

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.



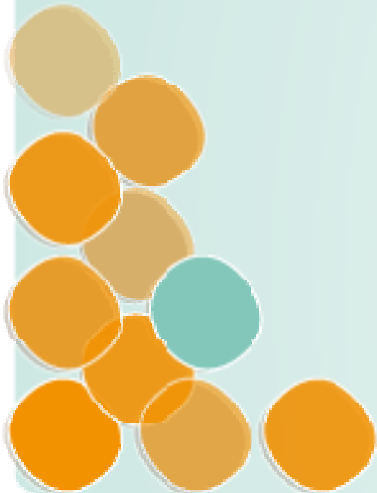
Defects can include....

Mechanics Liens

Judgments

Mistakes in the recording of legal documents or documents recorded inaccurately

Forged or fraudulent documents

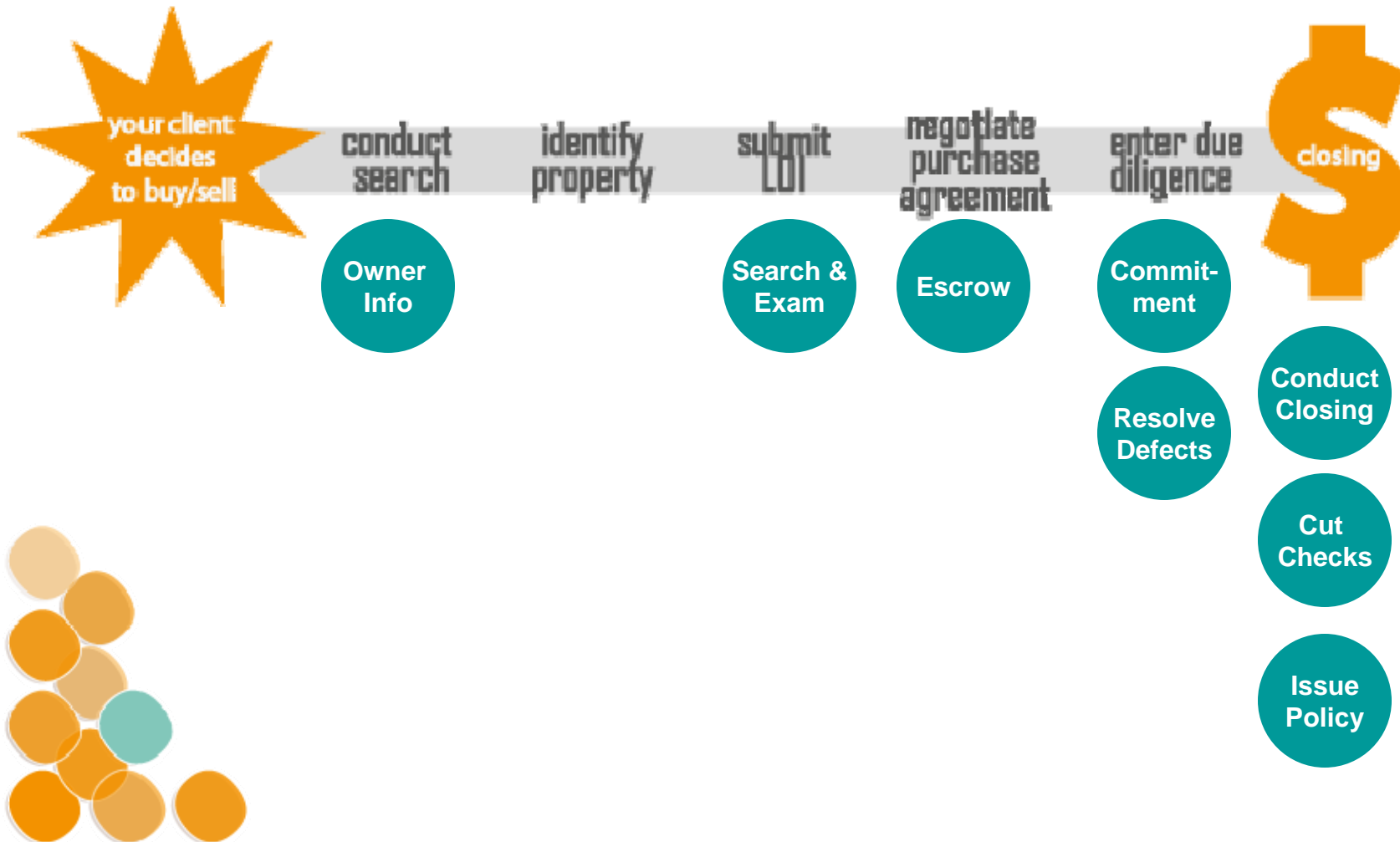


This all affects when & how much you get paid

Resolving Title defects can extend the time to closing

They are often costly to resolve resulting in a painful "commissionectomy"

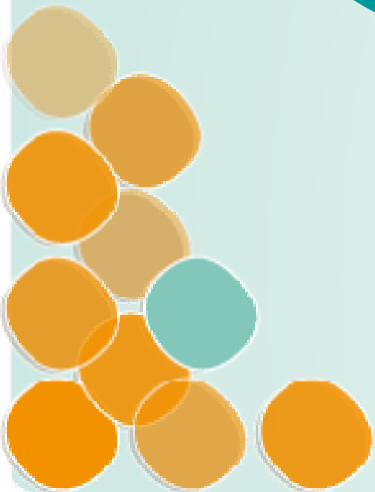
Here's Title's role in the sales process...



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

**Construction
Disbursement**

**1031
Tax-Deferred
Exchange**



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)



A well-known fact...

Cindy is one of the first
Certified Exchange
Specialists in the nation.
She's also the shortest.



Title Services Should Include...

Solid, credible underwriters with wherewithal to withstand market downturn

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

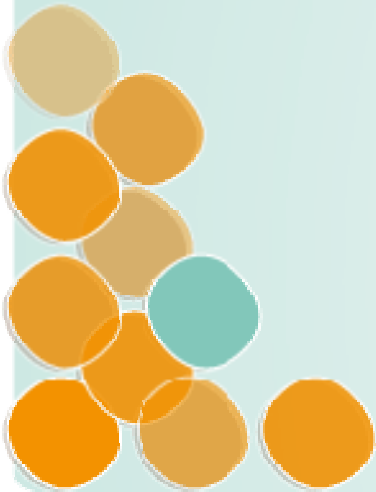
Immediate response with viable solutions



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?

