

TITLE WAVE

December, 2011

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DLTA CAPTURES NEW ORLEANS

Dixie Land Title Association returned to New Orleans this fall for the 2011 DLTA Annual Convention. We had 100 participants attend the convention, and all enjoyed the camaraderie, a great location and outstanding educational courses.



Highlights of this year's event included a motivational presentation by Coach Gene Stallings, former Head Coach of the University of Alabama Football team.. Coach Stallings won everyone's heart as he described life lessons he has used in his coaching career and personal life.



Bill Kahalley of Surety Land Title in Mobile, Alabama received the Title Person of the Year Award from last year's recipient Rebecca Turner. Each year, the Dixie Land Title Association recognizes one individual for his or her outstanding contribution to the title insurance industry. The recipient of the Title Person of the Year Award is a person who is identified as a credit to his or her profession and to the industry. Congratulations Bill!



During the installation banquet Saturday evening, we had the opportunity to ask all past recipients of the Title Person of the Year Award to join us for a photograph of those attending. Our organizations is blessed with the continued support and participation of many of these past recipients.

Next year's convention will be held in Nashville, Tennessee. Mark your calendar now and make plans to attend – September 13-15, 2012— Radisson Hotel Opryland.

A MESSAGE FROM THE PRESIDENT

The green leaves on the trees have long since treated us to a fall festival of color and have now fallen to the ground. Day-light-saving time has given way to standard time. Once again, we are in the winter season and Christmas is near. Some of us will have the unpleasant experience of darting out the door on a frosty morning, to jump into our car, already late for an important appointment, only to turn the ignition key and hear the dreaded "click", "click", "click" sound from under the hood. Safe to say, Old Man Winter has claimed yet another weak car battery. Perhaps, batteries die because they are not fully charged.

As title professionals, are our batteries fully charged? As Dixie Land Title Association members, committee persons, directors, and officers (past and present), are our batteries fully charged? Or are we more like the television series "The Walking Dead" than like title professionals with fully charged batteries?

Like the DLTA Presi-

dents that have served before me, I was privileged to attend the American Land Title Association Convention in Charleston, S.C. Bonnie, my bride of forty-four years (she is a truly blessed woman?) accompanied me to Charleston in October, and Charleston could not have been more welcoming. Can you sense that the ALTA Convention has re-charged my battery?

Every session, every speaker, every exhibit, and every presentation was excellent. The opportunity to meet and interact with real property title professionals from every corner of America is priceless. To participate in ALTA is like participating in DLTA on steroids!

To sum up what your President carried away from this fall's ALTA Convention, is difficult because there was so much. I suppose the central message was that ALTA recognizes that these are tough times, but if we keep our focus, plan our

mission, execute our plan, tell our story, and stick together (network) we will all be here to fight a lot more battles for years to come. As is said, tough times don't last; tough people do. Bottom line: my battery is fully charged!

Bonnie and I are looking forward to hosting the DLTA midyear meeting here in Jackson, Mississippi this spring. Our site for the mid-year is the downtown Capital City Club, same place as in 2009. The confirmed date is March 14, 2012. Our Executive Director is working on a block of rooms at the Hilton Garden King Edward and we are planning an evening meal on March 13th at Crechale's, a local restaurant with great food and big on personality since 1956.

Please plan to join us at the Jackson DLTA Mid-Year in March 2012. Start "talking it up" and get commitments from your peers to attend. DLTA's successful mid-year begins with you!



Coach Bear Bryant said that only three things can happen when you throw a pass in football, and two are those are bad. Your President says that only two things can happen when you ask someone to join DLTA, and only one is bad.

So, there is a fifty per cent chance of the prospect saying "yes". That is much better than throwing a pass in football. Query: Have you asked someone today to

Mid-Year Meeting March 14th Jackson, Mississippi



Dixie Land Title Association will hold its annual Mid-Year Meeting on March 14, 2012 at the Capital City Club in Downtown Jackson again this year. Last year's event was a big success at this location, and we encourage you to mark your calendars now to attend the event.

\Six CLE credits will be offered on a variety of subjects that affect title professionals in all three states. Credits will be awarded for each state's Bar Association.

Mark your calendar now and plan to attend. We will have details on the speakers and registration information on our website in late January.

EXECUTIVE DIRECTOR MESSAGE

It has truly been a busy fall for John and me, starting with the outstanding DLTA Annual Convention in New Orleans. What a great turnout, and wonderful event!

We followed that with our trip to the American Land Title Association Convention in Charleston October 12-15, and I believe this might have been the best ALTA Convention I have attended. The presenters this year seemed to do an outstanding job of bringing home the relevance of national events affecting our industry, as well as motivating us to do our jobs even better. My new motto after hearing Navy SEAL Mark McGinnis is "try to achieve flawless execution in everything you do". That takes a lot of planning and coordination, but I think it is definitely possible.

