

FLTA Tallahassee Report

Serving Over 4500 Title Professionals Throughout Florida

249 East Virginia Street, Tallahassee, FL 32301 • (850) 681-6422(800) 552-1065 • FAX (850) 681-6271 •

www.flta.org • Barry Scholnik, President

Lee Huszagh, Executive Secretary-Treasurer

April 2007

**President's Message by:
Barry Scholnik**

The FLTA has been very active the first three months of 2007. Thanks to the outstanding efforts of Lee Huszagh and our zone vice presidents, we have scheduled seminars with live presentation throughout the state for this spring. (Please look for the schedule in this bulletin and on the FLTA website) The seminars promise to be informative, an opportunity for members to get together and commiserate on how to strengthen our industry, and hopefully, will also attract new members for our organization. Please plan on attending at least of the seminars!

At this time, the Florida Legislature is in session and they are considering several bills which would directly impact on how we conduct business. The most drastic bill, known as SB2004, would abolish the title insurance promulgation order and replace it with a system in which rates would have to be filed by insurers on an annual basis and be approved by the state insurance commission. We believe that this system would be cause great disruption to our industry and our customers. Accordingly our association is hard at work in opposing this proposed legislation. Frankly, our efforts in this area alone justify title companies joining FLTA and being active members.

Another bill (HB111) would redefine primary and related title services and take away the authority of the Financial Services Commission to regulate the charges for title searches, exams and closings. After considerable debate, our board has voted to support this proposal. Among other pieces of proposed legislation, that would greatly impact our industry in a bill (SB2039/HB747) that would establish procedures for electronic closings.

Coupled with the fact that we are experiencing market slow down, it is clear that 2007 is a challenging year for our industry. Thus, by the time November comes around, I believe everyone will deserve a couple of days off to relax, regroup and take stock of how to plan for what we hope will be a promising future for the title industry. I can't think of a better way to accomplish all of those objectives than by attending the 2007 FLTA Convention in Bonita Springs, Florida. Lee and your board have decided on additional presentations and activities for this year's convention which should enhance the enjoyment and value of attending. Therefore, treat yourself and help our industry by attending, (November 14-16) and bring along some guests to our convention.

Again please feel free to share any suggestions or concerns with Lee, your zone vice president or me. I look forward to seeing everyone at one of our seminars and at the convention in November.



Them.



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Claims Corner

- It was the best of times, it was the worst of times, it was the age of wisdom, it was the age of foolishness, it was the epoch of belief, it was the epoch of incredulity, it was the season of Light, it was the season of Darkness, it was the spring of hope, it was the winter of despair...
 - [*A Tale of Two Cities*](#) by [Charles Dickens](#).

We all know that with injury comes insult. Part of a down real estate market brings an increase in fraudulent real estate transactions.

Title insurers are seeing more closings where the contract price is higher than the listing price. The overage goes to the buyer or to a third party for “repairs or upgrades”.

For example, the seller has listed his house at \$340,000 and his listing has languished. Out of the blue, he is presented with a contract for \$420,000. The seller is delighted to have a buyer who will pay him his asking price. The additional \$80,000 will go to the buyer without an escrow agreement for when and how the funds will be disbursed for repairs. Or the \$80,000 will go to a third party as an “assignment fee”.

A quick look at the property appraiser’s value and Zillow.com shows there is no way the house is worth \$420,000.

The buyer may be a partnership or corporation with no long term ties to the area. Or he is a “straw buyer” obtained by a corporate “donor” who pays him a fee for sharing his creditworthiness by applying for the loan and in return promises to

manage the property “hassle free” for the buyer.

Watch out for such transactions. The lender is being scammed based on an inflated appraisal. Additionally, the title agent may be requested to show the seller getting the whole \$420,000 on the HUD, hiding the \$80,000 from the lender, or to prepare double HUDs. Either will create potential CPL liability for the title underwriter.

Agents are cautioned about taking part in any transaction where a portion of the sale price goes to the buyer or third party. If a deal looks suspicious, contact your underwriter for further instructions or “just say no”.

