

TITLE*News*

OCTOBER 2020

AMERICAN LAND TITLE ASSOCIATION



ALTA Good Deeds Foundation **PLANTS ROOTS**

*Association's New Effort Will Provide Charitable
Grants to Build and Sustain Ongoing Efforts
That Cultivate Communities*

Subscribe to the Best

FNF UNPLUGGED is the FNF National Agency's newest tool for title agents and real estate attorneys. Subscribe today wherever you listen to podcasts for the latest in industry news, interviews with real estate heavy weights and much more.



COVER STORY

10 ALTA Good Deeds Foundation Plants Roots

FEATURES

16 GAO Says FinCEN Should Enhance Procedures for Implementing and Evaluating GTOs

ALTA Provided Information to Help Investigators With Study

20 Intercontinental Exchange to Purchase Ellie Mae for \$11 Billion

Deal Continues Strategy to Develop Soup-to-Nuts Solution

22 ALTA Registry Helps Prevent Risk of Wire, Title Fraud

24 From Bartender to Innovative Title Company Owner

Member Profile: Mo Choumil

DEPARTMENTS

- 5 Publisher's Desk
- 6 ALTA News
- 26 Industry Update
- 32 Movers & Shakers
- 34 Closing Comment



DON'T MISS THIS MONTH'S
DIGITAL ISSUE OF

TiTLENews

The digital edition of **TiTLENews** includes a webinar recording that details the Paycheck Protection Program (PPP) forgiveness rules, the application process and the required documents necessary to apply for PPP loan forgiveness.

Go to alta.org
to get your copy of
Digital TiTLENews Today.

AMERICAN
LAND TITLE
ASSOCIATION



TitleNews is published monthly by the American Land Title Association. United States and Canadian subscription rates are \$100 a year for members and \$300 a year for nonmembers. For subscription information, call 800-787-ALTA.

Send address changes to *TitleNews*, American Land Title Association, 1800 M Street, Suite 300 S, Washington, D.C. 20036-5828.

Anyone is invited to contribute articles, reports and photographs concerning issues of the title industry. The Association, however, reserves the right to edit all material submitted. Editorials and articles are not statements of Association policy and do not necessarily reflect the opinions of the editor or the Association.

Reprints: Apply to the editor for permission to reprint any part of the magazine. Articles reprinted with permission must carry the following credit line: "Reprinted from *TitleNews*, the monthly magazine of the American Land Title Association."

©2020 American Land Title Association

Members Call Toll Free: 800-787-ALTA
Members Fax Toll Free: 888-FAX-ALTA
Visit ALTA Home Page: alta.org
Email Feedback to: service@alta.org

TiTLENews

OFFICIAL PUBLICATION OF THE **AMERICAN LAND TITLE ASSOCIATION**

PUBLISHER + EDITOR IN CHIEF
Jeremy Yohe

DIRECTOR OF DIGITAL AND PRINT MEDIA
Shawn Sullivan

ASSOCIATION OFFICERS

PRESIDENT

Bill Burding NTP

Orange Coast Title Family of
Companies
Santa Ana, Calif.

PRESIDENT-ELECT

Daniel M. Wold

Old Republic National Title
Insurance Co.
Minneapolis, Minn.

TREASURER

David Townsend MTP, NTP

Agents National Title Insurance Co.
Columbia, Mo.

CHAIR, FINANCE COMMITTEE

Richard H. Welshons

DCA Title
Hastings, Minn.

CHAIR, TITLE INSURANCE UNDERWRITERS
SECTION

Don Kennedy

First American Title Insurance Co.
Santa Ana, Calif.

BOARD REPRESENTATIVES,
TITLE INSURANCE UNDERWRITERS
SECTION

Robert J. Wineman

FNF Family of Companies
Livonia, Mich.

Tara Smith

Stewart Title Guaranty Co.
Houston, Texas

CHAIR, ABSTRACTERS AND TITLE
INSURANCE AGENTS SECTION

Jack Rattikin III

Rattikin Title Co.
Fort Worth, Texas

BOARD REPRESENTATIVES, ABSTRACTERS
AND TITLE AGENTS SECTION

Maureen Pfaff WTP, NTP

Olympic Peninsula Title Co.
Port Angeles, Wash.

Quinn H. Stufflebeam

Title Financial Corp.
Blackfoot, Idaho

IMMEDIATE PAST PRESIDENT

Mary O'Donnell

Westcor Land Title
Insurance Co.
Maitland, Fla.

ASSOCIATION EXECUTIVE STAFF

CHIEF EXECUTIVE OFFICER
Diane Tomb

CHIEF OPERATING OFFICER
Cornelia Horner CMP

SENIOR VICE PRESIDENT
OF PUBLIC AFFAIRS
Chris Morton

VICE PRESIDENT
Kelly Romeo CAE

VICE PRESIDENT OF COMMUNICATIONS
Jeremy Yohe

PUBLISHER'S Desk

Protection at Core of Title Industry

THE SPIRIT OF VOLUNTEERISM RUNS DEEP in the fabric of ALTA and



JEREMY YOHE

ALTA vice president of communications

the title industry. You take pride in helping your communities, neighbors, business partners and consumers. You take this effort even further and help each other and our industry. There may be many business models that make up ALTA membership, but a common bond of volunteerism runs through them all.

Like superheroes with different abilities, ALTA members leap at the chance to donate time or money to civic and community programs with the goal of uplifting those in need. Other members utilize expertise and knowledge to serve as unpaid shepherds and guardians of the industry, either working to enhance industry products or reaching outward to explain the benefits of title insurance.

ALTA's professional staff works to ensure you are represented and protected in the halls of Congress and with our regulators. We work to deliver industry news in a timely manner. We strive to develop essential education, provide networking opportunities and developing industry standards.

However, the heart of ALTA's work comes from the volunteers who serve on our committees and our Board of Governors. This is where we shape the direction of the association. Your work guides development and improvement of ALTA Policy Forms, our Best Practices, protocols to protect against wire transfer fraud, standards for remote online notarization and data privacy, to name a few. This work is essentially the lifeline of the association.

Earlier this year, ALTA announced a new committee structure to better meet member needs and help make the time you devote to ALTA more efficient. You should have received information explaining the new names and structure. If not, we will be sending out more communications and there will be a summary in the November edition of *TitleNews*.

There are hundreds of you who give countless hours and provide invaluable knowledge to ALTA. As you'll read in the cover article, this giving spirit doesn't end at the office. We see this industry's professionals lending a caring hand to organizations and charities across the country. It's what inspired the launch of the ALTA Good Deeds Foundation.

Since improving the public record and protecting homeowners is our vocation, it makes sense that our members instinctively work to make their communities better as an avocation. Whether it's within the "walls" of our association or in the community, the inspiring work of ALTA members is a true sign that kindness and compassion remain resilient.

2021 ALTA Policies and Commitment Open for Public Comment

Recently adopted changes to the 2021 ALTA Commitment, Loan Policy and Owner's Policy are now open to public comment through Dec. 31, 2020.

Comments may be submitted to forms@alta.org. The intended effective date of the revised forms is July 1, 2021. [Click here](#) to download the 2021 forms for review. No login or password is required to download these forms.

On June 19, 2020, the ALTA Board of Governors adopted the proposed changes. Advancements in electronic notarizations and changes in laws that affect creditor's rights were two drivers for revising the base policies.

The ALTA standard policy forms have been formally revised over the years to reflect changes in the marketplace brought about by evolving business practices, expectations of insureds,

laws, regulations and legal decisions. While periodic revisions and technical corrections are more frequently made to other forms in the ALTA Policy Forms Collection (e.g., Endorsements), ALTA does not often adopt new base policies and does not apply interim revisions or technical corrections once they are adopted and published. This measured approach respects the significant effort required to implement new base policies and the impact to entities across the marketplace.

For historical perspective, the 1970 policies were revised in 1984, followed by a complete rewrite in 1987. In 1990, the forms were modified again, adding the creditor's rights exclusion for the first time. A limited modification was made in 1992, followed by a complete rewrite of the base forms in 2006.

ALTA Urges Congress to Help Small Biz and Streamline PPP Forgiveness Process

ALTA joined a broad coalition of over 100 financial service, business and non-profit trades encouraging Congress to pass legislation that would streamline the Paycheck Protection Program (PPP) forgiveness process.

In a letter to congressional leaders, the group urged Congress to pass S. 4117, the Paycheck Protection Program Small Business Forgiveness Act, and H.R. 7777, The Paycheck Protection Small Business Forgiveness Act.

"We ask that Congress immediately pass these much-needed bipartisan pieces of legislation, supported by a third of the Senate and 77 members of the House of Representatives, that would streamline the forgiveness process for mom-and-pop businesses who received Paycheck Protection Program loans during these unprecedented times," the letter said.



S. 4117 is sponsored by Sens. Kevin Cramer (R-N.D.), Bob Menendez (D-N.J.), Thom Tillis (R-N.C.) and Kyrsten Sinema (D-Ariz.). H.R. 7777 is sponsored by Reps. Chrissy Houlahan (D-Pa.) and Fred Upton (R-Mich.).

