



TLTAU

TEXAS LAND TITLE ASSOCIATION UNIVERSITY

WEDNESDAY, OCT. 17, 2018

DALLAS/ADDISON MARRIOTT QUORUM AT THE GALLERIA

TLTAU Presents:

The Real Deal on Commercial Deals: Key Concepts and Issues for Handling Commercial Transactions

Commercial transactions are complex and require great skill and expertise to handle properly. Expand or hone your skills by joining this group of leading commercial closing experts for an in-depth study of key commercial closing concepts and issues. Walk through the various stages of the transaction from opening title to closing statements, do a deep dive on applicable rate and procedural rules and gain a clear understanding of what it takes to ensure a smooth process for your customers in these complex transactions.

Topics to be covered include Title Commitments and Title Objections, Surveys, Pro Forms, Commercial Rates, Endorsements and Procedural Rules, Closing Statements, Prorations and Closing Instruction Letters and much more. Presented for the first time, don't miss this interactive program led by highly experienced and well-respected commercial title professionals, along with a group of seasoned industry panelists who will share their knowledge and answer your questions.

PANELISTS:

Jordan M. Anderson, *Division President, Stewart Title Company, Corpus Christi*

Janine N. Barber, *Republic Title of Texas, Inc., Dallas*

Gay M. Heavilin, *CESP, CTIP, Independence Title, Austin*

LOCATION AND CE CREDITS

DALLAS/ADDISON MARRIOTT QUORUM AT THE GALLERIA

14901 DALLAS PARKWAY, DALLAS, TX 75254

PHONE: 972.661.2800

5.5 hour of General Escrow credit available, pending approval by TDI
5.5 hours of MCLE approved by the State Bar of Texas

SCHEDULE

WEDNESDAY, OCT. 17, 2018

9 a.m. Registration and Refreshments

9:30 **You've Got the Deal, What's Next?**

A technical dive into the management of "Title" on the commercial transaction from orders to policies, including:

- Opening Title
- Out of County Orders
- Fee Splits
- Responding to Title Objections
- Working with your Underwriter
- Surveys
- Pro Forma Policies
- And much more

Led by **Joel Atkins**, *Commercial Counsel, Chicago Title, NCS, Dallas with a panel of commercial closing experts*

11 Break

11:15. **So, What Are the Rules?**

A highlight of the Rate and Procedural Rules, demonstrating the practical application for a commercial transaction, including:

- Overview of applicable Rate Rules
- Overview of applicable Procedural Rules
- And much more

Led by **Peter Graf**, *Executive Vice President and General Counsel, Republic Title of Texas, Inc. Commercial, Dallas* and **Mark Roden**, *Vice President/Assistant General Counsel, Republic Title of Texas, Inc. Commercial, Dallas with a panel of commercial closing experts*

12:45 p.m. . . Luncheon and Economic Update:

What Drives Commercial Real Estate Today

This illuminating discussion includes a high-level review of the U.S. economy—with a focus on residential and commercial real estate—followed by a deeper dive into production, prices and performance in the commercial market. Other topics to be discussed include the health of Texas' economy.

Presented by **Odeta Kushi**, *Senior Economist, First American Financial Corporation*

2:15 **Now, How Do We Close?**

An understanding of escrow functions in a Commercial transaction from managing the contract to cyber fraud concerns when wiring your sales proceeds, including:

- Contracts
- Closing Statement Comparison
- Payoff Statements
- Proration Issues
- Closing Instruction Letters
- Wire Instruction Verifications
- And much more

Led by **John P. Bruce**, *CTIP, NTP, Senior Vice President – Commercial Escrow, Heritage Title Company of Austin, Inc., Austin with a panel of commercial closing experts*

3:45..... **Wrap-Up & Q&A**
with presenters and panel members

4:15..... Adjourn



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MAIL OR FAX THIS FORM WITH PAYMENT TO:

Texas Land Title Association
1717 W. 6th St., Suite 120
Austin, Texas 78703

Fax: 512.472.5931
Email: education@tлта.com

Registrant's Name _____

First Name for Badge _____

Job Title _____

Company _____

Mailing Address _____

City _____ State _____ Zip _____

Business Phone _____ Fax _____

Email Address _____ Years of experience in the Title Industry _____

Registration Information

Full registration course fee includes materials, lunch and refreshment breaks.

- TLTA Member \$305
- Nonmember \$355

TOTAL DUE _____

REGISTER ONLINE

PAYMENT METHOD

(See important information under Space Availability.)

- Check payable to TLTA enclosed
- Visa MasterCard American Express Discover

Card # _____ Exp. Date _____

Name on Card _____

Signature _____

HOTEL INFORMATION

TLTAU will take place at the Dallas/Addison Marriott Quorum at the Galleria. Hotel accommodations are not included in registration fees.

RESERVATIONS: 972.661.2800

ROOM RATE: \$179

GROUP DEADLINE: Oct 2 (*hotel may sell out prior to deadline*)

BOOK HOTEL

HOTEL PARKING

Valet parking, fee: 28 USD daily

On-site parking, fee: 3 USD hourly, 15 USD daily, parking garage height clearance 6 feet.

NOTE:

This program will help you prepare for TLTA professional certification and earn you up to 5.5 hours toward applying for the certification exam.

Please visit www.tлта.com/certification for more information.

NOTES

This information is being provided by TLTA for educational and reference purposes only, and is not intended to represent the only approach to any particular issue. This information should not be construed as legal, financial or business advice from or on behalf of TLTA, and users should consult their own legal counsel and subject-matter experts to ensure that any policies adopted or actions taken meet the requirements unique to their company.

TLTA sponsors this seminar to contribute to the continuing education of its members and others. In keeping with TLTA policy, participants must exercise independent judgment in deciding how to conduct their business.

If you require special assistance to attend this seminar, email education@tлта.com.

SPACE AVAILABILITY

Space is limited and is expected to sell out. Register early through TLTA's online registration, email or fax your form with credit card payment to prevent registration delays. If mailing registrations with check, mail early to allow for additional postal delivery time. Remember, payment must accompany registration form to ensure timely processing.

CONSENT TO USE PHOTOGRAPHIC IMAGES:

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The Title Professional's Credential