Gregory Hall
Claims Counsel
Stewart Title Guaranty Company

Dues Application Contained within Newsletter

Enclosed in this newsletter is the new revised dues application. If you know of anyone who is not a member of FLTA, please forward this information along. We need to each bring in a new member to strengthen our voice. You can make a difference!

The FLTA membership directory will be printed in late Spring. Please make sure to turn in your 2007 dues payment with your updated contact information to be included.

Keeping Up To Date

Keeping our members informed of matters that impact the title insurance industry, is a primary focus of our Association. The

monthly newsletter will continue to keep you abreast of developments, but the term monthly alerts you to the fact that the news stories that have a short shelf life may be stale when you read them. To stay on top of things on a daily basis consult the FLTA web site, www.flta.org.

Firewalls and Spam Filters Block FLTA e-mails

It has come to our attention that many of our electronic mailings are being blocked by spam filters and firewalls installed on members computers. If you are not having this problem and are getting our newsletter via e mail and wish to continue to receive it electronically please indicate so by sending an e-mail to

leeh@flta.org stating you elect to receive the newsletter by e-mail. If you would prefer to receive the newsletter by mail, there is no need to contact our office. You will continue to receive it in that fashion. Our most important goal is providing our members with timely information and we strive to accomplish that. You can also check the FLTA's web site at your convenience to obtain news and information on upcoming programs. www.flta.org is the address.

“I run an independent title agency.
I went with TSS.
They got to know my business.
They got to know us.
Even with over 15,000 users
nationwide, I felt like I was
their only customer.

I'm glad I chose TSS.”



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2007 NEW MEMBERS

Advanced Title Solutions, LLC Miami, FL	Gold Coast Settlement Services, Inc. Coral Springs, FL	New Millenium Title Group, LLC Maplewood, MN
American Surveying and Mapping, Inc. Winter Park, FL	Jeffrey R. Eisensmith, P.A. Coral Springs, FL	Preferred Title Services, LLC Gainesville, FL
Bonita Bay Properties, Inc. Bonita Springs, FL	Landmark Title, LLC Jacksonville, FL	Property Transfer Services, Inc. Coral Springs, FL
Countrywide Home Loans, Inc. Simi Valley, CA	Legal Title & Closing, LLC Tampa, FL	Simplifile Boca Raton, FL
Elayne M. Perez, PA. Orlando, FL	Mang Law Firm, PA Tallahassee, FL	Smith, Thompson, Shaw and Manausa, P.A. Tallahassee, FL
First Security Title Group, Inc. Aventura, FL	Meridian Title & Escrow, LLC Weston, FL	Southland Title Company Tampa, FL
Flagler Title Company West Palm Beach, FL	Millenium Title, Inc. Clearwater, FL	Stewart Title of Tallahassee, Inc. Tallahassee, FL

Florida Land Title Association, Inc.

249 East Virginia Street, Tallahassee, FL 32301

(850) 681-6422; FAX (850) 681-6271; Florida WATTS 1-800-552-1065; www.flta.org

FLTA dues are not deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. A change in the tax code eliminates the portion of your dues attributable to lobbying expenses. It has been determined that 15% of your dues are used for these purposes, therefore only 85% of your dues are deductible as a business expense, or 80% if you designate 5% to TIFPAC.

Member Company Name _____

Mailing Address _____

Street Address _____

City _____

State _____

Zip Code _____

County _____

Contact Person (for mailing list) _____

Title _____

(Area Code) Telephone Number _____

(Area Code) FAX _____

Alternate Contact Number _____

E-Mail _____

The person most responsible for our membership in the FLTA is: _____

2007 Dues Schedule

At the Annual Convention on November 16, 2006 the membership approved and adopted the following schedule of dues in effect for the year 2007 and beyond, as follows: (Please indicate membership type by placing an "X" in box.)