The legislation would forgive PPP loans of less than \$150,000 upon the borrower's completion of a simple, one-page document. PPP loans of \$150,000

and under account for 87 percent of total PPP recipients, but less than 28 percent of PPP loan dollars. Expediting the loan forgiveness process for many of these hard-hit businesses would save more than \$7 billion and hours of paperwork. Based on statistics released in early July, roughly 81 percent of title companies that received PPP loans were provided \$150,000 or less and would benefit from this legislation.

"Now that the program has ended, small business owners and non-profits are facing the challenges of reopening local economies in a time of uncertainty, retooling their businesses, working to protect the health of both customers and employees, and serving the needs of the community," the letter said. "Small businesses across the country are facing the time-consuming and costly process of applying for PPP loan forgiveness."



Ignoring Red Flags of Elder Fraud is One of Five Big Mistakes Agents Make

According to the U.S. Census Bureau, there were 40.3 million Americans age 65 and older in the 2010 Census. In 2018, that number was estimated at 52 million, representing 16 percent of the U.S. population. Today's estimate is 73 million, a number driven by the aging of the Baby Boomers born between 1946 and 1964. The growth of this demographic, in part, explains why in the last few years, the title industry has seen a dramatic increase in elder financial abuse claims, with a large number of them coming from California.

Historically, allegations for elder abuse have targeted the primary wrongdoer, such as the financial advisor, caregiver or relative, who **took advantage of the elderly's mental vulnerabilities** in order to obtain control over the victim's assets. Even though the underwriter and title agent may have no direct contact with the borrower to know his or her age, the title professional is now often included as collateral defendants by victims in what are typically last-ditch efforts to maximize recovery of a loss of life savings.

Due to these lawsuits, courts are now starting to grapple with the question: What duty of care do title professionals owe those individuals age 65 or older?

While this question lingers, the more frequent concern is claims created by elder abuse victims who file litigation to invalidate a lender's security interest or quiet title against a new owner. Keep in mind these parties may have had nothing to do with the scam against the victim. Under their title insurance policies, the lender and new owner in this scenario can file claims with the title insurance underwriter, tendering their defense.

As this type of litigation can frequently involve intra-family disputes and voluminous discovery, the costs associated with defending the insureds are high as are the potential losses resulting from its resolution.

The mistake here is made when the title agent fails to investigate a **red flag** that could potentially lead to a discovery of elder abuse and prevention of a claim. If a red flag is ignored or otherwise missed, a title insurance underwriter may seek recoupment for their losses from the agent.

This mistake is one of five that NATIC has identified in its newly released article, **"Five Big Mistakes Agents Make That Lead to Claims."** The article details troublesome areas in the real estate transaction that lead to hefty or frequent claims; specifics about the mistakes made and how to avoid them; elder abuse red flags; and a tip sheet for avoiding one of the most costly and prevalent type of claim seen today.

Reveal the other four mistakes at the link below.

View NATIC's Five Big Mistakes Agents Make That Lead to Claims [HERE](#).



©2020 States Title Holding, Inc. and its subsidiaries. All Rights Reserved. North American Title Insurance Company and related design and Simple. Done Right. are service marks or registered service marks of States Title Holding, Inc. or its subsidiaries.

ALTA Among 100 Associations That Will Save the World

This year has proven that we can't always predict what problems may arise. The latest issue of Associations Now commemorating the American Society of Association Executives' (ASAE) 100th anniversary, features 100 associations that have risen to the challenges of our time. Among the organizations is ALTA, which was recognized for protecting consumers from wire fraud. In an article, ASAE reported that ALTA founded the Coalition to Stop Real Estate Wire Fraud to build awareness among first-time homebuyers—who can be easy targets for scammers—about wire fraud.



100 Associations That Will Save the World
We've come a long way since ASAE was founded over 100 years ago. The association community has helped address healthcare, improve sustainability, drive diversity, and build businesses. This year the press that we will solve global problems may seem small. You can be sure, though, that these 100 associations, and many others, are up to the challenge.

Insuring Native American Land Webinar Series

ALTA and its Native American Lands Committee is producing a four-part webinar series titled "Insuring Native American Land: Special Issues and Consideration." Below are the recordings from parts one and two of the series.

Part one of this series discusses special issues and considerations when searching and insuring property involving Native American land. This presentation focuses on vesting and ownership of land, the Indian Non-Intercourse Act and Section 17 Corporations.

Experts participating in this webinar include:

- **Cindy Guanell ITP, NTP** | Regional Underwriting Director/ Pacific Northwest Region | First American Title Insurance Co.
- **Sean Holland** | Vice President & Underwriting Counsel | Fidelity National Title Group
- **Paul Cozzi** | Senior Underwriting Counsel | Fidelity National Title Group
- **Branden Allen** | Underwriting Counsel | Old Republic National Title Insurance Co.

Part two of the series explores the statutory and regulatory authority and processes for leasing restricted Native American lands, including 25 U.S.C. § 415, 29 CFR Part 169, and the HEARTH Act, which created a voluntary, alternative land leasing

process available to tribes who enact leasing regulations, that permits tribal leasing without having to obtain further approval from the Bureau of Indian Affairs. You will learn key items to consider when handling transactions involving leases on Native American land.

Experts participating in this webinar include:

- **Orlando Lucero** | Vice President/New Mexico State Underwriting Counsel | FNF Family of Companies
- **Sam Shiel** | Vice President/National Underwriting Counsel| Old Republic National Title Insurance Co.
- **Cindy Guanell ITP, NTP** | Regional Underwriting Director/ Pacific Northwest Region | First American Title Insurance Co.
- **Rolf Lindberg** | Senior Underwriting Counsel | Stewart Title Guaranty Co.

To access the recordings and material, go to alta.org/webinars.

Upcoming

- Part Three: Authority, Recording and Access (Q2 2021)
- Part Four: Case Study--Applying What We've Learned (Q3 2021)

ALTA Encourages Members to Participate in MISMO Workgroup to Enable Digitization of Closing Instructions

The Mortgage Industry Standard Maintenance Organization (MISMO) announced a call for industry experts to participate in a working group to enable the digitization of closing instructions. Earlier this year, MISMO released master and transactional closing instruction templates. The new standards bring needed efficiencies to the closing process including reduced fee refunds, lower operational overhead, reduced compliance and loan salability risk, and enhanced consumer experience.

This next phase will take the completed templates and map the data points in the templates to the MISMO reference model. This will allow industry participants, such as lenders, settlement

service providers, loan origination system developers and document vendors to exchange information seamlessly and reliably between systems.

Professionals interested in participating in the Closing Instructions Development Workgroup and helping create the "1003 of closing instructions" should email info@mismo.org.

For this effort to be successful, it will be important to have input from the title/settlement space, especially to have technical and business analyst participation from title production software developers.

CHOOSE THE RIGHT CLOSING AND TITLE SOFTWARE FOR YOUR BUSINESS.

SoftPro is the most trusted provider of real estate closing, title and escrow software for thousands of users nationwide.

TAKE THEIR WORD FOR IT »

“

“We love the intuitive layout, content and ease of use of SoftPro Select. We also love the efficiency that SoftPro 360 enables; super easy and so much quicker when linking to 3rd party apps/tools. SoftPro allows us to focus on the customer service aspects of our job and not worry about the data collection, integration, dissemination and storage.”

— MICHAEL SHERMAN | 8z Title

”

“I absolutely love SoftPro and its merging capabilities. It is by far the best title software I have ever used over my 30 years of experience. Especially now that 360 has been integrated into the system to easily merge the jackets and CPLs.”

— FAYE SETTLE | Keable & Brown, P.A.

“

“We have been using SoftPro for over 16 years and we love all of the functions of it! I have always been most impressed with their customer service – they are always helpful, understanding and prompt at helping us out with anything. I love the product, but the customer service is the icing on the cake!”

— TINA SELLER
AmeriTitle Downtown

”

“The reason we chose SoftPro was its flexibility, integration and reporting capabilities, tasking, worklists, workflow, formulas, automation, and the list goes on. We believe that SoftPro is committed to service excellence, and they have always been there for us. They know their product and the industry and are a committed and valuable resource.”

