



Go to <http://www.eascv.org> to get more information!

## Escrow Association of Santa Clara Valley

JULY 2008



### President's Letter

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Hello everyone and I hope you all had a great 4<sup>th</sup> of July. I know I enjoyed the much needed time off, spending some time with my family and friends. Of course, I overate much of the weekend so thank goodness for Tums. Even though the fire work's shows have been scaled down or even eliminated due to the wild fires in California, the show I saw was spectacular. On that note, please send all your happy thoughts and prayers to all of those affected by the fires all through our state and to the tireless men and women fighting the fires.

Lena Signor and I had the honor of representing CEA and our region at the annual AEA Conference. The conference was held June 12-14 in Washington DC. It was a very informative and exciting conference with some top quality speakers. Be sure to read Lena's AEA report in this newsletter for some valuable information. It is because of your membership that we were allowed to represent EASCV on a national level so we can have a voice. So, thank you.

On July 11-12 is our annual Norcal conference in San Ramon at the Marriott. We will have some excellent speakers and, of course, have a lot of fun. Remember PD Holders (I sound like a broken record), this is the last year of the three year cycle so come to Norcal and pick up some credits.

On October 2-5, the annual CEA conference will be held in Long Beach. This also will be an awesome event so if you can make it down, I highly recommend it. Each year I attend I am even more impressed than the year before.

Don't forget, our September dinner meeting is our county manager's night. The theme is A Day at the Races. The meeting will be at the Three Flames, as usual, on September 16, 2008. It is always a lot of fun so be sure to come out.

Thank you for your continued support!

*Colleen J. Gallagher*

2008 President

[Colleen.Gallagher@fnf.com](mailto:Colleen.Gallagher@fnf.com)

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Director	Jackye Chai	<a href="mailto:jchai@ortc.com">jchai@ortc.com</a>	408-296-4500 ex 325

## **2008 CALENDAR**

### **ESCROW ASSOCIATION OF SANTA CLARA VALLEY**

**July 11 and 12, 2008** Norcal Conference in San Ramon, CA

**August (TBD)** Pizza and Education Night from 6:00-8:00pm  
 Chicago Title Company - 675 N. First Street, San Jose, CA 95112  
 Speaker: Rod Pasion, Associate Regional Counsel for Chicago Title  
 on DBA's, LLC's, LLP's, and Partnerships

**September 9, 2008** EASCV Board Meeting  
**September 16, 2008** General Membership Meeting at 6:00 pm  
 County Manager's Night - "*A Day at the Races*"  
 Three Flames, 1547 Meridian Avenue, San Jose, CA

**October 2-5, 2008** CEA Annual Conference in Long Beach, CA

**November 7-8, 2008** CEA Board of Directors Meeting at Hilton Hotel, Costa Mesa  
**November 18, 2008** General Membership Meeting at 6:00 pm  
 Installation of 2009 Officers and Directors  
 Three Flames, 1547 Meridian Avenue, San Jose, CA

**Escrow Association of Santa Clara Valley Presents.....**  
**September's Dinner Meeting**

**Where:** Three Flames

1547 Meridian Ave. SJ 95126

**When:** Tuesday, September 16<sup>th</sup> at 6:00pm  
 No host cocktails at 5:30pm

➡ **(NEW COST!): \$25.00 for Members and \$30.00 for Non-members** ➡

**County Manager's Night**  
**"A Day at the Races"**

**Menu To Be Announced Later**

*Please note: RSVP's must be FAXED to (408) 448-4821 no later than 3pm Wednesday BEFORE the meeting!*

**Go to <http://www.eascv.org/membership/registration> to pay via PayPal**

Company Name: \_\_\_\_\_ Phone \_\_\_\_\_

Company Contact: \_\_\_\_\_

Name of guests:	Member	Y/N	Designation	Dinner Selection	Paid w/Paypal
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1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

ChicagoTitle-Francine Linde: <a href="mailto:lindef@ctt.com">lindef@ctt.com</a>	First American(San Jose)Lauren Willis: <a href="mailto:lwillis@firstam.com">lwillis@firstam.com</a>
Cornerstone Title: <a href="mailto:ssayers@cornerstonetitleco.com">ssayers@cornerstonetitleco.com</a>	LandAmericaCompanies-Pam Mannia: Fax to: 866-9769
Fidelity National Title-Jason Herrera: <a href="mailto:jhererra@fnf.com">jhererra@fnf.com</a>	North American-Chrissy Conceicao: <a href="http://cconceicao.nat.com">cconceicao.nat.com</a>
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FirstAmerican(Monterey) Lal Sutton: <a href="mailto:lsutton@firstam.com">lsutton@firstam.com</a>	Stewart Title-VickieStermer: <a href="mailto:vstermer@stewart.com">vstermer@stewart.com</a>

If your company is not listed or if you are the contact person for your company, please fax **(408) 448-4821**.

"PD holders will receive 2 to 2 ½ credits for this dinner meeting & future general membership meetings."