- Trial Membership: \$150.00, this is available to title agencies who have not been members of the FLTA. This is a non-voting membership.
- Associate Membership: \$300.00, this is available to vendors to our industry, governmental agencies: who activities include land title matters, and law firms whose practice includes title insurance defense litigation. It is a non-voting membership.
- Agent Membership: \$400.00, this is available to all duly licensed entities who meet the requirements for membership in the Florida Land Title Association as contained in the by-laws. In addition, each additional branch office that the member desires to be listed in the directory and included in the mailing list shall require another \$100.00 in dues. The maximum dues for any agency member is \$2,500.00. Please list each additional branch on the back of this form. Copy as needed.
- Insurer Membership: The dues structure shall continue on the basis of gross revenue computed at \$50.00 per \$50,000 in gross (.001) including title premium and sale of evidence of title products in the State of Florida. The maximum dues for any Insurer membership shall be \$15,000 for each insuring entity who is issuing title insurance policies in the State of Florida.

PAC dues are optional, please mark this box if you do not want to contribute 5% of your dues to the Title Industry of Florida Political Action Committee (TIFPAC). A contribution to TIFPAC does not increase dues.

Please return this completed schedule (include reverse side if applicable) with your remittance payable to Florida Land Title Association, Inc.

The by-laws provide that all dues are payable on January 1, 2007 at the office of the Executive Secretary-Treasurer, and shall be delinquent April 1, 2007. Any member who is delinquent in payment of dues shall be suspended automatically and lose all voting privileges.

In order to assure that all members receive membership certificates, please list all current names and addresses of each branch office in Florida on the reverse side of this form. Use additional copies if necessary.

All Information is for FLTA use only and is kept strictly confidential

For FLTA Use Only

Received \$ _____ Check No. _____ Date _____

MC or Visa # _____ Expires _____

Database Mailing List Ledger Directory Certificate

Member Company Name

Mailing Address

Street Address

City

State

Zip Code

County

Contact Person (for mailing list)

Title

(Area Code) Telephone Number

(Area Code) FAX

Alternate Contact Number

E-Mail

Member Company Name

Mailing Address

Street Address

City

State

Zip Code

County

Contact Person (for mailing list)

Title

(Area Code) Telephone Number

(Area Code) FAX

Alternate Contact Number

E-Mail

Member Company Name

Mailing Address

Street Address

City

State

Zip Code

County

Contact Person (for mailing list)

Title

(Area Code) Telephone Number

(Area Code) FAX

Alternate Contact Number

E-Mail



Florida Land Title Product Order Form

Please indicate below how many of each you would like to order in the line next to each item.

Basic Title Insurance Handbook- A
desk reference book covering all
aspects of Title Insurance

H.D. Booth Supplement – Supplement
by H.D. Booth covering abstracting &
researching for study purposes

_____ FLTA Members.....\$50.00

_____ FLTA Members &.....\$20.00
Non-Members

_____ FLTA Non-Members.....\$75.00

Subtotal _____

Sales Tax _____

Shipping \$4.00

Order Total _____

Florida Sales Tax (Per Florida law, all orders being mailed within Florida must pay sales tax based on the rate imposed in the county where the merchandise or service is delivered.)
County: _____ FL Sales Tax _____*
(*To calculate sales tax, multiply the subtotal amount above by your county's current sales tax percentage.)

Shipping Information:

Name _____

Company _____

Mailing Address _____

City _____ State _____ Zip Code _____ County _____

Telephone _____ Fax _____

Email Address _____

Please make your checks payable to the Florida Land Title Association and mail to:

FLTA
249 East Virginia Street
Tallahassee, FL 32301

Questions: Call (850) 681-6422 or Toll Free in Florida at (800) 552-1065



**Florida Land Title Association
2007 Seminar
Presented at the Crowne Plaza Orlando Airport, Orlando, FL**

Thursday, April 19, 2007

Agenda & Registration Form

**Location: Crowne Plaza Orlando Airport
5555 Hazeltine National Drive
Orlando, FL 32812
(407) 856-0100**

Use one form per registrant – Copy as necessary

Name _____

Company _____

Address _____

City/State _____

Zip _____

Phone _____

Fax _____

Email Address (to send confirmation) _____

License # _____

Thursday, April 19, 2007

9:15am *Registration*

9:30am – 10:30am Dave Morgan
Fidelity National Title Insurance Co.
“*Mobile Homes and Marketable Record Title Act*”