— MARLA SINGLETARY
Weissman

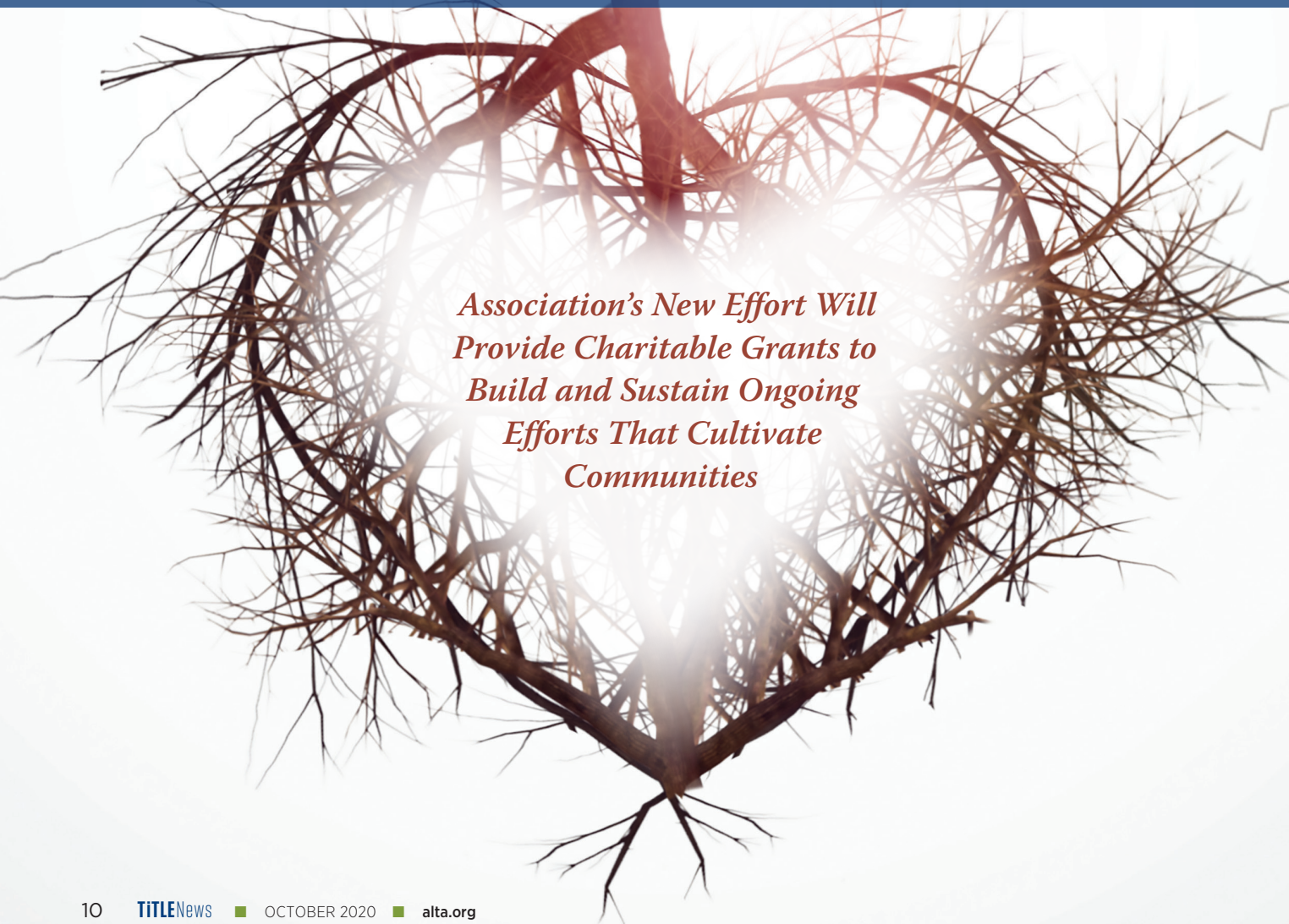
HEAR WHAT OTHER CUSTOMERS HAVE TO SAY:
www.softprocorp.com/about/case-studies-testimonials/



800-848-0143 | sales@softprocorp.com
www.softprocorp.com



ALTA Good Deeds Foundation PLANTS ROOTS



*Association's New Effort Will
Provide Charitable Grants to
Build and Sustain Ongoing
Efforts That Cultivate
Communities*

DURING THE 2019 ALTA ONE CONFERENCE, marketing guru Roy Spence talked about how important it is for people and organizations to have a clear sense of purpose. “ALTA members wake up every morning with a purpose—ensuring that every homeowner and person who wants to buy property can pursue the American Dream and ensuring it doesn’t turn into a nightmare,” Spence said. “You give homebuyers and property buyers in this world of chaos one less thing to worry about. You are a force for good.”

For more than a century, this description of protecting homebuyers and sellers has held true. The recent COVID-19 pandemic brought into sharper focus how ingrained title and settlement professionals are in their local communities—not only by helping facilitate real estate transactions, but also by donating time, resources and money to local outreach.

In October, ALTA established the ALTA Good Deeds Foundation to bolster the charitable efforts of title and settlement professionals and help people with housing needs as well as those adversely impacted by national emergencies such as the current COVID-19 pandemic.

COVID-19 has had an enormous impact on individuals and communities throughout the country. As ALTA shared members’ community-based activities through the #GoodDeeds campaign, it became clear the association can be a force multiplier for this effort, amplifying the industry’s efforts and stories.

“The title insurance industry has always cared deeply about their communities—most ALTA members live in the same communities in which they work,” said Diane Tomb, CEO ALTA. “Title insurance professionals have not only worked to protect their customers during the pandemic, but they have also dedicated their time and efforts to ensuring their communities are strengthened through charitable acts like donations of PPE, food and other services. Grants from the ALTA Good Deeds Foundation will amplify the tremendous giving and service that our members provide around the country today—and certainly during the last several months as we’ve highlighted in our #GoodDeeds campaign.”

That is why now is the time to establish a new charitable foundation dedicated to helping our members as they help their communities. The Foundation is founded with the mission that Good Deeds Grow Communities. At first, the Foundation will focus on providing charitable grants to recognized 501(c)(3) organizations (through an application process) and relief for national emergencies. Preference will be given to housing-related organizations.

The key four program areas include:

- Charitable grants to recognized 501(c)(3) organizations
- Scholarships to a diverse pool of college students

who have worked for or interned for an ALTA member company

- Collaborative industry research with institutions of higher education and other non-profits
- Relief for national emergencies

The Foundation will award grants and support title professionals as they work to build and strengthen their local communities and exemplify the title industry’s values of We Lead, We Deliver, We Protect.

More than \$400,000 was donated to the Foundation was announced the launch during the 2020 virtual ALTA ONE. Also during ALTA ONE, the Foundation awarded its first grant to New York-based The Tunnel to Towers Foundation, which provides mortgage-free homes to Gold Star families and Fallen First Responder families, in addition to providing Smart Homes to



catastrophically injured veterans.

“We are honored to be the first non-profit to receive a grant from ALTA’s Good Deeds Foundation,” said Todd M. Hirsch, Director of Philanthropy for the Tunnel to Towers Foundation. “Our Foundation honors the legacy of those who have made the ultimate sacrifice while serving our country, as well as Veterans with a severe service-related disability through our Smart Home Program.”

- Founding member companies and individuals include:
- ALTA

■ Attorneys' Title Guaranty Fund

■ Blair Cato Pickren Casterline

■ Brian Pitman (Individual)

■ CATIC

■ Data Trace

■ DCA Title

■ First American

■ FNF Family of Companies

■ Fortune Title

■ HomeServices of America

■ Liberty Title

■ NATIC

■ Old Republic

■ Olympic Peninsula Title

■ Orange Coast Title

■ Qualia

■ RamQuest

■ Rattikin Title

■ Security Title Guarantee Corp. of Baltimore

■ SoftPro

■ Stewart

■ Title Resources Guaranty

■ Westcor

■ WFG

Companies or individuals will be considered a founding donor if contributing by the end of 2020. Donations may be made at altagooddeeds.org.

Over the last few years, ALTA has explored what makes the title industry special, and why it represents and a great career opportunity. In 2017, it became apparent there were common values that run through all title companies. The Our Values initiative helped identify the industry’s true North Star.

Building on this, ALTA developed the Tell Our

Story campaign to publicly celebrate the diverse and wonderful stories of title professionals and the good they do in their communities.

With the launch of the Foundation, it’s time to take the next step in this evolution and help empower industry professionals to do good in their communities.

“The creation of the ALTA Good Deeds Foundation has been a long time coming,” said Mary O’Donnell, president and CEO of Westcor Land Title Insurance Company and 2019-20 president of ALTA. “Our members are, and always have been, extremely involved within their communities. ALTA is proud and excited to support and build upon these efforts that will help bolster communities.”

#GoodDeeds Award

For the past few years, ALTA has recognized member companies with the best consumer-facing website. New this year, ALTA also gave a Title Webby award recognizing a company’s connection to its community via a social media campaign.

Campaign goals could include increasing awareness or inspiring action for a local charity or cause. They could also involve highlighting charitable work, including fundraisers for research/support, food banks and other philanthropic events that lead to a positive outcome for the community. Continental Title, which operates in Kansas and Missouri, received this year’s #GoodDeeds Award for its #CTCCares campaign. The effort resulted in more than \$36,000 raised in 2020 for numerous organizations in Kansas and Missouri.

“We are humbled and honored to be recognized by ALTA for the #GoodDeeds Award,” said Matt McBride, president of Continental Title. “One of the core values of Continental Title Company is We Are Charitable. We truly take this to heart.”

Common Bond

Helping those in need is a common bond beyond the title industry. American individuals, foundations and corporations gave an estimated \$449.64 billion to U.S. charities in 2019, placing it among the highest years ever for charitable giving, according to Giving USA 2020.

Total charitable giving rose 4.2 percent measured in current dollars over the total of \$431.43 billion contributed in 2018.

“The solid growth of giving in 2019 brought total giving close to the record level set in 2017, which means that the past three years are the three highest years on record. Clearly, Americans prioritize generosity as a key part of their lives,” said Rick Dunham, chair of Giving USA Foundation.

Positive economic conditions resulted in growth in giving from three out of the four sources. Economic growth also led to increases in giving to all but one of the nine major types of recipient charitable organizations.

“In 2019, the growth in total giving was driven by an increase in giving by individuals, which remains by far the biggest source of giving. Interestingly, in recent years we’ve seen a consistent and growing trend in giving by foundations comprising a larger share of total giving than it did 15 years ago,” said Amir Pasic, the Eugene R. Tempel Dean of the Lilly Family School of Philanthropy.

