matter their careful consideration. Prepare your program now. Select your speakers and the subjects allotted to them. Notify them of their selection and get from them a definite promise that they will present a careful and exhaustive report on their subject. Write to them occasionally and remind them of the date of the convention and have them report on the progress that they are making in the preparation of their subject.

After having selected the subjects and the members who are to present them, notify all of the other members at an early date and send them a copy of the program. Then, by letters of not less than one a month, urge their attendance at the convention.

In a recent State Convention a new plan was tried. Definite subjects were assigned to prominent speakers, and they were allowed not to exceed forty-five minutes in the presentation of all phases of the subject. The topic leaders selected three

or four assistants who were to speak for not to exceed ten minutes each on some particular phase of the main topic. In this way, the program was made interesting for all of the members. As an illustration, take the subject of "Searching." The topic leader would discuss a particular branch of searching for ten or fifteen minutes; he would then call upon one of his assistants, who had been assigned another branch of the same subject, who would discuss it for a like period. Then a third and fourth or fifth assistant would be called on in like manner. As all of the speakers were advised weeks in advance of the particular matter that they were to discuss, they were able to present their subject in an interesting manner. After a full discussion had been had by the leader and his assistants, then other members present would be invited to give their ideas on the same matter. In this way, four or five topics would require from fifteen to twenty-five members to take part in the program of the convention. It increases the interest of all of the members and will likewise increase the attendance at the convention.

The entertainment features should, of course, not be overlooked but all members should be given to understand that the entertainment part of the convention is a mere diversion after the regular program has been disposed of. It is not the principal object of the convention, but a mere pleasant relaxation for the members to enable them to become better acquainted with each other. The best way to keep up interest among the state members is to give them something to do. It is the duty of the officers, principally of the President and Secretary, to assign duties to the members throughout the state.

Always endeavor to increase your state membership. Some of the old members get careless and drop out; new firms engage in business and are overlooked.

All members of State Associations should pay their dues promptly; for the most part the dues of State Associations are nominal; the highest dues now assessed by any state, California, is \$25.00 per year. In addition to this, the California members pay special assessments to carry forward constructive legislation and publicity programs.

No abstractor or title man should hesitate to pay, in dues, to his State asso-

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1922 ANNUAL CONVENTION, CEDAR POINT, OHIO, AUGUST 29, 30 AND 31.

The Executive Committee has unanimously approved of the action taken by Mr. George E. Wedthoff, Treasurer of this association, and R. F. Brown, President of the Ohio Abstractors' Association, in arranging to hold the 1922 convention of this association at Cedar Point, Ohio, August 29, 30 and 31. The summer season closes at this resort on September 5, and it was very fortunate that we were able to get a date so close to the end of the season.

Cedar Point is near Sandusky, Ohio, and can be reached by all transcontinental trains going through Cleveland, Chicago, Detroit and other large centers of population. It can also be reached by the lake steamers from Chicago, Milwaukee and Duluth and other lake points.

It is the most noted summer resort in the interior of the United States. It is sometimes spoken of as the Atlantic City of the Middle West.

Already a large number of the members are arranging to bring members of their family with them. They are planning to spend a short vacation at Cedar Point during the convention. The largest attendance in the history of the association will undoubtedly be on hand at the 1922 convention. Have you made your plans so you will be present?

TITLE EXAMINERS' SECTION.

Henry J. Fehrman, President of the Title Examiners' Section, and Howard Dykman, Secretary of that section, are already carrying on their campaign for new members of this section. Already the names of new members are being received as a result of their efforts.

Wherever possible, the new members to the Title Examiners' section are being requested to join the State Association in the state in which they live. In this way, the members of this section will become more intimately connected with the affairs of the State Association and be of practical value to it. It is hoped that the State Associations will provide in their constitution or by-laws, where such is not now the case, for the acceptance of these Title Examiners into their state association.]

Boost for the Order.

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of the

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JANUARY, 1922.

DUES.

The fiscal year of the association of 1921-1922 ends August first, next. The dues of all members must be paid on or before that date, in order that they remain in good standing and be entitled to the monthly bulletins, copies of the annual proceedings, and the other benefits of this association.

State secretaries are urged to immediately send out notices to the members of the State Associations, requesting them to forward their dues, both state and national at the earliest possible moment. The expense of publishing the monthly bulletins and issuing other printed matter and carrying forward the activities of this association must be met. A portion of these expenses must be met from the dues. All members are urged to co-operate to the fullest extent and forward their dues promptly.

