

OCTOBER RESEARCH

Presents

Make the Connection



Presented by



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OCTOBER
RESEARCH

NATIONAL
SETTLEMENT
SERVICES &
COMPLIANCE
SUMMIT

June 7-8, 2011

Cleveland Marriott at Key Center
Cleveland, Ohio

KNOWLEDGE...
THE COMPETITIVE ADVANTAGE

Make the Connection at the 2011 Summit.

We invite you to join us at the 2011 National Settlement Services and Compliance Summit to *Make the Connection...*

...With the most up-to-date tools and strategies that will improve your business.

...With people, services and technologies that can help you build market share.

...With top title agents and underwriters, regulators and attorneys, and the foremost title and settlement services executives who will share their successful pathways for growth.

Our two-day agenda weaves unparalleled live instruction into concurrently running **Business** and **Compliance** Tracks. The Business Track will offer best practices to running a profitable and efficient business in today's complicated market, while the Compliance Track offers guidance on staying compliant in an ever-changing regulatory environment.

Join us in examining the critical issues facing the settlement services, real estate and mortgage industries and hear from a host of prominent title industry veterans, government figures, top legal minds and thought leaders. Our agenda continues to grow, so visit www.OctoberSeminars.com/NS3 frequently for the most up-to-date list of speakers and session content.



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Confirmed Speakers



John Hollenbeck | **Keynote**
Executive Vice President
First American Title Insurance Company



Justin Ailes
Director of Government Affairs
American Land Title Association



Bill Garber
Director of Government and External Relations
Appraisal Institute



Loretta Salzano
Partner
Franzén and Salzano, P.C.

Steve Black
President
Accurate Group of Texas



Ann Fulmer
Vice President
Interthinx

Carl Grimes
Broker/Owner
CBI-Sunbelt Business Advisors
of the Ozarks

Tim Mullin
Managing Member
Counselor's Title

Raelin Musuraca
Senior Vice President, Marketing and Customer Experience
Skalstad Consulting Inc.



Joseph Peirnock
President
Corporate Development Services



Joseph Petrelli
President
Demotech Inc.



Brent Scheer
Chief Financial Officer, Agents
National Title Insurance Company



Paul Schieber
Shareholder
Stevens & Lee, P.C.



Rusty Solomon
Chief Executive Officer
Mandrien Consulting Group



George Stablein
Regional Counsel
North American Title Group

Curt Szymanski
President
Windward Consulting



Brian Twibell
Chief Executive Officer
Red Vision

Teresa Williams
Chief Executive Officer
National Title Consultants and Mid-Atlantic Title Consultants, LLC

Leslie Wyatt
Business Analyst
LPS SoftPro



**The Early-Bird gets the worm...
and saves money!**



Early-Bird pricing is still available -- Register for the Summit by March 25 and **save over \$100!**

Register today at

www.OctoberStore.com

Preliminary Agenda

Improve your Business: Enhance your Value

A panel of experts will discuss how to improve your business, how to address business elements that enhance net income and therefore the value of the agency, the title agency valuation process, an exit strategy if your looking to sell, and the merger and acquisition process. This session will educate attendees on how to prepare a business for sale or, in general, how to make the business better.

The Money Network: Using the Tools of the Internet to your Advantage

From websites to blogs, search optimization and social media sites, this discussion will provide title agents with the information they need to best utilize the Internet to market effectively to current business clients and future prospects. Speakers will train and use case studies to provide a comprehensive look at what the Internet can do for your bottom-line.

A Word from the Appraisal Institute

Bill Garber will provide an overview of the Dodd-Frank recommendations; regulations of AMCs; and analysis of the long term impact of the new requirements. Garber will talk from an overall market perspective — discussing the impact of AMCs and the impact of the regulations on the marketplace — as well as from the perspective of the appraiser and concerns they have.

Small Business Forum: A Guide through Changing Markets

How do smaller-sized agencies survive the rough times? How do you make it through new regulations, a down economy, etc.? This is an agent's guide for compliance survival. The presentations will guide a small firm through the changing market and talk about the difficult decisions you have to make to remain viable. The presentations will give attendees a blueprint to survival and talk about the use of technology to allow a business to adapt.

Outsourcing vs. Co-Sourcing: Selecting Expert Vendors without Compromising Quality

There is an ongoing debate regarding outsourcing. Can outsourced vendors guarantee the same quality as in-house or independent examiners? Coverage will include an in-depth comparison of outsourcing vs. co-sourcing and home-shoring and how to successfully select, train and manage outsourcing vendors.

Era of Short Sales and Loan Modifications Brings to Market New Fraud Schemes

The new wave of loan modifications and short sales programs have attracted fraudsters who are victimizing borrowers. This session will provide information about using automated technology to ensure that "sensitive" borrowers and neighborhoods are protected. Our speaker will also talk about how these measures can provide a legal defense for decisions that appear to violate these laws.

Dodd-Frank and Settlement Services

We are breaking down the Dodd-Frank Act, pulling out the pieces that will impact you and your clients. What are the provisions that could affect the title industry and what's the status on interpretation and implementation? What are the provisions that will impact your clients that you should know about? These questions will be addressed in this session.

The Future of the Title Agent

What does the future of the title industry look like? Where is the industry headed? What will agencies have to do to compete? We will address these topics and more in this interesting, insightful session that provides a look into the future.