Part of a Bigger Picture

During ALTA ONE, O’Donnell had a conversation with José Andrés, author, humanitarian and chef/owner of ThinkFoodGroup. He is known for his groundbreaking avant-garde cuisine and nearly three dozen restaurants worldwide. Andrés also founded World Central Kitchen, a non-profit that specializes in delivering food relief in the wake of natural and humanitarian disasters.

Since serving nearly four million meals to the people of Puerto Rico following the devastation of Hurricane Maria, World Central Kitchen has responded to dozens of disasters worldwide and distributed tens of millions of meals in the process. In response to the COVID-19 pandemic, the organization has partnered with restaurants, small farms and community leaders around the country to combat food insecurity.

“Supporting the communities in which we live and work is rooted in the Foundation’s mission to provide a helping hand to those in need,” O’Donnell said. “I’m delighted we’ve launched the ALTA Good Deeds Foundation because we all must continue to work together to protect our neighborhoods.” ■



ALTA Good Deeds Foundation Mission Statement

Good deeds grow communities. The ALTA Good Deeds Foundation supports the charitable efforts of title professionals as they work to build and strengthen their local communities and exemplify the title industry’s values of We Lead, We Deliver, We Protect. For more information on the ALTA Good Deeds Foundation, please visit altagooddeeds.org.

ALTA Good Deeds Foundation Board

The Founding Board consists of six people who were appointed to a two-year term (Summer 2020-October 2022):



• Chair: **Mary O’Donnell** (CEO/President, Westcor Land Title Insurance Company)



• Representative from the Underwriter Section: **Don Kennedy** (SVP, National Agency Division, First American)



• Representative from the ALTA membership at large: **Steve Day** (President - National Agency, FNF Family of Companies)



• Representative from the Agents Section: **Richard Welshons** (President, DCA Title)



• Representative from the ALTA membership at large: **Cynthia Durham Blair** (Member, Blair Cato)



• Representative from the ALTA Senior Staff: **Diane Tomb** (CEO, ALTA)

Subsequent Foundation Boards will consist of up to 11 people. In October 2021, additional members will be appointed to two-year terms as needed to establish the full Board.

Levels of Giving	Categories of Founding Donors		
	Founding Underwriter	Founding Partner (vendors, associate members)	Founding Agency or Individual
Protector	\$50,000+	\$50,000+	\$20,000+
Dream Maker	\$25,000-\$49,999	\$25,000-\$49,999	\$15,000-\$19,999
Guardian	\$15,000-\$24,999	\$15,000-\$24,999	\$10,000-\$14,999
Closer	\$10,000-\$14,999	\$10,000-\$14,999	\$5,000-\$9,999
Defender	\$5,000-\$9,999	\$5,000-\$9,999	\$2,500-\$4,999
Coach			\$1,000-\$2,499
Problem Solver			\$500-\$999

The New State of Title Automation

TitleIQ™
ENTERPRISE

Nationwide. Search & Examination. Integrated.

TitleIQ Enterprise™ delivers an entirely new automated way to efficiently produce title reports and commitments while reducing costs and complexities.

Powered by the industry's largest title database, TitleIQ Enterprise provides unified title search and examination nationwide through a single platform directly into your closing system – improving operational efficiency, quality and productivity.

Single Source for Nationwide
Title Search & Examination

The New State of Title Automation, TitleIQ Enterprise:

- Centralized Order Management
- Unified Title Search Workflows & Nationwide Coverage
- Advanced Technologies & Automation Efficiencies
- Single Examination Workbench & Verification
- Electronic Title Report & Commitment Delivery
- Direct Title Production System Integration

Move your title business forward
today with TitleIQ Enterprise

🌐 DataTraceTitle.com/TitleIQEnterpriseALTA

📞 800.221.2056



- 🏠 545+ Title Plants
- 🇺🇸 Nationwide Recorded Property Data
- 📄 7 Billion Document Images
- 🏆 Trusted Title Production Expertise

Meet evolving
market conditions
& client demand
across all
transaction types
& geographies

Now is the Time to
Check Out
Safe Escrow

Now more than ever, agents need additional resources and trusted protection.

- ✓ **Now is the time** to be protected.
- ✓ **Now is the time** to rely on Safe Escrow® processes and procedures.
- ✓ **Now is the time** to leverage the Safe Escrow secure disbursement platform.
- ✓ **Now is the time** to worry less and increase efficiency utilizing Safe Escrow back office support, with the enhanced protection by PCN Network™.

Pricing
Residential
\$50 Per Transaction

- Includes 3 wires per transaction - \$15 per additional wire
- Includes 10 checks per transaction - \$5 per additional check
- Rates effective on qualifying orders submitted on or after 05/01/2020.

Commercial

\$0-\$20M	\$20M-\$50M	\$50M+
\$250.00	\$350.00	Quoted

- Includes 8 wires per transaction - \$15 per additional wire
- Includes 10 checks per transaction - \$5 per additional check
- Disbursement only. Does not include review of escrow instructions, third-party discussions

Safe Escrow Benefits

- New Aggressive Pricing**
No bank fees, wire fees, stop payment fees, or reissue check fees
- Daily/Monthly Three-Way Reconciliation**
No reconciliation fees
- Handling of all Post Funding Activities**
No post funding fees
- Mailing Tracking of Liable Items**
No mail fees
- Escheatment Services**
No fees for state escheatment management
- Tracking of Pending Items To Be Released**
- Simplified Underwriter Audits** (State specific)
- Independently Certified**
SOC 2, Type II* | ALTA Best Practices Certified

Now is the time to leverage a Safe, Secure, and Reliable back office solution. Become a Safe Escrow Subscriber Today.

Contact us for more information:
SafeEscrowSales@pcnclosings.com



GAO Says FinCEN Should Enhance Procedures for Implementing and Evaluating GTOs

ALTA Provided Information to Help Investigators With Study

The U.S. Government Accountability Office (GAO) recommended in a 41-page report that FinCEN develop additional guidelines to help with oversight, outreach and evaluation when issuing real estate geographic targeting orders (GTOs).

The main purpose of the study was to look at the cost burden of the GTOs and examine potential loopholes. In 2019, Sens. Sheldon Whitehouse and Chris Van Hollen requested the GAO study the issue of whether vulnerabilities in anti-money laundering laws applicable to the real estate sector present increased risk of criminal activity.

ALTA provided background information to GAO investigators to help with the study. ALTA also participated on a call with GAO staff and 20 of ALTA’s members, including agents and underwriters. Additionally, ALTA connected the GAO with individual agents to learn about the GTO compliance process.

FinCEN issued its first GTO addressing money laundering in the real estate industry in 2016. The GTOs have been renewed and expanded over the past four years. The current GTO is effective through Nov. 5, 2020.

As a result of the study, the GAO concluded that FinCEN lacked detailed documented procedures to direct how it would implement and evaluate the GTOs. As an example, the GAO in its report said FinCEN did not begin examining its first title insurer for compliance until more than three years after issuing the first GTO and did not assess whether insurers were filing all

Issuance and Renewals of the Real Estate Geographic Targeting Order (GTO)						
	GTO 1 Mar. 2016 to Aug. 2016	GTO 2 Aug. 2016 to Feb. 2017	GTO 3 Feb. 2017 to Aug. 2017	GTO 4 Sept. 2017 to Mar. 2018	GTO 5 Mar. 2018 to Sept. 2018	GTO 6 Nov. 2018 to May 2019
Purchase price reporting threshold	≥\$3M - ≥\$1M (varied by area)	\$500K - \$3M (varied by area)	\$500K - \$3M (varied by area)	\$500K - \$3M (varied by area)	\$500K - \$3M (varied by area)	≥\$300K (all areas)
Types of monetary instruments covered	Currency Money order Checks: -Cashier's -Certified -Traveler's	Checks: -Personal -Business		Funds transfer	Virtual currency	
Geographic areas covered (residential real property purchases)						

Source: GAO analysis of the Financial Crimes Enforcement Network's real estate geographic targeting orders. | GAO-20-546

required reports.

Also, one of the GTOs objectives was to provide information to assist law enforcement investigations. However, the GAO found that the delay in implementing a more systematic approach to outreach resulted in delayed awareness and use of GTO data by some law enforcement agencies. FinCEN did not begin to contact law enforcement systematically until more than two years after issuing the GTOs, according to the report.

Findings from the GAO report:

- FBI officials said that their searches found that nearly 7 percent of the GTO reports identified individuals or entities connected to FBI’s ongoing cases since the issuance of the first GTO in 2016.
- FinCEN found that nearly 38 percent of the real estate GTO

reports filed from March 2016 through June 2019 did not identify a beneficial owner in the proper data field. FinCEN officials attributed the errors primarily to the use of a form not designed specifically for the GTO.

- FinCEN calculated that 599 real properties with a total value of more than \$147 million were subject to forfeiture in 2012–2015.
- Federal law enforcement officials told the GAO that data from GTO reports can provide useful data points—or pieces of the puzzle—for an investigation. The officials added that law enforcement can use GTOs to start an investigation, but that GTOs more often serve as a secondary source of information to assist ongoing investigations.
 - FBI officials said that their agency used GTO data to conduct geospatial and temporal analyses to track real estate purchase trends in areas covered by the GTOs
 - Through its analysis of GTO and other data, ICE-HSI officials told us FinCEN helped to identify new subjects for ICE-HSI cases, uncovered individuals of potential interest for USAO investigations and provided referrals to other law enforcement agencies.
- Some officials from two federal task forces and a USAO official said that they generally support making the real estate GTO requirements permanent because the real estate GTO can generate useful investigative information and serve other purposes, including acting as a strong deterrent.
 - Officials from one of the task forces told the GAO that GTO

reports are a useful investigative tool but that the GTO should be used to target specific areas and not be expanded to cover the entire United States.