## **SPECIAL ANNOUNCEMENT DINNER PRICE REDUCTION**

The Board of Directors of the Escrow Association of Santa Clara Valley heard your concerns about the price of the dinner meetings and has felt the hardship of our members who are temporarily unemployed. We have rolled back the price of the dinner to 2006 amounts. Beginning with the January 15<sup>th</sup> meeting our prices will be as follows:

**Member \$25.00**  
**Non-member \$30.00**

Please continue to use Paypal whenever possible to pay for your dinner ahead of time. Be sure to also fax your reservations in (even if you use PayPal) so that we can get an accurate account of who is attending.

### **Pay with PayPal!**

You can now register for the Dinner Meetings on-line using PayPal

Simply go to the following link to sign up for the May dinner

<http://www.eascv.org/membership/registration>

### **Why use PayPal?**

- It is a safe, secure way to pay on-line
- No more fumbling for your checkbook or cash at the door
- Saves time
- Your receipt is ready-made



**NOR-CAL EDUCATIONAL CONFERENCE  
IS COMING!!! JULY 11 AND 12, 2008  
SAN RAMON, CA**

This year's Nor-Cal Educational Conference promises to be another great conference. The theme is "***We Are Still In The Game***". So far we have the following topics:

- Legislative update (Hot, hot stuff going on right now)
- Notary class and test (Friday)
- Escrow/ Mortgage Fraud
- TIC'S (Tenants in Common transactions where people own a percentage interest in a multiple unit property) Each unit is a percentage interest.
- "Seller carry back" Notes & Deeds of Trust
- Reverse Mortgages (back by popular demand)
- Michael Haas (back by popular demand but a very different topic)

Plus a lot more to be announced. It is the last year if the cycle for PD holders, so plan to attend. We will not be using the "scanners" this year so PD will handle by manual sign ups.

Times are hard right now, but it is NOT the time to lose your PD or not keep yourself current with education. And... don't forget the networking and friends that you see every year!! See you there!



## **NOR-CAL EDUCATIONAL CONFERENCE NOTARY CLASS AND TEST RESERVATION INSTRUCTIONS**

**When:** July 11, 2008  
**Where:** San Ramon Marriott Hotel, 2600 Bishop Dr., San Ramon, CA 94583  
**Time:** 8:30 am – 3:30 pm  
**Cost:** \$99.00\* (CEA Member discount, see below)

**If you are a CEA member you must make your reservation through the CEA website and you will receive a \$10.00 discount - Total cost for the class: \$89.00\***

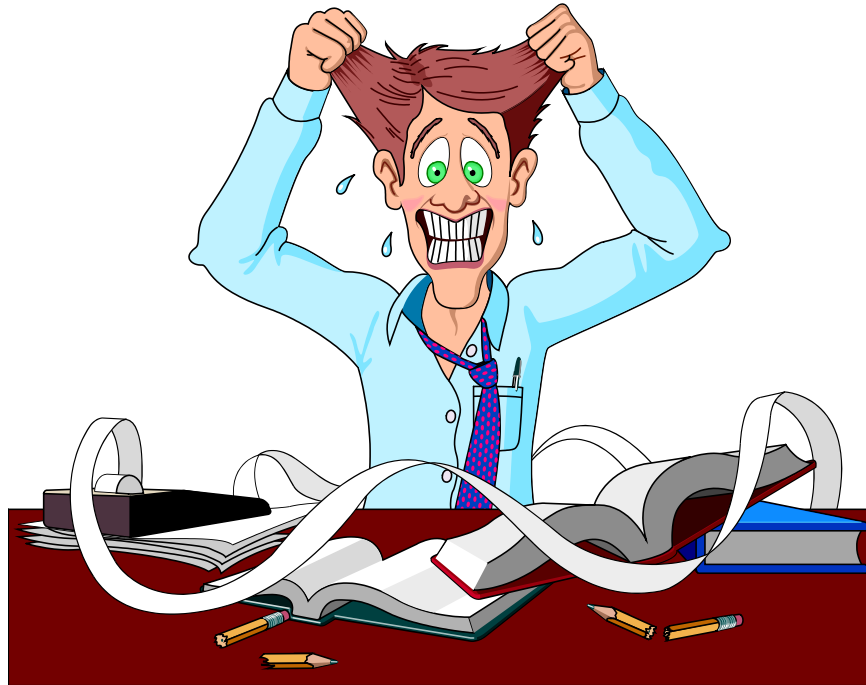
**If you are not a member of CEA but want to register for the class and exam contact:**