10:30am – 11:00am *Break*

11:00am – 12:00pm Joe Tschida
Fidelity National Title Insurance Co.
“*Overview of selected statutes relating to Title Insurance and Title Insurance rules*”

12:00pm – 1:00pm *Lunch*

1:00pm – 2:00pm Jim Russick
Old Republic National Title Insurance Co.
“*Fraud Prevention*”

2:00pm – 2:15pm *Break*

2:15pm – 3:15pm Jim Russick
Old Republic National Title Insurance Co.
“*Regulatory Update*”

Registration – (includes 4 hours of CE Credit)

_____ *\$50 for Members*

_____ *\$100 Non-members**

Payment information (please check one)

_____ **Check Enclosed.** Please make checks payable to the *Florida Land Title Association*. Check # _____

Credit Card Payment _____ Master Card _____ VISA

Credit Card Number _____ Exp Date _____

Security Code _____ This is the 3 digit number that appears on the reverse of your credit card.

Cardholder Name _____ Signature _____

Billing Address and Phone Number if different from registration _____

**Non-members that join FLTA at the seminar may apply the seminar registration cost towards their membership dues.*

**Please mail registration and payment to:
Florida Land Title Association
249 East Virginia Street
Tallahassee, FL 32301**



Florida Land Title Association

2007 Seminar
Presented at Don Shula's Hotel, Miami Lakes, FL

Tuesday, May 8, 2007

Agenda & Registration Form

Location: Don Shula's Hotel
6842 Main Street
Miami Lakes, FL 33014
(305) 821-1150

Use one form per registrant – Copy as necessary

Name _____

Company _____

Address _____

City/State _____

Zip _____

Phone _____

Fax _____

Email Address (to send confirmation) _____

License # _____

Tuesday, May 8, 2007

- 9:30am -9:45am *Registration*
- 9:45am – 10:45am Al Gomez-Vidal,
Chicago Title Insurance Co.
"Reading Surveys"
- 10:45am – 11:00am *Break*
- 11:00am – 12:00pm "Reading Surveys"cont'd
- 12:00pm – 1:00pm *Lunch*
- 1:00pm – 2:00pm Barry Scholnik,
Stewart Title Guaranty Co.
"Ethics and Forgery's"
- 2:00pm – 2:15pm *Break*
- 2:15pm – 3:15pm "Ethics and Forgery's"cont'd

Registration – (includes 4 hours of CE Credit)

_____ \$50 for Members

_____ \$100 Non-members*

Payment information (please check one)

_____ **Check Enclosed.** Please make checks payable to the *Florida Land Title Association*. Check # _____

Credit Card Payment _____ Master Card _____ VISA

Credit Card Number _____ Exp Date _____

Security Code _____ This is the 3 digit number that appears on the reverse of your credit card.

Cardholder Name _____ Signature _____

Billing Address and Phone Number if different from registration _____

**Non-members that join FLTA at the seminar may apply the seminar registration cost towards their membership dues.*

Please mail registration and payment to:
Florida Land Title Association
249 East Virginia Street
Tallahassee, FL 32301



Florida Land Title Association
2007 Seminar
Presented at the Hilton Tampa Airport Westshore, Tampa, FL

Tuesday, May 15, 2007

Agenda & Registration Form

Location: Hilton Tampa Airport Westshore
2225 North Lois Ave
Tampa, FL 33607
(813) 877-6688

Use one form per registrant – Copy as necessary

Name _____

Company _____

Address _____

City/State _____

Zip _____

Phone _____

Fax _____

Email Address (to send confirmation) _____

License # _____

Tuesday, May 15, 2007

- 9:15am Registration
- 9:30am – 10:30am Jim Russick
Old Republic National Title Insurance Co.
“Fraud Prevention”
- 10:30am – 11:00am Break
- 11:00am – 12:00pm Jim Russick
Old Republic National Title Insurance Co.
“Regulatory Update”
- 12:00pm – 1:00pm Lunch
- 1:00pm – 2:00pm Glen Bradley
United General Title Ins Co
“Access”
- 2:00pm – 2:15pm Break
- 2:15pm – 3:15pm Peter Kyres
United General Title Ins Co
“Homestead”

Registration – (includes 4 hours of CE Credit)

_____ \$50 for Members

_____ \$100 Non-members*

Payment information (please check one)

_____ **Check Enclosed.** Please make checks payable to the *Florida Land Title Association*. Check # _____

Credit Card Payment _____ Master Card _____ VISA

Credit Card Number _____ Exp Date _____

Cardholder Name _____ Signature _____

Security Code _____ This is the 3 digit number that appears on the reverse of your credit card.