- Officials from another task force told the GAO that assessing the effectiveness of GTO reports in the short term is difficult because investigations and prosecutions take a long time. They said making the real estate GTO requirements permanent would provide them with the time needed to assess the GTOs.
- Federal law enforcement officials and AML experts the GAO interviewed provided several reasons why data collected through the real estate GTO still could be useful even if a beneficial ownership registry were created.
 - Without the GTOs, law enforcement agencies would have to rely on multiple sources to connect beneficial owners to real estate purchases, which could be more costly and time consuming
- FinCEN officials said that the agency has been continuing to assess more permanent solutions regarding BSA/AML requirements for persons involved in real estate closings and settlements.
 - For example, ALTA staff told the GAO that FinCEN should impose AML obligations on the real estate industry, including real estate agents and attorneys, because agents and attorneys interact more closely with buyers and are more involved in the transactions than title insurers.

Best Practice & Social Distancing Compliant!

Tap Into The Power of Connection:

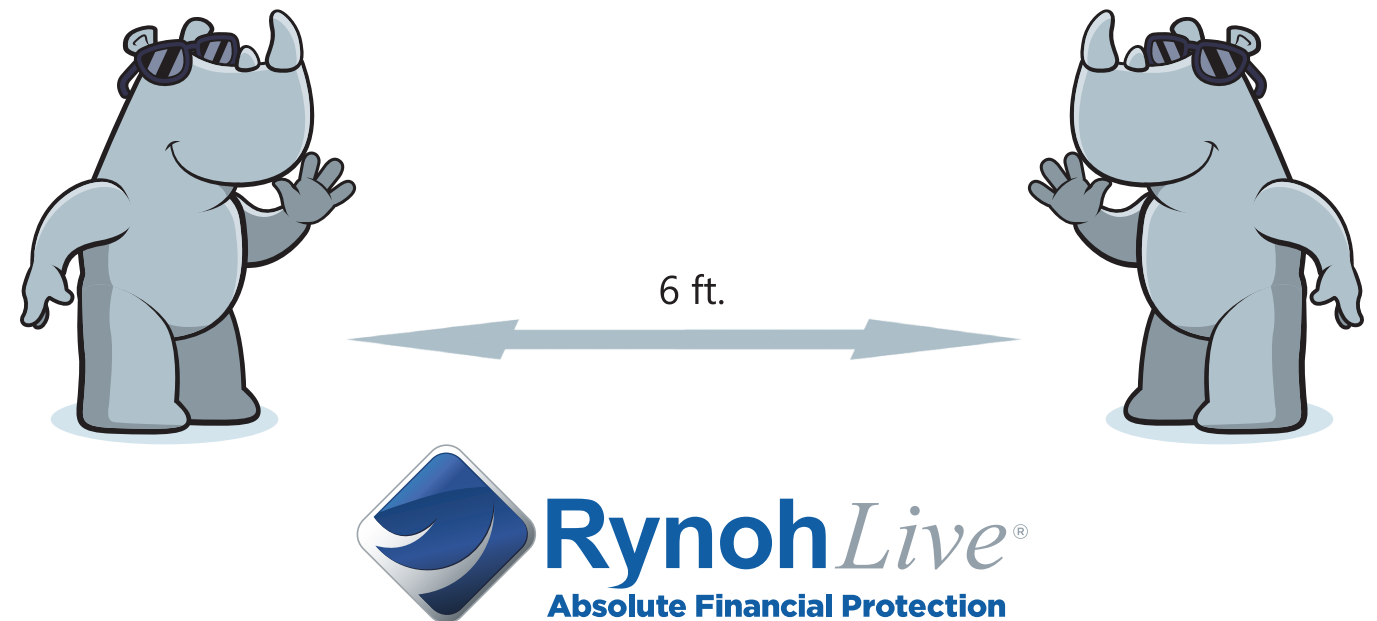
We've started utilizing several eClosing integrations on RamQuest's Closing Market network in recent months. Doing this has enabled us to continue to perform closings and service customers, ensuring that documents are signed and/or notarized without missing a beat while respecting social distancing requirements.

Rose Moshier
RamQuest Customer
Chief Compliance Officer, ATA National Title Group

Many Americans are all working a "little bit differently" these days by making adjustments to the way they conduct business. With a majority of our industry members now working remotely, we understand that limited hours, reduced staff, and an endless supply of uncertainty are everyone's reality.

During this time, you can #RelyonRynoh.

Cloud-based, available 24/7, fully supported, and proven to ensure critical reconciliations continue uninterrupted, we are here for you. Our commitment is the safety and security of our clients, partners, and the industry as a whole; even in the most difficult times.



You'll tap into the power of connection when you access the industry's largest network of integrated providers to ensure flexibility when you need it most. Whether it's creatively doing business despite pandemic restrictions or staying current in a changing competitive landscape, you'll find all the services your business needs to adapt with RamQuest's Closing Market network.

See how the power of connection sets your business up for success at our free webinar: RamQuest.com/Connection



Intercontinental Exchange to Purchase Ellie Mae for \$11 Billion

Deal Continues Strategy to Develop Soup-to-Nuts Solution



In a move to build out its end-to-end electronic mortgage workflow solution, Intercontinental Exchange (ICE) will acquire cloud-based loan origination software provider Ellie Mae from Thoma Bravo for \$11 billion.

Including past acquisitions of both MERSCORP Holdings and Simplifile and, upon completion of the deal for Ellie Mae, ICE will have invested roughly \$11.5 billion in its strategy to automate the mortgage process. The transaction, which is not subject to a financing condition, is expected to close in the third quarter or early fourth quarter of 2020, following regulatory approvals and the satisfaction of customary closing conditions.

"Twenty years after we founded Intercontinental Exchange to provide a transparent trading platform for the energy industry, and following two decades of providing continued innovation to help customers navigate global markets, we are pleased to announce the acquisition of Ellie Mae, which will help us similarly transform the mortgage marketplace," said Jeffrey C. Sprecher, founder, chairman and CEO of ICE. "Our planned acquisition represents a one-of-a-kind opportunity to add an extraordinary enterprise with great leadership to our family. It will also enhance ICE's growth strategy in mortgage technology, with complementary products and a wide array of customers and stakeholders who will benefit from our core and proven expertise in operating networks and marketplaces."

ICE, which also owns the New York Stock Exchange, started making its push in the mortgage space by obtaining a majority stake in MERSCORP (owner of the Mortgage Electronic Registration Systems) in 2016 and completely taking over the company in 2018. Then, in 2019, ICE bought Simplifile for \$335 million, doubling down on its bet on a significant digital transformation across the U.S. mortgage industry.

MERS was created in 1995 (ALTA was an originating shareholder) to track transfers in the ownership and servicing rights of mortgage notes. It has been reported that ICE has migrated MERS' records to its high-security data center in New Jersey where the NYSE matches deals between microsecond-speed stock traders. Back when ICE purchased MERS, some technology experts said the long-term play could be to create a stock exchange for mortgages. Registration of eNotes with MERS continues to spike in 2020. July saw a record 40,170 eNotes registered with MERS. This compares to less than 10,000 eNotes registered during July 2019.

The entire production chain of the mortgage industry—from lead generation, application and pre-closing to closing and post-closing—has traditionally been a highly document-centric and manual process. ICE's acquisition of MERS and Simplifile has helped to automate the post-closing process for its customers. The addition of Ellie Mae extends ICE's reach to the origination space.

California-based Ellie Mae was founded in 1997 and has 1,700 employees. It provides technology services to participants in the mortgage supply chain, including its over 3,000 customers and thousands of partners and investors. Lenders rely on Ellie Mae to securely manage and facilitate the exchange of data across the ecosystem to enable the origination of mortgages. Ellie Mae announced a partnership in 2019 with ALTA's Title & Settlement

Agent Registry to enhance security through improved vendor identification. Thoma Bravo acquired Ellie Mae in April 2019 for just \$3.7 billion.

Jonathan Corr, president and CEO of Ellie Mae, is excited to join the ICE family and the opportunity to work with Simplifile and MERS to help push the industry toward a true digital mortgage.

"We have been on a journey, as we have long said, 'to automate everything automatable' for the mortgage industry, and joining ICE, which has followed a parallel journey in global exchanges, will allow us to further accelerate realizing our vision," he said.

Black Knight Buys DocVerify

Black Knight Inc. has acquired DocVerify in a move to accelerate its goal of digitizing the entire real estate and mortgage transaction.

