

Indiana Land Title Convention Education Agenda

Monday, September 24, 2018

9-9:15a – President’s Welcome

9:15 – 10:05a – **ALTA Message** – Patrick H. Beall, Group President, Stewart Title Guaranty Company and ALTA Board of Governors Representative, Und Section

10:05 – 10:50a – **Keynote – Attitude Hour** - Glenn J. Bill, Realtor; Speaker; Author; Serial Entrepreneur; World Class Coach, GB Unlimited

10:50 - 11:15a – Networking Break

11:15a – 12:00p – Underwriter’s Section Meeting

11:15a – 12:00p – Agent’s Section Meeting

12:15 – 1:30p – Annual Business Meeting Luncheon

1:45-2:45p –

- I. **Looking to the Future: Marketing to the Next Generation** – Donna Anderson, Agency Business Specialist, North American Title Insurance Company (**SALES**)
- II. **Affiliated Business Arrangements (ABA’s)** – Scott J. Fandre, Partner, Krieg DeVault LLP* (**RESPA**)
- III. **Ethics – Do the Right Thing!** – Krista B. Lockyear, Owner and Sole Practitioner, Lockyear Law, LLC; President, Lockyear Commercial Title, LLC* (**ETHICS**)

2:45 – 3:15p – Networking Break

3:15 – 4:15p –

- I. **The Traits and Techniques of an Effective Title Professional** – Susan Jones, President and Co-Owner, Royal Title Services – Statewide and ILTA Past President (1990 & 1991); Tom Fickle, Indiana Agency Services Manager, Stewart Title Guaranty and ILTA Past President (2000); Richard E. Hendrickson, Attorney, Codilis Law, LLC and ILTA Past President (2001); Karen Hart, Senior Vice President – Director Corporate Escrow Operations, Meridian Title* (**ESCROW**)
- II. **Recent CFPB Enforcement Actions** – Laura Hardy, Division Underwriting Counsel, Old Republic National Title Insurance Company* (**RESPA**)
- III. **Ethics: Building a Solid Foundation for Your Title Company** – Danielle Kaiser, Regional Underwriting Counsel & Forms Counsel, North American Title Insurance Company* (**ETHICS**)

4:15p – Day One Education Adjourns