

FLTA Agents' Conference Call Meeting
9/7/11

The meeting was called to order at approximately 9:40am with the following members present: Vince Cassidy, Norwood Gay, Sue Geigle, Bob Booth, Marilyn Steele, Joe Campoamor, Alan Fields, Aaron Davis, Shelley Stewart, Lisa Blythe and Nichole Hempel (minutes-taker) present.

DFS Agent Streamlining:

The DFS is making an attempt to help streamline agent and agency requirements. A legislative proposal has been prepared, which has been circulated to FLTA for review and comment. The four (4) main components of the proposal consist of the following:

1. Eliminate pre-examination requirement
2. Make the CE course requirements more focused on insurance
3. Eliminate the \$35K surety bond requirement
4. Provide for automatic termination of a license for non-payment of the \$200 admin surcharge every year.

A preliminary response has been prepared by FLTA's Executive Director, Alan Fields, which has been circulated to the FLTA board for review and comment.

A discussion was then held concerning the proposal. The recommendation of the Agents' Section is in concurrence with Alan Fields preliminary response. A summary recap is outlined below.

1. Recommendation not to change the pre-testing requirement
2. Recommendation to increase the number of CE credits. Discuss what more could mean (important to an agent and stay informed).
3. Recommendation to eliminate the \$35K surety bond and increase the fidelity bond requirement.
4. Recommended position on the termination of a license for non-payment of the annual admin surcharge fee.

A recommendation was also made by the Agents' Section to take a position on how marketing representatives are licensed.

Agent Blog:

Vince Cassidy encouraged the group to distribute the Agents' Blog information to contacts in the various FLTA zones, as a method of communication on industry-related topics.

LinkedIn site for Agents:

A follow up discussion was held concerning a LinkedIn networking site consisting of 400 title insurance members. Vince posted a comment to the site; however, has not received a response. He inquired if any other FLTA members have received a response and the reply was no. Lisa Blythe then noted that

the Title Report has a LinkedIn site that she frequently accesses. A copy of this link can be found by searching “LinkedIn Title Report.”

Annual Convention / Zone Meetings:

The group was encouraged to make their reservations for the Annual Convention in November and to help promote attendance for the zone meetings scheduled the week of September 12th.

Data survey on income and jobs lost – contact underwriters:

One of the takeaways from a previous FLTA board meeting was to collect data across the industry as best we can, for the preceding five (5) years, in an effort to produce a single message to convey to our legislators about the impact the title industry has experienced since the economic recession. FLTA has posted a survey on its website. If you have not already completed this survey, please do so as soon as possible.

Committee Meetings Update – Alan Fields:

A brief update was provided by Alan Fields on the various meetings that are being held. A summary recap is outlined below:

- Series of meetings are being held with the OIR / DFS to redraft the title insurance rule. The meetings are being used as a springboard to discuss the simplification of rate structures and a discussion of a data call based on the NAIC model.
 - There has also been discussion of lowering title insurance rates / surcharges
- The FLTA Forms Committee is working diligently on updating the treaty and discussing procedures for getting new policy forms approved in the future.

Industry Proposed Bill update:

A brief update was then provided to the group by Norwood Gay on the industry proposed bill. A discussion followed concerning the rebating provision (F.S. 626.572) that was incorporated into the bill.

It was then noted that FLTA as a body, has not taken a formal position yet on the proposed bill.

Legislative support:

- Important for Representative Hukill to have a strong showing at the end of the quarter both in funds and in numbers.
- \$20.12 for 2012
- Contributions cannot exceed \$500 in the same cycle.
- Anyone interested in petition forms, or contributions to Representative Hukill’s campaign, please contact Shelley Stewart.
- Please send contribution checks to Alan Fields or Shelley Stewart.
- Contribution checks will be bundled and delivered to Representative Hukill by 9/30.

Next Agents’ meeting scheduled for October 5th.

There being no further business to discuss, the meeting was adjourned at approximately 10:50am.