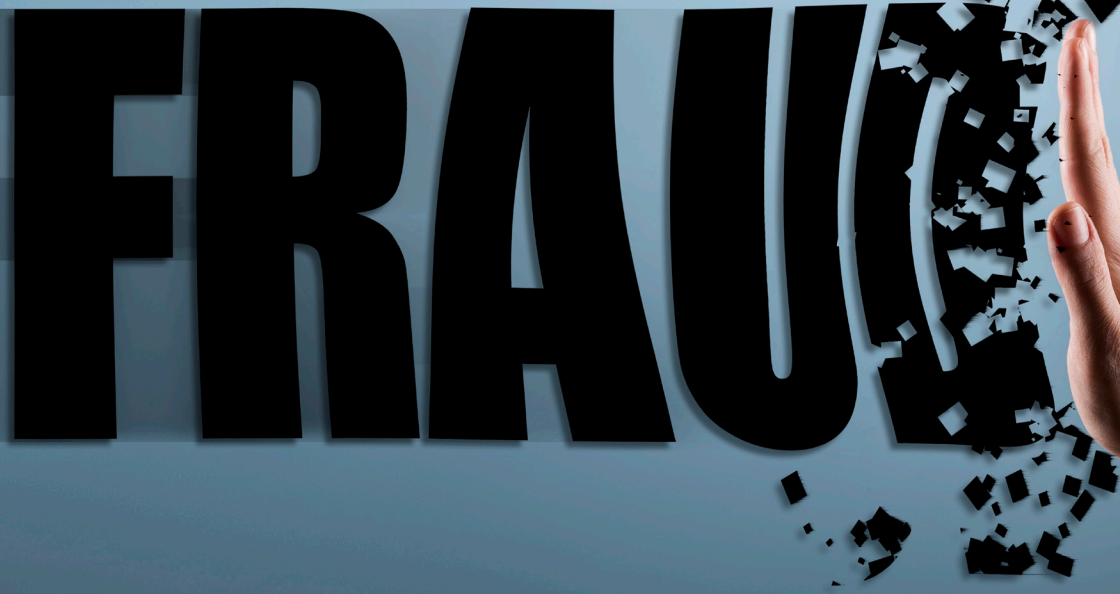
DocVerify's suite of capabilities includes an e-notary platform supporting both in-person electronic notarization (IPEN) as well as remote online notarization (RON) and developer tools. All solutions are built on DocVerify's proprietary VeriVault Verification Platform. With its acquisition of DocVerify, Black Knight enhances its ability to support the widespread adoption of e-notary and e-vault solutions in the mortgage and real estate industries and beyond. DocVerify's digital document verification capabilities are already integrated with Expedite Close, Black Knight's digital closing platform.

"Black Knight and DocVerify are an exceptional strategic fit, given how our solutions and platforms complement one another," said Black Knight CEO Anthony Jabbour. "Digital documents are becoming the norm for conducting business in virtually all industries. Black Knight and DocVerify share a commitment to helping our clients move closer to a secure paperless environment through the digitization of the document validation process and a highly secure eNotary solution that our mortgage and real estate clients can leverage to offer a 100 percent digital closing."

DocVerify solutions integrate with virtually any e-closing system. These capabilities are complemented by Black Knight's Expedite Close platform. The electronic document delivery and fulfillment capabilities of the Expedite Close platform enable lenders to leverage e-sign and e-document delivery and quality control audit capabilities from a single platform that supports a wet-sign, hybrid or full-digital close for all real estate closing participants.

"Both Black Knight and DocVerify are focused on developing innovative technologies that are versatile, easy to use and provide optimal security for our clients," said Darcy Mayer, CEO and founder of DocVerify. "By combining the considerable strengths of Black Knight and DocVerify, this acquisition will benefit clients of both companies, as well as the industries we serve."

ALTA Registry Helps Prevent Risk of Wire, Title Fraud



TWO RECENT REPORTS HIGHLIGHT THE BENEFITS OF UTILIZING ALTA'S TITLE AND SETTLEMENT AGENT REGISTRY.

The ALTA Registry is a searchable online warehouse of underwriter-confirmed title and settlement companies, real estate attorneys and underwriter direct offices. It gives mortgage lenders an extra layer of confirmation that they're working with the correct title agent, settlement company or real estate attorney when participating in a transaction. Every title agent office location is identified by a unique ALTA ID, allowing quick verification. Each entry is confirmed by title insurance underwriters.

According to analysis from FundingShield, closing protection letter (CPL) and agent validation errors with title insurers increased by 530 percent in the second quarter of 2020 compared to the first quarter of the year. Fraud and risk exposures in CPL errors and issues rose 50 percent.

Meanwhile, a former title company owner in North Carolina was sentenced for selling fake title insurance policies for more than a year and a half. According to court documents, Ginger Lynn Cunningham owned and operated Blue Ridge Title Co., an independent title agency located in Buncombe County, N.C.

Beginning in February 2015, Cunningham became an authorized independent agent for Commonwealth Land Title Insurance Co. On or about March 21, 2016, Commonwealth terminated its agreement with Blue Ridge Title because Cunningham failed to submit premium payments as required to

Commonwealth. According to court documents, from March 2016 until October 2017, Cunningham continued to represent herself and Blue Ridge Title Company to be an independent agent of Commonwealth, despite knowing that she no longer had any relationship with Commonwealth, and continued to sell fictitious title insurance policies and collect premium payments.

Title and settlement agents can show lenders their agency is in good standing by getting a free listing in the ALTA Registry.

A new ALTA Registry feature identifies title and settlement companies that can perform remote online notarizations (RON). This helps mortgage companies identify closing companies that offer this increasingly in-demand service.

Jack Rattikin, co-chair of ALTA's Registry Committee and president of Fort Worth, Texas-based Rattikin Title Co., encourages title and settlement agents to update their listing in the ALTA Registry so they can get a special icon in their company record and let lenders know they are RON ready.

"Using the ALTA Registry, mortgage lenders can increase accuracy, reduce production expenses, combat fraud and improve compliance," said Rattikin, who also serves on ALTA's Board of Governors and chairs the Abstracters and Title Insurance Agents Executive Section.

THANK YOU



Old Republic Title would like to thank our valued agents for the remarkable resilience they have shown during the COVID-19 pandemic. You embraced unprecedented, ignored impossible and found innovative ways to navigate our new business environment. Thank you for your dedication. We are honored to take this journey with you.

Our Company has seen its share of challenging times since opening our doors in 1907. And yet, we have persevered because our focus has always been forward. Old Republic Title is managed for the long run, so we can be prepared for whatever the future holds. We are proud to stand by our agents and offer you the peace of mind that comes with over a century of experience, strength and stability.

As we transition into fall, you can be assured that Old Republic Title is fully staffed, accessible, and here for you and your customers.

Thank you again for your support.

Mo Choumil Founder/CEO | ATG Title

From Bartender to Innovative Title Company Owner



How long have you been in the title industry and how did you get started in this profession?

It's been 27 years already! I actually started as an abstractor back in 1993, but kept my focus sharp and decided to take the proverbial plunge and launch a title company in 2001.

What's a day on the job like for you? What excites you about what you do or what is the most challenging aspect of your job?

My typical business day involves meeting people for coffees/lunches. I mostly meet with business partners, office managers at different locations, and recruit prospects. I'm mostly excited about growing the company—not only financially, but also culturally. I'm also motivated by self-development, for both the team and myself. I'm always looking for ways to improve systems and processes to increase efficiency and enhance our user's experience.

What's your best industry "war" story?

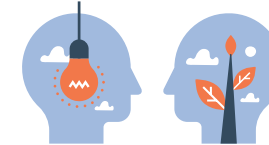
My best story revolves around COVID-19 and how we managed to not only survive, but also thrive. Thanks to systems we put in place prior to the pandemic, we've mobilized all operations to function remotely. Companies should always be proactive and have a longer-term vision. This helps tremendously under a crisis such as the one we're facing now.

Why is the title industry a great career opportunity for those entering the workforce?

It's a great niche industry that provides ongoing challenges and constant learning experiences. Things can become challenging, but the rewards are endless when you help navigate a customer through the title process.

What advice do you have for professionals starting their career in the industry?

Find a mentor in the company you are working for. There are plenty of successful veterans that want to share their knowledge and wisdom.



How has the industry evolved since you began your career? How has your company had to change in order to remain competitive?

Since the beginning, I've always looked for ways to utilize technology in order help improve efficiency. I've always put an emphasis on enhancing user experience. Unfortunately, the industry was super slow to adopt tech. I'm glad that the industry has finally evolved over the past few years.

What have you learned about yourself or your company since the start of the COVID-19 pandemic?

I've learned a lot about and have been impressed by the agility and preparedness of my team. I am glad to have a team that appreciates all the technologies we've adopted in the past few years. It really came through in helping us to adapt and switch to remote workforce within a few days. They've also been able to handle a massive influx of business despite the pandemic's effect on daily life.



Which ALTA committees do you participate in? Why do you participate?

I participate on the Homeowner Outreach Program Committee. We are big on educating the consumer. This committee made sense as they are founded on this very principle of educating consumers.

Tell us something that others in the industry may not know about you.

I used to be a bartender! And most don't know that I'm originally from Casablanca, Morocco.



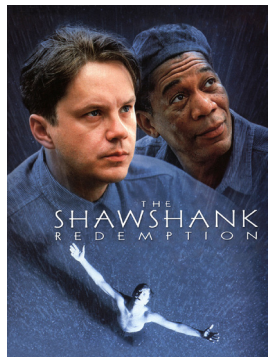
If you could have dinner with anyone, who would it be and why?

