



ILTA
INDIANA LAND TITLE ASSOCIATION



February Newsletter

Your Source for Updates in the Title Industry!

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Hiring Tips: Where are all the great Title Insurance employees?

One of the toughest challenges facing both agencies and underwriters in 2019 is locating the best talent for hire in the title industry. ILTA has taken an active step to help add to our pool of title professionals through its partnership with Ivy Tech. The ILTA Pathway at Ivy Tech is working to teach the title industry's best practices to its young students, as well as non-traditional students looking for a career change. As students complete the program, you will have access to employees who already have a working knowledge of your business and are ready to hit the

ground running. For more information about this program, visit the ILTA website, or click here:

<https://www.indianalandtitle.org/iltaivytech>

In the meantime, how can we find the talent we need to maintain and grow our title businesses? We can start by searching smart, knowing exactly what we need, and focusing our efforts. Receiving far too many resumés in response to a job posting is often just as frustrating as receiving too few. Before you post a job opening all over the web Human Resources experts suggest the following:

1) BUILD YOUR BENCH

Assess your team as a whole, find the areas that need improvement, and look for ways to fill those holes with young candidates who have little or no experience in the title industry. By starting with a fresh face who has a great base of skills (personable, dependable, organized) and providing a mentor within your office and training opportunities, you can cultivate loyalty with that employee, and end up with a true asset to your company over time.

2) FOCUS YOUR SEARCH

If you really need an employee with experience, make sure your posting is detailed and includes information about benefits that your office provides that would entice a potential candidate. Think outside the box when considering these benefits—some candidates may be interested in more than just a higher salary. Improved technology has made it possible to offer things like flexible schedules and opportunities to work remotely.

3) KNOW YOUR AUDIENCE

Public hiring sites like Monster and Indeed offer a good option for generalized searches. When using these sites, the most detailed job description will help limit the applications. However, a better option is to localize and focus your search by posting to an audience that is looking for what you have to offer. Don't forget, ILTA posts job openings for FREE for all its members!

Finally, the American Land Title Association has a helpful website that provides the basics for how to begin a search for new hires. Go to <https://www.alta.org/human-resources/>. There, you will find hiring resources and even sample job descriptions.

Message from Your President

By: Mike Poppe, VP Old Republic National Title Company



Dear ILTA Members,

I want to thank you for entrusting me with the honor of representing your organization as President for 2019. I want everyone to remember that this is your organization. We need to hear from you, we need you to participate and join committees to have your voice heard. You make this organization what it is, and you help determine what it will be.

Under the direction of the Board, the committees are what make ILTA such a great benefit to its members. Your leadership is currently reaching out to our fellow title agents and attorneys to bring them in our ranks.

The Communications Committee is working to make our messages appealing to read, and the Outreach Committee is looking for people who have connections with Realtor, Mortgage Brokers and Lender associations. The Education Committee works hard to bring relevant content to our members, and the Sponsorship Committee reaches out to the vendors who sponsor those Education events. Our Young Title Professional (YTP) Committee is always on the lookout for opportunities to provide networking and training opportunities to the newer recruits in our industry.

Government Affairs is our largest group and works on your behalf to monitor, promote, or even stop pending legislation that could adversely affect your business. ITPAC is our fundraising group that assists the Government Affairs committee and helps ILTA connect with your governmental leaders. There are many opportunities to participate and these groups have meetings that can always be accessed via phone so travel is not always necessary.

Going forward, we will be sending out monthly communications to our members. Please be looking for these and take the time to read them. If you ever have a question or suggestion please don't hesitate to contact me, Pete or any of the board members.

Thank you,

Mike Poppe, President

mpoppe@oldrepublictitle.com

Meet Your Officers

Mike Poppe, President

Kurt Laker, President-Elect

Elizabeth Berg, Vice President

Dave Smessaert,

Secretary/Treasurer

Jackie Mitchell, Past President

Members At Large

Jessica McAlpin

Daniel Rohaley

Matthew L. Russell

Michael Schmitz

Kyle Sommers

Jennifer Wallander

For contact information of the officers and board, [click here](#).

Committee Spotlight: YTP

Young (at heart!) Title Professionals (YTP)

ILTA's Young Title Professionals Committee aims to provide social networking opportunities and professional development for young professionals in the title industry who live and/or work in Indiana. Our overall goal is to develop young talent to strengthen the title industry, both now and into the future. Through networking and education, YTP has and will continue to bring together a community of young professionals who will be able to take on future economic challenges specific to the title industry, and, in doing so, benefit the Indiana community as a whole. YTP hopes, through continued interaction and communication, to continue evolving as an organization, and sincerely appreciates ILTA's support.

YTP is looking for a few regional “hosts” to put on YTP event in their area at some point in 2019. We understand that everyone is busy and can’t always make the drive to Indianapolis so we hope that by bringing YTP networking events and to other areas of the state, we may get more involvement from the young title professionals all over Indiana.

Sounds Great! How Do I Sign Up?