Data Call 2011

We are providing attendees with a detailed presentation on the NAIC data call. Specifically, we will cover where the industry stands with it, what the instructions are, how to comply and how to capture the data. We will discuss the benefits of data collection and how it can accomplish many positive things.

Other topics at the 2011 Summit will include:

Ethics in the Title Industry

Consumer Financial Protection Bureau

State of Foreclosures

Best Practices for Working Different Transaction Types



CE and CLE credits will be available in many states. To view the updated agenda and speaker list, visit www.octoberseminars.com/ns3.

Go all-in at the Opening Night Reception

2011 National Settlement Services and Compliance Summit

The Summit is host to the settlement services industry's best networking event — **The Opening Night Reception**.

This year, we're upping the ante and holding the event at Morton's incredible downtown Cleveland location!

It's the only place you can spend an entire night networking with a captive audience of top title agents, examiners, coordinators and officers, affiliate managers, agency managers and representatives, closing and escrow professionals, national and regional underwriters, compliance officers, corporate counsel, top state regulators, nationally recognized attorneys, vendor management professionals, settlement services executives, leaders and managers, settlement technology developers *and more!*

As always, the Opening Night Reception will feature **Morton's gourmet appetizers and full bar service, including top-shelf liquor, beer and award-winning wine.**



In another new twist for 2011, the Reception will feature casino-style table games like blackjack, craps, poker and roulette — and a follow-up raffle featuring valuable prizes and awards!

During Summit registration, each attendee will receive (1) raffle ticket, plus a \$5000* chip voucher that will be redeemed at any casino table for the following chips:

- (1) \$1,000 chip
- (5) \$500 chips
- (15) \$100 chips

At approximately 8:30 p.m., gaming will stop, and chips can be redeemed at the casino cashier. One (1) additional raffle ticket will be awarded for every \$1,000 in chips redeemed. Prize drawings will begin at 8:45 p.m. — Attendees must be present at time of drawing to win.

*Chips do not have any cash value

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YES! I want to attend:

Attendee Type	EARLY-BIRD Ends 3/25/2011	REGULAR 3/26/2011 - 6/6/2011	ON-SITE
Full Conference <i>(Includes Off-the-Record Editors' Reception on June 6 and Opening Night Reception on June 7)</i>	<input type="checkbox"/> \$795	<input type="checkbox"/> \$875	<input type="checkbox"/> \$899

REGISTRATION IS QUICK AND EASY:

- ▶ **WEB** www.OctoberSeminars.com/NS3
- ▶ **CALL** 877.662.8623 x6150
- ▶ **FAX** 330.659.6102
- ▶ **MAIL** October Research
3660 Center Rd. #304
Brunswick, OH 44212

Early-Bird Pricing Ends March 25!

▶ *Attractive group discounts are available, for more information please call 330.659.6101 x6150*

ATTENDEE CONTACT INFORMATION

Name: _____ Name on Badge: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Mobile: _____ E-mail: _____

(Required to receive conference agenda updates and surveys)

PAYMENT INFORMATION

- Visa American Express Mastercard Check enclosed (Payable to October Research)

Name on card: _____

Account number: _____ Exp: _____ CCV number: _____

Signature: _____

CCV are the last 3 digits printed over the signature on the back of your card. American Express cards show the 4-digit CCV printed above and to the right of the imprinted card number on the front of the card.

Credit card billing address (Required only if different than above address)

Address: _____

City: _____ State: _____ Zip Code: _____

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Accommodations

MARRIOTT AT KEY CENTER
127 Public Square
Cleveland, Ohio 44114
Phone: 800.228.9290

October Seminars has secured a block of rooms at a special discounted rate of \$183 per night from June 5-9 at the Cleveland Marriott at Key Center. The discounted room rates are available until May 21, 2011. Reservations made after May 21 will be based on availability and current room rates.

To reserve your room, call 800.228.9290 and reference "The Summit" or "National Settlement."

The Marriott at Key Center is located in the heart of downtown Cleveland, Ohio within easy walking distance to museums, sports stadiums, restaurants and entertainment. The 400-room hotel is connected to the KeyBank Tower. Rising 25 stories above the city, you'll enjoy breathtaking views of Lake Erie and the Cleveland skyline.

Cancellations & Refunds

Cancellations, refund requests and requests to substitute attendees can be e-mailed to our Customer Service Department at custserv@octoberresearch.com or faxed to 330.659.6102. Please see the refund schedule below:

- Received on or before 30 days prior to event: Full refund minus \$100 processing fee (May 9, 2011)
- Received on or before 14 days prior to event: Refund of 50 percent of the registration fee (May 10 to May 25, 2011)
- Received 13 or fewer days prior to the event: No refund (May 26 and after)
- The cancellation & refund policy is based on the event date that the customer originally registered to attend

Program Cancellation

In the unlikely event of program cancellation, October Research will refund 100 percent of registration fees paid. October Research assumes no liability for any penalty fees on airline tickets, deposits for hotel accommodations, or any other fees, charges, penalties or other incidental costs that a registrant might incur as a consequence of a program cancellation.



Sponsorship Opportunities are still available for the 2011 Summit. Contact Glen Stout at gstout@octoberresearch.com or 330.659.6101 x6556 for more information.