Tony Robbins. Simply put, he is the best business development/life coach that there's ever been. He teaches not only lessons to grow business and self-motivation, but also personal finance and wealth creation.



What's your favorite movie and book? Why?

My favorite movie is Shawshank Redemption. The movie displays how the power of hope provides a reason for the inmates to continue to live. Basically, it teaches you to never give up. As for my favorite book, it has to be Rich Dad Poor Dad. Author Robert Kiyosaki discusses how to truly develop wealth. The book proves that rich aren't born rich. That concept is a myth, and everyone should understand that.



What's in your music playlist?

Lots of reggae. I'm big on Bob Marley. I also like techno dance music from artists such as the Dutch DJ Armin Van Buuren. I'm also a fan of some 80s music as well.



ALTA Member Profiles

Know someone who ALTA should consider for a member profile? Send your suggestions to communications@alta.org.

CATIC Begins Operations in Georgia

CATIC announced that it is now licensed and operating in Georgia. Its agents are issuing title insurance policies throughout the state, and providing related services while protecting the interests of property owners and lenders.

In business for more than 50 years, CATIC has offices throughout New England and in Florida. Its sister company, CATIC Title Insurance Company, issues policies in New York, New

Jersey and Pennsylvania.

“We are excited to enter the Georgia market, as we continue to grow our operations. We look forward to bringing our unparalleled service and support to real estate professionals throughout the state,” said James Czapiga, CATIC’s president and chief executive officer.

Final Regulations for California Consumer Privacy Act Approved

California Attorney General Xavier Becerra announced approval by the Office of Administrative Law (OAL) of final regulations under the California Consumer Privacy Act (CCPA). He had submitted the proposed final regulations to the OAL on June 1, 2020. During the OAL’s review process, additional revisions were made to the proposed regulations. The approved regulations go into effect immediately.

CCPA was signed into law on June 28, 2018. It was amended on Sept. 23, 2018, by SB 1121 and on Oct. 11, 2019, by AB 25, AB 874, AB 1146, AB 1355, and AB 1564. The law went into effect on Jan. 1, 2020. CCPA grants California consumers data privacy rights and control over their personal information including the right to know, the right to delete, and the right to opt-out of the sale of personal information that businesses collect. The

law includes additional protections for minors. The regulations establish procedures for compliance and exercise of rights, while also clarifying important transparency and accountability mechanisms for businesses subject to the law.

The regulations approved by the OAL were drafted after a preliminary rulemaking process, which included seven public forums, during which the office received over 300 letters. During the formal rulemaking process, Attorney General Becerra held four public hearings throughout the state, along with a 45-day comment period and two subsequent 15-day comment periods. These comment periods resulted in the submission of over 1,000 public comments, each of which were taken into consideration when drafting the final regulations.

A copy of the approved final regulations can be found [here](#).

Washington-based Title Agency to Develop Tokenized Title Platform

Washington-based Rainier Title is partnering with Ubitquity LLC to develop a platform for creating tokenized property titles as well as parallel records of conveyances on a blockchain.

Rainier Title is in the process of migrating to Qualia, which Ubitquity will integrate with. Rainier Title will provide tokens that represent the client’s property, giving the title owner opportunities to create fractionalized ownership investment opportunities. Having a token representing the property, and a blockchain record of the conveyance would also create huge efficiencies for the abstract process, according to Ubitquity.

“We see blockchain technology as the next step for the industry,” said Bill Bergschneider, CEO of Rainier Title. “Ubitquity’s approach is smart and pragmatic, and we are looking forward to the partnership.”

Nathan Wosnack, Ubitquity founder and CEO, added, “Rainier Title has proven itself to be one of the most aggressive and innovative title companies in Washington State. Blockchain technology is going to disrupt, not replace, the title industry, and it makes sense for a company as innovative as Rainier to approach this with full force.”

Westcor Expands Into UK, Ireland

Westcor Land Title Insurance Co. has expanded its footprint with Titlesolv UK and Ireland. Westcor International, a subsidiary of Westcor, set up base in the UK three years ago and received Financial Conduct Authority approval in 2018.

Mary O’Donnell, CEO and president of Westcor, sees this new venture as one step toward becoming a country leader.

“We are delighted to welcome Titlesolv into our group—a reputable brand with the experience we need to expand our presence in the UK and Ireland,” O’Donnell said. “For three years, we have been operating in the UK with a view to expanding our market share in the title insurance sector, and Titlesolv is the perfect match for us.”



NOT YOUR FATHER’S TITLE COMPANY



Titlesolv will operate under the Westcor International brand.

"This an important move for our business," said Titlesolv CEO Christopher Taylor. "Our success after almost three decades has been due to the specialist knowledge and niche positioning of our practice. Like Westcor, we have always positioned ourselves as an expert and leader in the title insurance sector."

Hillsboro Title Adds 10th Office in St. Louis Area

In order to expand its services in new markets, Hillsboro Title Company will open a new escrow closing and construction disbursing office in South County, Mo. This marks Hillsboro's 10th branch office in the St. Louis area.

The new office occupies a 3,000-square-foot building and will bring in three current team members who specialize in processing and closing functions.

"I am excited about our strategically positioned location in South County and the opportunity to provide top-level service to this area and its residents," said Jackie Hoyt, CEO and president of Hillsboro Title. "There are so many wonderful aspects to the South County community, and we are looking forward to extending our reach to new businesses and families and becoming a key player in this rapidly growing market."

Pavaso Receives RON Compliance Certification From MISMO

Pavaso has been granted remote online notarization (RON) compliance certification through the Mortgage Industry Standard Maintenance Organization (MISMO). The program establishes industry standards for all RON providers, including credential analysis,

borrower identification, capturing and maintaining a recording of the notary process electronically, audio and video requirements, record storage and audit trails.

The MISMO RON software compliance certification program is designed to increase adoption of RON-enabled digital mortgage closings. It is also structured to support the integrity and scalability of e-mortgages. MISMO's program provides assurances that RON technology providers will meet a common set of standards.

"Pavaso has always worked closely with secretary of state offices to obtain e-notary vendor approvals, where required," said Nancy Pratt, vice president of partner relations and government affairs for Pavaso. "When working with these offices, many states considered our adherence to MISMO Standards beneficial. The MISMO certification program is designed to enhance the vetting process by assuring states that certified RON vendors are conducting business in a more secure and consistent manner," Pratt said. "We are very excited to be granted this certification."

Real Data Consulting Unveils Business Texting Product

Real Data Consulting has launched a new text messaging service for businesses and professionals to help them communicate with customers.

MessageLeap integrates SMS text messaging with existing business phone number and email applications. Unlike other business texting providers, the messaging service is not an app. The solution works with existing email applications, easing adoption.

Busy consumers make and answer fewer calls every year, and new and existing clients are more likely to read and respond to a professional text than an email, Real Data Consulting said in a release. Text messaging is the key to

connecting businesses to their customers.

"We are excited to bring MessageLeap, our professional texting service, to businesses of any size," said Pete Bishop, founder of Real Data Consulting. "Our clients leverage the power of their business phone number to communicate in a more modern way. Consumers and businesses are using an ever-increasing number of apps and portals. MessageLeap is a service that requires no additional login, and no additional download. Your employees already use email, and your customers already text from their phone. We handle the rest."

Money Transfer Policy Guide Made Available for all Companies Holding Escrow

To help companies protect the incoming and outgoing flow of funds from their escrow and interest on lawyers trust accounts (IOLTA), wire fraud and title insurance experts published a money transfer protection guide.

CertifID's Money Transfer Policy Guide provides a review of the types of funds that are processed through escrow and IOLTA accounts and suggested internal policies designed to keep all funds safe considering the ever-growing threat of wire and check fraud. The guide is authored by anti-fraud technology developers, attorneys and large title agency owners Thomas Cronkright II and Lawrence Duthler, both co-founders of CertifID and owners of Sun Title.

"The proper management of escrow and IOLTA accounts has become a major concern, and COVID has driven a surge in electronic funds transfers instead of checks for transactions," Cronkright said. "Unfortunately, cyber fraudsters have picked up on this trend and have increased their efforts to divert funds to fraudulent accounts. The security and sophistication of internal processes and procedures around money transfer

Make the Right Call. Get the Right Results.



Non-compliance can disrupt operations and end careers. Rely on experts to help you stay current on compliance requirements and set you up for the audit results you need.

We have the knowledge, experience and resources to prepare you. We've been doing this for 40 years and have serviced over \$34 trillion in transaction dollars.

We are the premier trust accounting service. You can relax. We'll get you ready.



TrustLink™
You're ready.

trustlink.sales@firstam.com
800.767.7833
www.trustlinkservices.com

protection must be improved to combat this growing threat and keep everyone safe. We are excited to release this guide to the industry as a resource to spark conversations and encourage agents to adopt new and relevant practices.”

Duthler describes the document as a comprehensive road map for processing incoming and outgoing money transfers through escrow and IOLTA accounts and a list of restrictions that should help prevent fraud and loss.

“Having a tight process around securing funds, educating consumers about the risk of wire fraud, and properly documenting the entire process is a must in today’s environment,” he said. “Setting internal and external expectations around how and when people will get their funds will ensure great closing experiences and lower everyone’s risk of loss.”