It’s EASY! If you are interested in volunteering, or even hosting a regional event, just send an email with your contact information to the 2019 YTP Chair Kyle Sommers at: kylepcatitle@centurylink.net

Message from Your Executive Director

By: Pete Tinsley, CAE



Greetings!

Did you know that ILTA is a chapter of ALTA, the American Land Title Association? In an organization like ours, where the focus is mostly on what’s happening in our state, it’s sometimes forgotten that we are part of a larger entity. And, in forgetting that connection, we can miss out on some of the benefits offered by our parent organization. This month I draw your attention to just one of the benefits offered by ALTA to all member companies.

[HOP: Homeowner Outreach Program](#)

Educating homebuyers, real estate agents, and others about the benefits of title insurance is perhaps one of your first, if not most important, steps in building and sustaining your business. Sounds like a lot of work, doesn’t it?

But, instead of having to create educational materials yourself, what if you had access to

more than **60 marketing resources** for direct-to-consumer communication in your own area? How could you use **professionally-designed templates** for all your homebuyer communications and presentations? And how are you doing with your digital marketing such as **Facebook, LinkedIn, Twitter, Instagram** and other social media? All this, and more, is part of what makes up a strong and successful educational and marketing presentation to grow a business.

How much time could you save by not having to create these types of education materials on your own? The answers to those questions and more are all part of [ALTA's HOP program](#). And get this, it's all part of an ALTA membership. Check it out today!

Stay tuned to future ILTA newsletters to learn more. And call on me anytime I can be of assistance.

Pete Tinsley, Executive Director

pete@indianalandtitle.org

317.842.6266

Committee Spotlight: Convention

ILTA Convention Committee

ILTA's Annual Convention is the highlight of the title industry's year. Convention not only offers affordable CLE and CE, but also the camaraderie of colleagues in the title industry. Attendance at ILTA's annual convention is the smartest way to keep up on all the new developments in the industry. **This year's ILTA Convention will be held October 13-15 at the Embassy Suites Convention Center in Noblesville, Indiana.** The committee is already gearing up to make this year's convention entertaining, informative and memorable.

For the convention to continue to be so successful, our committee volunteers help with planning every detail—from the major responsibilities like the themes of the parties and activities and events, to the snack menus and centerpieces. Are you

the party-planner of your office? Do you have an eye for fun and organization? Bring your talents to the convention committee and help make this year's convention the best one ever!

Sounds Great! How Do I Sign Up?



Joining the committee is easy. Just send an email to the 2019 Convention Committee Chairperson—Jennifer Wallander—at: Jwallander@nmtg.com

Legislative Update

On January 24th ILTA members met with legislators at the Indian Statehouse to discuss changes to Indian statutes impacting the title industry. Watch your inbox for regular updates from the Government Affairs Committee on pending legislation!



ILTA Job Connection



Open Position(s):

Title Insurance Company Manager

Established Elkhart County Title Insurance Company seeks title department manager to lead experienced team of professionals in continued growth. 3-5 years minimum Title/Escrow experience required; management experience preferred. Must work well under pressure, prioritize work with strong attention to detail, focus on customer service with proven managerial and problem-solving skills. Responsibilities include ability to perform title searches, anticipate potential title issues and resolve problems, conduct closings accurately, disburse funds according to escrow instructions, electronically record documents, and compile information needed to accomplish issuance of final commitments. Oversee staff, monitor workflow, and develop and maintain good customer relations, with the ability to acquire new business and retain existing customers. Competitive salary and benefits. Please submit resume to: Office Manager 130 N. Main Street, Goshen, IN 46526 or by email tfry@yaub.com

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Upcoming Events



Continuing Education

(CLE Credit Approved! Pending CE Credit Approval)

ILTA is sponsoring the **2019 Underwriting Roadshow!** In coordination with IvyTech, three education sessions will be offered this year at regional sites throughout Indiana. Each session will each have two topics taught concurrently at each location. And, each quarter, the sessions will rotate to the next location.

Wednesday, March 20, 2019:

IvyTech Columbus – Divorces; Estates
IvyTech Noblesville – Judgments & Liens;
Bankruptcy
IvyTech Evansville – Tax Sales;
Foreclosure

Wednesday, June 19, 2019:

IvyTech Columbus – Tax Sales;
Foreclosure

IvyTech Noblesville – Divorces; Estates
IvyTech Evansville – Judgments & Liens;
Bankruptcy

Wednesday, September 18, 2019:

IvyTech Columbus – Judgments & Liens;
Bankruptcy

IvyTech Noblesville – Tax Sales;
Foreclosure

IvyTech Evansville – Divorces; Estates

We hope you will take advantage of this terrific educational opportunity and a chance to learn from some of the most knowledgeable people in the industry about some of the most challenging underwriting issues we deal with in title. Check the ILTA website for updates, and to get registered!

**Have a story idea? Send it to: Miranda Bray, Chair,
Communications Committee; mbray@mticllc.com**