

**ILTA 2024 November –  
Get the Scoop – NAR Settlement, Digital Transformation in Settlement, and so much more!**

**Agenda**

**10-11am: Indiana REALTOR® Panel**

*Clearing the Hurdles – NAR Settlement Facts, the Future of Real Estate, and What it Means for Me*

Panelists: **Mark Fisher**, Chief Executive Officer of the Indiana Association of REALTORS®; **Kathy Elsbury Hall**, Broker/Co-Owner, Berkshire Hathaway HomeServices Indiana Realty; **Patrick M. Cline**, General Counsel, MIBOR REALTOR® Association

Transitions affecting one sector of the industry often have an industry-wide impact that is sometimes difficult to understand and navigate. Our expert panelists will discuss some of the known hurdles regarding the NAR Settlement, how they are being addressed, and how, as an industry, we can proactively manage potential obstacles involving the settlement, procedural changes, and upcoming legislation involving our REALTOR® partners.

**11am-12pm: Cyber Security...It's not IF it is WHEN**

Presenter: **Kellie Stanley Boston**, Sales Manager, Metropolitan Title of Central Indiana; 2024 Education Committee Chair, Indiana Land Title Association

Let's dive into the critical cyber fraud threats targeting the real estate industry. This session will cover seller impersonation, wire fraud, spoofing, and the dangers of unsecured Wi-Fi, as well as how human error plays a major role. Learn how to protect your email, understand key cybersecurity terms, and build a solid disaster recovery plan. We'll also discuss consumer protection strategies to help safeguard against these evolving threats. It's a can't miss session for anyone in real estate or cybersecurity!

**12pm-1pm Lunch**

**1-2pm: From Unfamiliar to Customary – Embracing RON and the Digital Transformation**

Panelists: **Teri Pansing**, SVP of Corporate Closing, Member of the Executive Team, Fairway Independent Mortgage Corporation; **Lynne Tucker Chandler**, Digital Collateral Director, Ginnie Mae

For more than two decades the real estate industry has been talking about and anticipating the arrival of digital closings and eMortgages. Although eNotes are being recorded with MERS and digital closings are happening every day, they represent a very small percentage of settlement transactions. Join us and our expert panelists to discuss industry trends and data and get the answers to your most pressing questions regarding digital closings:

- What is RON and what transactions are eligible?
- Who might be right for RON – red flags – caution?
- How is RON facilitated?
- What is the timeline for a significant increase in digital transactions?
- How can RON and the digital transformation improve internal processes and build market share?
- How can industry partners work together to speed up the adoption of digital closings and eMortgages?

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**2-3pm: ILTA Ethics Panel**

*FIRPTA Basics – Frequently Asked Questions and the Simplest Not-So-Simple Answers*

Presenter: **Brandi Halcomb**, Indiana Agency Account Manager, First American Title Company - Agency Services; 2024 President-Elect, Indiana Land Title Association

Together we will answer some of the most asked questions regarding how to handle a potential FIRPTA transaction and provide best practice suggestions to help make the process as simple as possible for everyone involved. Attendees will walk away equipped with answers and resources that can help navigate some of the tax responsibility involved with not-so-simple foreign investment sales transactions.

*Elder Fraud in Real Estate Transactions*

Presenter: **Amanda L. Krenson, JD**; Indiana-licensed Attorney; Indiana Underwriting Counsel, First American Title Company – Agency Services; 2024 Government Affairs Committee Chair, Indiana Land Title Association

This session will provide a comprehensive understanding of the growing threat to our aging population. We'll explore common types of Elder Fraud, including scams in real estate transactions, and learn strategies to prevent exploitation. Attendees will also be equipped with legal protections and available resources to safeguard seniors from financial abuse.