Statistics reinforce the need for tighter policies around funds transfers. Fraudsters have taken advantage of the COVID crisis as related threats have increased over 3,000% in recent months, according to Cronkright. Business email compromise, ransomware and overall network and device hacking are also all on the rise.

Recent Integrations

- **SoftPro** integrated its SoftPro 360 business exchange platform with **CertSimple Inc.**, which provides property tax and homeowners’ association certification. With the new integration, SoftPro customers can order CertSimple services through their SoftPro platform.
- **RamQuest’s Closing Market** digital network is now integrated with Texas-based title plant provider **Title Data**. The integration automates the upload of new and historical commitments and policies from a RamQuest customer’s production solution to the Title Data digital starter library.
- Title and escrow agents can now access **CATIC’s** title search application (TOPS) directly through **Qualia Marketplace**. With this integration, agents can now place title orders with CATIC and import data and documents back into their file all without leaving Qualia.

Housing Market Potential

Existing and Potential Home Sales* (in Millions, Seasonally Adjusted Annualized Rate)

4.70 SAAR

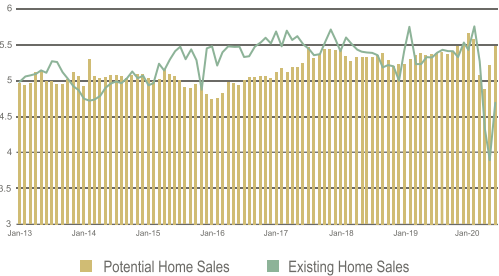
Existing Home Sales

5.49 SAAR

Potential Home Sales

-14.3%

Market Performance Gap



*Potential home sales measures what a healthy market level of home sales should be based on the economic, demographic and housing market environments.

National Consumer House-Buying Power

How much home one can afford to buy given the average income and the prevailing mortgage rate

June 2020

\$463,185

House-Buying Power

+13.7%

Year-Over-Year

Where House-Buying Power is Strongest

Top States and Cities

States

1. New Jersey: **\$636,777**
2. Maryland: **\$602,139**
3. Connecticut: **\$558,080**
4. New Hampshire: **\$556,124**
5. Massachusetts: **\$551,581**

Cities

1. San Jose, CA: **\$803,605**
2. San Francisco, CA: **\$737,120**
3. Washington, DC: **\$731,505**
4. Boston, MA: **\$642,771**
5. Seattle, WA: **\$553,062**

Source: Mark Fleming, Chief Economist at First American Financial Corporation

STEWART REFRAMED

Things at Stewart are changing. Improving. We’re advancing every day – financial strength, customer experience, shared expertise. We’re structuring new methods of supporting our customers and partners, ones that create winning relationships and greater success for all of us. We’re pushing ourselves to rethink the way we do business so we can better help you grow yours. This is the new Stewart. Doing more so we can continue to succeed together. ***Redefined and moving ahead.***

See what our changes mean for you. Visit stewart.com/tn1.



Westcor Appoints SVP of Strategic Development

Westcor Land Title Insurance Co. announced it has hired Roy Wittig to serve as senior vice president of strategic development. In this role, Wittig will be responsible for new product developments, business development, and expanding data assets and automation capabilities. With close to 20 years of experience in the title and mortgage industries, Wittig has been instrumental in the design, development and launch of new products and services throughout his careers.

Stewart Names EVP of Enterprise Operations

Stewart Information Services Corp has hired Louis Pontani as the new executive vice president of enterprise operations. In this role, he will be responsible for driving the company’s strategic operational priorities and digital strategy for enterprise operations, specifically agency services. Prior to joining Stewart, Pontani was chief administrative officer for First American Title, where he drove enterprise innovation by leading numerous key internal operations groups.

First National Title Hires Agency Rep for Western Region

First National Title Insurance Co. (FNTI) named Susan Stewart as agency representative for its western region. Stewart has served as vice president of sales and marketing and director of business development for two Denver-area title companies. Prior to that, she worked as a senior account manager and title insurance assistant for an escrow company and a title insurance agency in California.

WFG National Title Appoints Texas Underwriting Counsel

WFG National Title Insurance Company recently hired Megan Piechowiak as underwriting counsel in Texas. Her addition to the WFG team adds another dimension to the company’s structural capability to handle large and complex commercial and agricultural projects. Piechowiak has spent most of the past decade in the oil and gas and real estate industries. She did land work and worked as an oil and gas title attorney in multiple states, including Texas, Pennsylvania and West Virginia.

Westcor Names Midwest Agency Representative

Westcor Land Title Insurance Co. recently appointed Daniel Mennenoh as Midwest agency representative. Mennenoh started working in the title industry in 1982 when he joined H.B. Wilkinson Title Co. He served as the company’s president from 1996 to 2019. He has been an active member of ALTA for nearly 25 years, serving as the association’s 2016-17 president. He also continues to serve on ALTA’s Research, Membership, Government Affairs and Nominating committees. In 2006, Mennenoh was elected to the Board of Directors for the Title Industry Assurance Company (TIAC), a professional liability insurance company for the title industry. He currently serves as TIAC’s president and as board chair.

Alliant National Promotes Southwest Region Manager

Alliant National Title Insurance Co. promoted KC West to senior vice president and southwest region manager. West assumes regional duties following the promotion earlier this year of Rodney Anderson to national agency manager. West will expand his current responsibilities in Texas to include developing, marketing and managing Alliant National’s southwest region, which along with Texas, includes Oklahoma, Arkansas, Louisiana and New Mexico.



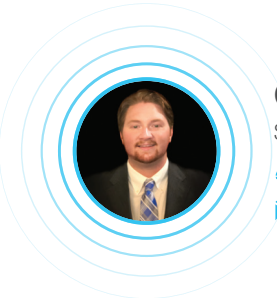
SEMI-ANNUAL BUSINESS SALE

Great deals for business are live with exceptional savings. ALTA Members can save up to 45% off select systems now until 9/23! Visit www.Dell.com/ALTA to access these savings or call our US Small Business Advisors at 800-757-8442

For any questions around the best remote solution for you and your business, call our Small Business Advisors at 800-757-8442.



Members can save up to 45% on select systems
Mention Member ID: 530018550207 for savings.



Christian Mims
Strategic Partnership Account Executive
PHONE: (512) 513-2433
EMAIL: Christian_Mims@Dell.com

A Culture of Protecting



MARY O'DONNELL
ALTA immediate past president

EVEN AS A TEEN, U.S. Supreme Court Justice Ruth Bader Ginsburg had a mindful and thoughtful view on equality.

Here's an excerpt of what 13-year-old Joan Ruth Bader wrote in 1946 for her synagogue bulletin about hate and prejudice:

No one can feel free from danger and destruction until the many torn threads of civilization are bound together again. We cannot feel safer until every nation, regardless of weapons or power, will meet together in good faith, the people worthy of mutual association. There can be a happy world and there will be once again, when men create a strong bond towards one another, a bond unbreakable by a studied prejudice or a passing circumstance.

That passion never wavered. Ginsburg became the architect of the legal fight for women's rights in the 1970s, serving 27 years on the nation's highest court and becoming one of its most prominent members.

In 1996, she wrote the groundbreaking decision ordering the Virginia Military Institute to admit women, ending a 157-year tradition of all-male education at the state-funded school.

While she often handled complex cases, her view on equality was simple. In 2015, Ginsburg said:

It has always been that girls should have the same opportunity to dream, to inspire and achieve—to do whatever their God given talents enable them to do—as boys.

Following Ginsburg's passing at age 87 on Sept. 18, Chief Justice John Roberts said the nation "lost a justice of historic nature." While the country mourned, he added that future generations will remember Ginsburg as a "tireless and resolute champion of justice."

While there will be plenty of debate over who will fill Justice Ginsburg's seat and how it will alter the course of the election, the focus should remain on how the life and work of "Notorious RBG" reshaped America.

Her dedication reminded me of our industry's continued dedication to supporting our communities. The COVID-19 pandemic only reinforced this commitment and was highlighted by ALTA's #GoodDeeds campaign. As you can read in this edition's cover article, this giving spirit kindled the ALTA Good Deeds Foundation. Creating the Foundation is simply the right thing to do. Much like Ginsburg's dedication to fairness, title professionals are heroes protecting property rights for all homeowners. It's something our industry has done for more than a century.

I'm grateful for the dedication and work of Justice Ginsburg. I'm just as proud to be part of an industry that shares the same sentiment toward a lifetime of giving.



Are You RON Ready? Lenders Want to Know



The national registry of
title and settlement companies

1-855-618-2582

HomeSearchRegistry DownloadAdministrationAboutContact

Company Name



Company Information

ALTA ID	1234567	Website	www.thaddeustitle.com
---------	---------	---------	--

Due to the COVID-19 pandemic, thousands of mortgages are being closed online for maximum safety. As a result, title and settlement companies that offer remote online notarizations are in high demand. Lenders are actively looking for companies that can close their loans using this technology.

If you are RON capable, update your listing in the ALTA Registry and you'll get a special icon next to your company name that lets lenders know you are RON Ready! As always, your listing is FREE. But now, being RON Ready could lead to new revenue during these difficult times.

Update or Get Your Registry Listing at ALTA.ORG/REGISTRY

[ALTA.ORG/MARKETPLACE](https://alta.org/marketplace)

**FIND
SOLUTIONS
FOR YOUR
BUSINESS**