Billing Address and Phone Number if different from registration _____

Please mail registration and payment to:
Florida Land Title Association
249 East Virginia Street
Tallahassee, FL 32301

**Non-members that join FLTA at the seminar may apply the seminar registration cost towards their membership dues.*

Florida Land Title Association, Inc.
2007 Sam D. Mansfield, Marjorie S. Schwartz and John Starr Thornton, Jr.
Memorial Scholarships

GUIDELINES

An applicant Must:

- **Be a member or the child, grandchild, brother, sister, niece or nephew of a principal or employee of a Florida Title Association member. (Regular Member or Associate Member).**
- **Be a resident of the State of Florida.**
- **Be accepted to any accredited institution of higher learning in the United States.**
- **If you meet this criteria please request an application and return prior to August 31, 2007.**

Florida Land Title Association, Inc.
Attn. Scholarship Committee
249 East Virginia Street
Tallahassee, Florida 32301

*If you have any questions, please call FLTA at (850) 681-6422; or
Toll Free in Florida at 1-800-552-1065.*

About the Scholarship Award:

The Sam D. Mansfield Memorial Scholarship Award was created in 1985 by the Board of Directors of the Florida Land Title Association, Inc., in memory of its namesake. Mr. Mansfield was a Past-President of this Association and was involved in many civic endeavors, always stressing the importance of education. The Marjorie S. Schwartz Memorial Scholarship was added in 2001 to commemorate our good friend Marge who, like Sam Mansfield, was an FLTA President and ardent supporter of our Association. The John Starr Thornton, Jr. Scholarship was added in 2003 to commemorate an outstanding FLTA member and title industry giant. Many thanks to the generous donation by Old Republic National Title Insurance Company who will underwrite the Thornton scholarship for a period of years.

The amount of the scholarship award is \$1,500.00 and will be awarded at the FLTA Annual Convention in November.

Eligible applicants will receive a questionnaire and personal profile to be completed and returned to FLTA. The scholarship committee, which consists of members of the Past President's Council, will review the submissions and make their selection based on major field of study, grade point average, and other information provided by the applicant.

APPLICANT MUST SUBMIT WITH THIS APPLICATION:

A ONE-PAGE DOUBLE SPACED ESSAY DESCRIBING YOUR FUTURE GOALS
UPON COMPLETION OF YOUR HIGHER EDUCATION

DATED and submitted this _____ day of _____ 2007.

Applicant's Signature

Mail Completed application, postmarked by August 31, 2007, to
Florida Land Title Association, Inc.
Attn: Scholarship Committee
249 East Virginia Street
Tallahassee, FL 32301

Florida Land Title Association, Inc.

2007 Sam D. Mansfield, Marjoire S. Schwartz and John Starr Thornton, Jr.

Memorial Scholarships

APPLICATION

(Application Deadline: August 31, 2007)

FLTA Sponsor Member: _____ Relationship: _____

Company: _____ Phone: _____

Company Address: _____

Student's Name: _____

Social Security Number: _____ Date of Birth: _____

Mailing Address: _____

Phone: _____

Permanent Address: _____

Phone: _____

Scheduled Date of Graduation: _____

List Honors, Awards, Scholarships, etc.: _____

List Clubs, Competitions, Research, etc.: _____

Areas of Interest for College Study : _____

Name of accredited college or university in the United States in which you have been accepted or are currently enrolled: _____

High School Grade Point Average: _____ College Grade Point Average: _____

Name and telephone number (including area code) of person who to contact in the school's Admissions office for verification of enrollment: _____