Our biggest goal for DLTA this year is to increase membership. As you start 2012, please take a moment to contact someone you know in the industry and encourage them to join our association. If you would rather have me contact them for you, I would be glad to do so. Just send me their contact information, and I will take care of that for you.

I hope you and your family have a wonderful holiday season, and a happy and prosperous New Year!

Linda Alwood, DLTA Executive Director



ALTA ANNUAL CONVENTION

“Over 600 title professionals attended this year’s event.”

The American Land Title Association convention was held in Charleston this year,. Roy and Bonnie Perilloux and Linda and John Alwood attended representing Dixie Land Title Association. Highlights from this year’s event included a presentation by economist Doug Duncan, who told the industry we are still five years away from returning to normal market conditions. A panel which included Phil Schulman, one of the nation’s top RESPA attorneys, Chris Abbinante of Fidelity National Title Group, Anne Anastasi of Genesis Abstract, Bill Armstrong of the National Association of Realtors and Kevin Breeland of Residential Mortgage addressed the initial drafts of the Consumer Financial Protection Bureau’s combined mortgage disclosure form and other regulatory issues affecting the industry.

Attendees were urged to become effective story tellers to help the industry deal with the political and regulatory challenges ahead. Sue Herschkowitz-Coore offered strategies to help the industry improve its message and connect with consumers.

Perhaps the highlight of the entire convention, was the closing general session speaker, Navy SEAL Mark “McGoo” McGinnis. With videos and pictures, he told us about what it takes to be a SEAL. It was truly amazing. Mark talked about how to apply principles of flawless execution into everyday situations to build a culture of success.

Over 600 title professionals attended this year’s event. The new Chief Executive Officer Michelle Korsmo announced we now have over 4,000 member companies to set an all-time record for ALTA. Anne Anastasi, ALTA’s Past President, stated, “Despite the prolonged economic downturn, professionals in the title insurance industry understand the value of association membership.”



Roy and Bonnie Perilloux at the ALTA President’s Banquet.



John and Linda Alwood with Navy SEAL Mark McGinnis after his presentation.

REBECCA MANASCO NEW AGENCY MANAGER



2012 will bring changes for the Birmingham office of Chicago Title, Commonwealth Land Title and Fidelity National Title as they say goodbye to Lauren Cannon, one of their agency managers in Alabama, who is retiring to stay at home with her new baby, Luke. She has been an invaluable team member and will be missed by her co-workers and DLTA. Another change to the Birmingham office's staff is the addition of Rebecca Manasco as a new agency manager in Alabama. Long-time DLTA members may remember Rebecca who served as treasurer for several years. Let's all welcome Rebecca back into the title insurance industry.

SECURITY TITLE OF BALTIMORE FALL AGENTS' SEMINAR

The Capital City Club in downtown Jackson, Mississippi, was the venue for the Annual Fall Agents Seminar hosted by Security Title in November. DLTA President and State Security Title MS. State Manager, welcomed a record number of attendees. Those in attendance earned continuing education hours that were approved by Mississippi and Tennessee. Speakers included Jim Mozingo, Esq., the attorney that successfully prosecuted the Kinwood Capital case that has sent shock waves through the title insurance industry when it is called upon to insure transactions conducted by Limited Liability Companies in Mississippi. The agents particularly enjoyed A Stump the Chumps®, a session where three experienced real estate attorneys answered underwriting questions proffered by the moderator and the attendees. The panel members were DLTA member Bobby Ellis, Vicksburg, Eric Sappenfield, Southaven, and Robert D. Harrison, Ridgeland, MS.



Roy Perilloux, DLTA President and MS State Manager for Security Title Guarantee of Baltimore, welcomes Security Title agents to the Annual Fall Agents' Seminar.



Becky Case, Field Auditor for Security Title Guarantee, tells agents how to ace their next Security Title audit, as fellow auditor Lynn Hargus looks on.

ALABAMA TITLE SCHOOL— FEBRUARY 15TH

The Alabama Education Committee is in the process of finalizing plans for the next Alabama Title School to be held Wednesday, February 15, 2012 at The Club in Birmingham, Alabama from 8:30 am to 4:00 pm. Lunch will be provided.

6.0 hours of Continuing Legal Education credits will be awarded to those who attend the one day seminar. Visit our website at www.DLTA.net for additional information concerning topics and speakers.

The registration fee for members to attend is \$100, while the non-member registration is \$125.

Dixie Land Title
Association

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We're on the Web!
WWW.DLTA.net

DLTA VISION STATEMENT:

Dixie Land Title Association sets the standard for ethics, knowledge, and success in the land title industry.

DLTA MISSION STATEMENT:

The mission of Dixie Land Title Association is to promote the safe and efficient transfer of real property ownership through education, public awareness, and legislative advocacy.

DLTA COMMITTEES:

- Finance Committee
- Nominating Committee
- Education Committee
- Convention Committee
- Governmental/Legislative Committee
- Membership Committee

If you wish to participate as a member of one of these committees, please notify the Executive Direc-