

# Title Affects Your Commission.

## Here's How:

A title is essentially a history of all events that affect the ownership of a property.

When there are defects in a title, resolving them can change the value (sale price) of a property.

relatively interesting tidbit...

Title insurance is the  
only insurance that  
provides coverage for  
events that have  
*already* occurred.



# Defects can include....

**Mechanics Liens**

**Judgments**

**Mistakes in the recording of legal documents or documents recorded inaccurately**

**Forged or fraudulent documents**

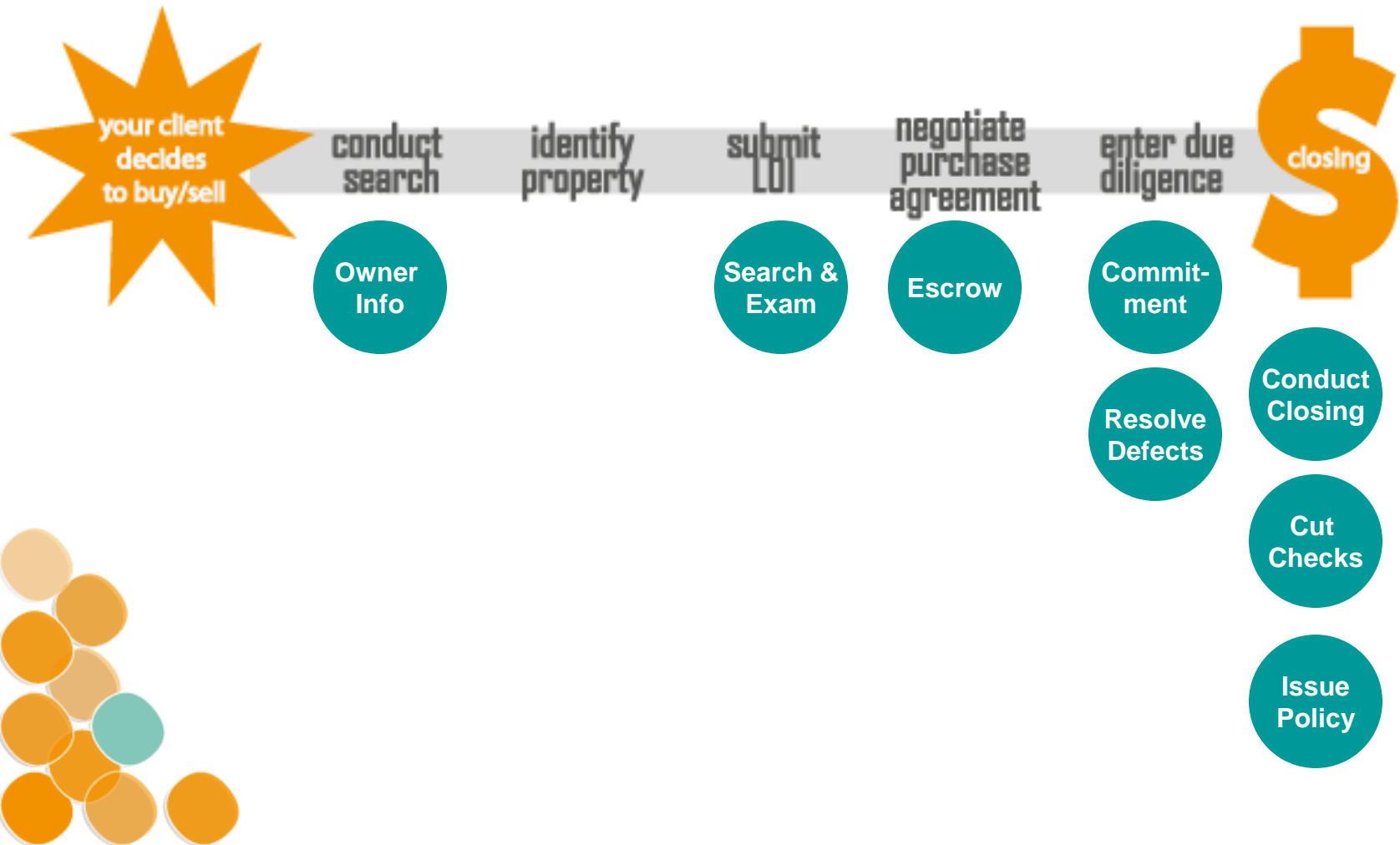


# This all affects when & how much you get paid

**Resolving Title defects can extend the time to closing**

**They are often costly to resolve resulting in a painful “commissionectomy”**

# Here's Title's role in the sales process...



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**Construction  
Disbursement**

**1031  
Tax-Deferred  
Exchange**



# Some Examples...

## **Commercial Property**

**Name Property, Parties Involved,  
Problem, Resolution**

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# Another relatively interesting tidbit...

**Wendy is an adrenaline junkie. She skydives and swims with sharks. It's why she likes to be The Closer.**



# Vocabulary

**O&E**

**Abstract**

**Torrens**

**ALTA**

**Title Exam**

**Commitment**

**Endorsement**

**Deed**

**GAP Coverage**

**Policy**

**Qualified  
Intermediary  
(QI)**

# Title Services Should Include...

Solid, credible underwriters with wherewithal to withstand market downturn

Legal and financial expertise, ability to work at the closing table

Immediate response with viable solutions



# Who selects title insurer?

Usually, the buyer selects the agent, it can be written into the purchase agreement.

You want the same person that took your initial call and was involved in all of the conference calls to be sitting next to you at the closing.



# broker etiquette issue...

**Is it appropriate to call  
the title company for  
your commission  
check?**

