



FLTA Allied Industries Committee
Talking Points [DRAFT]

NOT INTENDED TO BE LEFT BEHIND

Professional organization / designations:

- How much we are alike / parallels to FAR & NAR [FLTA / ALTA]
- Code of Ethics
- Licensing
- CE credit compliance / continuing education
- Professional Designations
 - Certified Land Closer (CLC)
 - Certified Land Searcher (CLS)

Education

- Offer “experts” to speak at Education Committee Events
- Training on new HUD
- Liens that would be discovered through the title search vs. undiscovered liens (municipal lien search) *[done by zone area]*
- Work with someone that has access to continuing education specific to Florida
- “Collected Funds” - educate on statute
 - Wire transfer vs. cashier check (ties into code of ethics)
 - Earnest Money Deposits – delivered at the closing table
- Fraud
- Short-Sales
 - Arms-length affidavit (protection for Realtors also)
 - Marketable title
 - Need for Owner’s Policy
 - Education on short-sale approval letters
- HOA Estoppels
 - What FLTA has done in order to help the closing process
 - HBA has expressed concern over HOA estoppels
 - Florida Bar RRPTL is working on proposed legislation

Governmental Affairs (Local Boards)

- Introduction of local issues that FLTA does not presently address (i.e. property taxes / municipal liens)
- Joint meetings (FLTA / allied industry group) to develop communications on local issues
- Objective to their support / learning about who is running for legislative office in your area, to be shared with Zone VP and FLTA Board.