Wherever there is a state association, the dues to the National Association are paid through the State Secretary. Where there are no State Associations, such as in New Jersey, Maryland, etc., the annual dues of \$5.00 per member will be forwarded direct to the Executive Secretary.

The 1922 membership cards have been printed and forwarded to the State Secre-

taries with the request that they send them forward to all members of State Associations immediately. The practice in the past of sending the membership cards at the time of the payment of the dues has proven unsatisfactory. Under this practice the member very often did not receive a membership card until near the expiration of the year.

Members of State Associations are requested not to send their dues direct to the Executive Secretary of this association.

SUSTAINING FUND.

Requests of all members to make contributions to the Sustaining Fund are now being sent forward.

Each letter is accompanied by a pledge card for the fiscal years of 1921-22 and 1922-23. It is hoped that this request will be met by a generous response from all members.

The small sum of \$2.00 per member charged as dues is entirely insufficient to pay the expenses of this association. The cost of printing and mailing the printed proceedings, directory and monthly bulletins far exceeds this sum.

It is the intention of the association officers to have published each year a new directory. The benefits derived by the members from this directory alone should exceed the amount of their dues and contributions to the Sustaining Fund.

All members must understand that their failure to contribute to the Sustaining Fund in no way affects their standing in the association. Contributions are purely voluntary and the amounts set forth in the Constitution of the association (See pages 313-314 of Des Moines Proceedings.) are suggestions based upon the amount of capital stock invested in the Title Department of the member.

It was deemed advisable to ask for a pledge card for the fiscal year of 1922-23, so that at the Cedar Point Convention, the new officers would be relieved of the responsibility of outlining a financial plan for their term of office, and will enable them to outline and carry out a definite program for the year.

On Page 246 of the printed proceedings of the Des Moines Convention will be found an itemized budget calling for the expenditure during the present year of \$8,000. If the activities of this association are to be carried forward in the manner contemplated by the present officers, this sum must be raised. The principal part of it will come from contributions to the Sustaining Fund.

NEW INCOME TAX LAW.

Whatever else may be thought of the new revenue act, it will not be acclaimed for its simplicity. Instead, the increased complexity of the methods provided for determining taxable net income will add to the criticism of the law which its disappointing rate schedules have called forth. Although these refinements were no doubt made in the interest of justice, the intricate computations necessary in applying the involved language of the act leave open the question of the wisdom of many of the presumptive improvements.

YOUR STATE ASSOCIATION.

Your State Abstracters' and Title Association is the only means by which you are linked with your fellow abstracters and title men. The National Association does for all of the states what the State Association does for its members. Without active, wide-awake State Associations, the National Association in its undertakings would be seriously handicapped. The stronger the State Associations, the more beneficial to you is the National Association.

The essentials of an active State Association are:

First: State officers who will devote a portion of their time to the welfare of the title business and their fellow abstracters and title men.

Second: The prompt payment by the members of the State Associations of their state dues. (Without proper finances, the State Officers are retarded in their work);

Third: The publication, immediately after each State Convention, of printed proceedings setting forth the principal and most important addresses or papers presented at the State Convention. (When a State Association can afford to do so, it is well, of course, to have a full stenographic report of the entire proceedings).

Fourth: A definite plan to raise the standard of title and abstract work of the state members.

Fifth: Uniformity of title work throughout the state as nearly as can possibly be brought about by mutual agreement;

Sixth: Uniformity of prices wherever conditions permit.

MEETING OF THE EXECUTIVE COMMITTEE.

The Executive Committee of this association will meet the latter part of January or the first part of February at Chicago. The exact date of the meeting is now being arranged by Mr. Brewer, Chairman of the Executive Committee, and Mr. Pryor, President of the association.

It is planned at this meeting to complete the final arrangements for the 1922 convention to be held at Cedar Point. As far as possible, all of the details of the convention will be agreed upon at that time. A full attendance of the committee is expected.

Invitations to prominent speakers have already been sent and some of the speakers have definitely accepted the invitation.

The question of finances will also be discussed. A full report from the Executive Secretary and the Treasurer will be submitted to the committee.

In the February Bulletin, a full account of the action taken by the Executive Committee will be given.

ADVERTISEMENT.

W. H. May, now with The Atchison Savings Abstract Company, Atchison, Kansas, desires a position with a company in need of a competent man, either as abstractor or manager. More than twenty years' experience as an abstractor, and seven years as abstractor-in-charge; can furnish first-class references.

SUGGESTIONS FOR STATE CONVENTIONS.

