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## **The New England Land Title Association holds its 45th annual conference at Omni Mount Washington Resort**

July 10, 2014 - Front Section

The New England Land Title Association held its 45th annual conference at the Omni Mount Washington Resort on June 19-22.

The seminar program included speakers commenting on both a national and regional level from various groups. Friday morning began with a panel discussion on "The Value of Title Insurance" which included history from Phil Fanning of Fidelity National Title Insurance, industry perspective by Larry Heffernan of Robinson & Cole, LLP and soft sales trainer Gary Coffin of Horizon Settlement Services.

Additional presentations in the morning session were from panelists Richard Hogan of CATIC, Benjamin Olson of Buckley Sander, LLP both addressed "Why CFPB Matters to the Closing/Title/Settlement Agent, Greg McDonald of Cloudstar Nationwide Services on "How Vendor Management Will Change Your IT Department" and Steven Edelstein of PMAC Mortgage who spoke on "How QM Will Change the Way Your Clients Get a Mortgage".

Saturday began with the ALTA keynote address from former ALTA (American Land Title Association) president Mark Edward Winter. Following this was "The New Normal for the Economy and Real Estate" by economist Ted Jones of Stewart Title Guaranty.

The conference was attended by representatives from the major title insurance groups serving New England and several title service companies. Social programs included a golf outing at the resort with prizes awarded for top achievers in several categories. Next year's NELTA conference will take place at the Hyatt Hotel on Goat Island, Newport, R.I. on June 18-21.

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