



CELEBRATING  
55 YEARS

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## **06-20-2014 - New England Land Title Association's 45th Annual Convention seminar program schedule**

June 19, 2014 - Front Section

Friday, June 20, 2014

\* 8:30 a.m. - 12:30 p.m. - Exhibitors area opens.

\* 9 - 9:15 a.m. - Convention Chairperson's Welcome and NELTA President's Greeting

\* 9:15-10:15 a.m. - The Value of Title Insurance: "Did you know that the new closing cost disclosures to borrowers from the CFPB will have a notation that the purchase of an owner's title insurance policy is "optional?" The CFPB has said that they don't think the form should sell the policy but rather "marketing materials from title insurance agents and underwriters, all will provide consumers with additional information concerning an owner's title insurance policy that can lead a consumer to choose to obtain this insurance product." Are you prepared to do this? Attend this session and learn how to explain the value of the policy in terms a consumer will understand, including the role the policy has played in the past, some simple examples of claims and some pointers on how to overcome buyer reluctance to purchase the policy."

Industry historian: Philip Fanning, vice president, Southern New England area manager and counsel, Fidelity National Title Insurance Co., Hartford, CT.

Industry perspective: Lawrence Heffernan, Esquire, Robinson & Cole, LLP, Boston.

Soft Sales trainer: Gary Coffin, president, Horizon Settlement Services, Inc., Concord, NH.

\* 10:15 - 10:30 a.m. - Coffee break.

\* 10:30-11:30 a.m. - Why the CFPB matters to the closing/title/settlement agent: "Closing attorneys, title agents and those who provide settlement services may think that until the integrated disclosures arrive in 2015, there isn't much that the CFPB does that will affect them. This panel will address how some of the CFPB rule making and oversight of lenders is impacting Attorney/Agents, such as the new underwriting rules and third party vendor management."

Moderator: Richard Hogan, Esquire, regulatory & legislative counsel - CATIC, Rocky Hill, CT.

Why the CFPB Matters: Benjamin Olson, former deputy assistant director for the Office of Regulations at the Consumer Financial Protection Bureau (CFPB), counsel, Buckley Sandler LLP,

Washington, D.C.

How Vendor Management Will Change Your IT Dept.: Gregory McDonald, founder and CEO, Cloudstar Nationwide Services, Jacksonville, Fla.

How QM Will Change the Way Your Clients Get a Mortgage: Steven Edelstein, Reliant Mortgage, Beverly, MA

\* 11:30 a.m. - Noon - Exhibitors area remains open.

Saturday, June 21, 2014

\* 8:30 a.m. - 12:30 p.m. Exhibitors area opens.

\* 9 - 9:15 a.m. - Meeting & Election, Regular Members; Meeting & Election, Associate Members; NELTA Annual Business Meeting.

\* 9:15 - 10:15 a.m. - ALTA keynote address - Mark Edward Winter, ALTA past president, Stewart Title Guaranty Company, Washington, D.C.

\* 10:15 - 10:30 a.m. - Coffee break.

\* 10:30 - 11:30 a.m. - The New Normal for the Economy and Real Estate: Ted Jones, PhD, senior vice president and chief economist, Stewart Title Guaranty Co., Houston, TX.

\* 11:30 - 11:45 a.m. - Exhibitors prize drawing - You must be present to win!

\* 11:45-12:30 Exhibitors area remains open.

For more information visit [www.nelta.org](http://www.nelta.org).

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