(Continued from page 1.)

ciation the same amount that he now contributes to his lodge or fraternal society. If he is a Mason, an Elk, or Knight of Pythias, his annual dues are far in excess of what he now pays to his State Association. His interest in fraternal Orders should, of course, not be minimized, yet he should be willing to donate to the business or profession which gives him a livelihood a sum equal to that paid to his fraternal organization.

The printing of the proceedings of State Conventions and the distribution of them to all state members is of great importance. In this way the activities of the state association from year to year are preserved. They are not only of great historical interest, but of considerable practical value. If the subjects discussed at the State Conventions are carefully selected and studiously prepared, the printed proceedings containing the account of the convention are valuable as a reference work in your business. This is particularly true of the proceedings of a state convention. The proceedings of the National Convention cover a much broader scope and should be of less practical value to the state member than the proceedings of his own State Convention.

It is hoped that the dues from the members of the State Associations will be sufficient to permit the printing of the proceedings of the State Convention.

SAYINGS OF "HONEST ABE."

Abraham Lincoln said:
 "Discourage litigation. Persuade your neighbors to comprise whenever you can. Point out to them how the nominal winner is often a real loser—in fees, expenses and waste of time. As a peacemaker, the lawyer has a superior opportunity of being a good man. Never stir up litigation. A worse man can scarcely be found than one who does this. Who can be more nearly a fiend than he who habitually overhauls the register of deeds in search of defects in titles, whereupon to stir up strife and put money in his pocket? A moral tone ought to be enforced in the profession which would drive such men out of it."

UNIFORM TORRENS ACT.

In 1916, the Commissioners on Uniform State Laws of the American Bar Association, prepared and had adopted a uniform Land Registration Act (Torrens Law). Although this action of the Bar Association was given the widest publicity, but three states have adopted the recommendations:

- Virginia in 1916.
- Georgia and Utah in 1917.

In these states, the Torrens law is a dead letter. It is rarely heard of and will soon be another incumbrance on the books containing our state laws. It is interesting to compare the attitude of the various state legislatures toward this proposed

The Personal Equation

THE chief factor in the success of each man—wage-worker, farmer and capitalist alike—must ever be the sum total of his own individual qualities and abilities.

The slightest study of business conditions will satisfy any one capable of forming a judgment that the personal equation is the most important factor in a business operation; that the business ability of the man at the head of any business concern, big or little, is usually the factor which fixes the gulf between striking success and hopeless failure. Each man must work for himself and unless he so works, no outside help can avail him.
 —[Theodore Roosevelt.

measure with other uniform acts suggested by the same committee. The Acknowledgments Act has been accepted in ten states; the Bills of Lading Act, accepted in twenty-five states; the Desertion and Non-Support Act in twelve states; the Fraudulent Conveyance Act in eleven states; the Negotiable Instruments Act in every state; the Sales Act in twenty-five states; the Warehouse Receipts Act in forty-eight states.

PERSONALS

J. M. Dall, Vice President of the Chicago Title and Trust Company, spent his vacation in Pasadena, California. This was the first visit ever paid by Mr. Dall to California. He is now back at his desk in Chicago, giving his attention to the important transactions of that great city.

Mr. Johnson, of the Albright Title Investment Company, of Newkirk, Oklahoma, father of Roy S. Johnson, Secretary of the Oklahoma Association of Title Men, is spending the winter in Los Angeles and San Diego. He dropped in for a few minutes at the office of the Executive Secretary and reported on conditions in his home state.

Mr. E. Engleson, of the Engleson Abstract Company, Sioux City, Iowa, has failed to report to the office of the Executive Secretary at Los Angeles, during the present winter. It is feared that his very pleasant and entertaining visit last year to Bermuda has completely alienated him from the sunny shores of California. Let us hope that when he joins us in Cedar Point, he will give us an accurate account of how the prohibition laws of Bermuda are observed.

UNITED STATES GOVERNMENT LIENS ON REAL ESTATE.

The American Bar Association at its last convention appointed a special committee to consider the question of removal of Government liens on real estate.

The following committee was appointed: John T. Richards, Chicago; Chester I. Long, Wichita, Kansas; Chambliss, Chattanooga, Tennessee.

A THOUGHT FOR ABSTRACTERS.

By Lore Alford, Member of the Executive Committee, Iowa Association of Title Men.

In order to conduct an efficient abstract plant the first essential is, of course, that one have a good set of records, and the second is that a sufficient charge be made for services so that one can afford to hire and pay well, the necessary help, and also have respectable office quarters.

I am sure that we, as abstracters, have the full and complete confidence of the public-at-large, so far as our work is concerned. I do not believe that there are any of our abstracts ever questioned, but some times I feel that our profession is not as well-known and respected as it should be. We consider our vocation a worthy one, and one which affords us an opportunity for serving society. Many of us do not seem to realize what a worthy profession is that of abstracting land titles.

Did you ever stop to consider how few fraudulent transactions are put on the conveyancing? Consider for a moment the number of bankers who are abstractors every year, the number of quacks who are the number of lawyers who are abstractors, fraud their clients but who are not seldom hears of an abstractor who is verifying his own work and it could be a very profitable business.

Furthermore, we know that the number of loans or loans made by banks fear of the security of their deposits.

TITLE INSURANCE SECTION.

Fred P. Condit, President of the Title Insurance Section, and Allen C. Stelle, its Secretary, are outlining a comprehensive program for the Title Insurance section during the coming year. A questionnaire is being prepared which will be sent to all title insurance companies in the United States. It will call for information which is of vital importance to the title insurance business. When this questionnaire is received by title insurance companies, it is hoped that they will give it prompt attention and forward a response at an early date. In this way the information received may be compiled and distributed to all title insurance companies throughout the United States.

Title insurance is rapidly assuming the nation-wide importance of other branches of insurance, such as life insurance, and fire insurance. Although the laws of each state affecting the title to real property vary to a more or less degree, yet this may also be said of other branches of insurance, particularly automobile insurance. Yet, this latter branch of the insurance business has assumed such tremendous proportions during the last ten years that it is being rapidly standardized throughout the nation. Title Insurance is likewise attracting national attention. By being fully prepared and abreast of the demands of the times, the Title Insurance companies will be able to intelligently and sanely direct all legislation seeking to affect their business. It is only by such forethought that public sentiment can be safely guided. Title insurance companies intend to know more about their business from a national viewpoint than any propagandist of any other system of titles. They also intend to have the fullest information regarding title insurance, so that they may combat successfully hostile, unsafe and unwarranted legislation.

The report of Mr. Condit and Mr. Stelle will be anticipated with great interest.

MESSAGE TO PROPERTY OWNERS.

Riley, President of the Trust Company, in the American Magazine, is sending a message to all members of this

following:
you buy

for

Business Truth Gems

By SAUNDERS NORVELL

* * *

"Every successful business has a franchise—not granted by a State Charter, but real nevertheless. It is written in terms of the good will accumulated through many seasons of square dealing and cordial human treatment of customers on the part of the house's salesmen. It takes long years to secure this; but once secured, it gives a stability to an established business, the realization of which ought to strengthen and reassure those who carry it on."

* * *

"We hear certain men praised for their ability to pick men. The successful executive is the one whose judgment is right 10 per cent of the time; if, of the men whom he tries out, one in ten proves capable, he is a treasure to his house."

* * *

"The successful man lives on after death in the men whom he has trained."

* * *

"Many a business goes to pieces, not because its executives are not ordinarily wise, but because they forgot to take counsel with their salesmen."

* * *

"The successful business house should have optimists for salesmen, and pessimists for buyers."

A GENTLEMAN.

He who plays fair in the strenuous game of life; who is clean of body, mind, and soul; who associates with honest men; who is courteous to friend and foe; who is too chivalrous to wound the feelings of others, and too sensible to lower his respect for himself; whose hopes and dreams are founded on the rock of determination; who looks you straight in the eye; who meets victory without boasting, defeat without bitterness, and all life with a smile; who loves his friends, his country and his God—is a gentleman.

FRATERNITY.

If I could write one little word
Upon the hearts of men,
I'd dip into the font of love
And write with golden pen—
One little word, and only one,
And feel life's work on earth well done;
For every heart would speak to me
The one sweet word—"Fraternity."

The Angel throng would sing a song,
The sweetest ever heard,
If they could read in human hearts
That precious little word.
The kindly thoughts, the kindly deeds
And treasures more than crowns and
creeds—

In these the angels hosts would see
The children of Fraternity.

—[Anon.]

Let us, charged as we are with the maintenance of the integrity of our government, pledge ourselves to labor, each in his own sphere, for the revival of pure and simple patriotism and for the increase of that unselfish love of our country in which our safety lies.—
[Grover Cleveland.]

WHEN it looks like all is up,
Keep a-goin'.
Drain the sweetness from the cup,
Keep a-goin'.
See the wild bird on the wing,
Hear the bells that sweetly ring,
When you feel like sighin', sing,
Keep a-goin'.
—[Frank L. Stanton.]