**Duane Gomer, Inc.  
949-457-8930/ 800-439-4909  
Website: [www.duanegomer.com](http://www.duanegomer.com)**

**Make your reservations early because Duane Gomer will send you materials well in advance of the class.**

**Any questions concerning the notary class and test, please contact [lenaltd@gmail.com](mailto:lenaltd@gmail.com).**

***\*In addition to the class you will need to pay for your fees due to the State for the exam.***



## **PIZZA AND EDUCATION NIGHT** **POSTPONED UNTIL AUGUST.**

**LEARN ABOUT WHAT AUTHORITATIVE DOCUMENTS  
ARE REQUIRED FOR DBA'S, LLC'S, LLP'S,  
PARTNERSHIPS, AND JOINT VENTURES**

**SPEAKER IS ROD PASION, ASSOCIATE REGIONAL COUNSEL FOR CHICAGO TITLE**

**WHERE: CHICAGO TITLE COMPANY  
675 N. FIRST STREET, SAN JOSE, CA 95112**

**TIME: 6:00 TO 7:30 PM**

**PRICE: \$15.00**

**GET 1.5 PD CREDITS AND REALLY LEARN SOMETHING AS WELL!!**

**RSVP: [Lena Signor, CSEO](#)  
Use attached form and fax to:  
Lena: 408-448-4821**

**PIZZA AND EDUCATION RESERVATIONS**



## **EASCV's CHARITY FOR 2008**

Our charity for 2008 is Camp Okizu, which is a camp for kids with cancer. In addition to monetary donations, the camp also needs the items on the Wish List located at the link below. Some of these items are inexpensive but if you can help, please do. Since the items are for public use, they can only accept new unopened items.

Thank you in advance for your generosity!

<http://www.okizu.org/Camp%20Okizu%20Wish%20List.doc>

**We have a new website! Please check it out!**

**<http://www.eascv.org>**

**If you have any questions or comments, please email us at**

**[info@eascv.org](mailto:info@eascv.org)**

**AEA REPORT  
WASHINGTON DC  
JUNE 12-14 2008**

I have to say this AEA conference was one of the best I have ever attended. Not only was it in a great city (although expensive) it was well worth the price. I want to thank you the members and the board for allowing me to attend.

Let's see, where to start, on Thursday was the annual business meeting where CEA's Carolyn Marcial was elected to 2<sup>nd</sup> Vice President. The business meeting is the most challenging of the days because there are no breaks and it goes on from Noon to 5pm.

Friday beginning session was all about HUD and their proposed 2008 regulation changes. At the time, which was a day AFTER the cutoff date for comments, HUD had received around 4,000 comments. And believe it not they intend to read every single one. The question and answer period at first seemed to only be about YSP and lender/mortgage broker information. In fact no one had asked about their reasoning for the "closing script" being the settlement agent's problem UNTIL California stood up and asked why are you wanting escrow/settlement agents to be responsible for the script. Her answer was that we were the only trustworthy people in the transaction. Ha! Flattery will get you nowhere. We now need to wait and see what happens.

The second Session of the day was a speaker from Union Bank of California from San Francisco. He was entertaining and informative. He explained why we are in a sluggish economy and not a recession. Apparently the GPA (Gross National Product) has to be down 2 months in row and that has not happened. His opinion was in about 90 days we would hit rock bottom and begin the climb upward at a snail's place.

Next one was more RESPA information presented by an attorney who was very funny and informative. But his presentation also touched on the common errors that are made regarding paying for business etc. He gave us a little test as we went along. We all did pretty well. I won an hour of his time!!!

The next session was about what was happening around the country with regards to legislative issues. No real surprises there.

Saturday started with Residential & commercial closing practices and trends. They talked a lot about fraud in the commercial sector as well as residential area.

Next was the Uniform Closing Instructions Update which of course as headed by Dave Shean from California. Now that HUD as thrown their possible new regs into the mix, they are waiting for that before they put the instructions into practice.

Following that was Senator Seymore who talked to us about campaign promises. He reminded us that they are promise the world but if the folks on Capitol Hill don't get behind their promises nothing will happen. It was a look into the world of politics that we don't get to see. He thought in 90 days we would hit rock bottom and begin the climb back up. He thought by the 1<sup>st</sup> quarter of 2009 we would be in much better shape.

The last session was about National Fraud Issues and we all know what is happening there. We saw a video made by the Ventura County DA about fraud.

The hotel was under a 7 million dollar renovation, the temperature was around 90 over 90, but it still was a great convention. The last night 12 of us went on a night tour to see the monuments lit up at night....and it rained!!! But it was cool anyway. Thanks again for allowing me to represent our association in Washington DC.

If anyone wants to borrow my CD from AEA and copy anything from it let me know.

Respectively submitted

Lena Signor, CEO, CSEO CEI, Senior CEA Director

## EASCV BUDGET FOR 2008

Category	Jun-08	2008 Disbursed	Annual Budget 2008	Remaining Balance	2007 Disbursed	Annual Budget 2007
<b>Expense</b>						
Marketing/Web Site	\$69.95	\$644.71	\$1,800.00	\$1,155.29	\$4,218.63	\$3,000.00
AEA Conference	\$1,413.00	\$1,413.00	\$1,800.00	\$387.00	\$1,055.85	\$2,000.00
Bank Charges			\$30.00	\$30.00	\$2.00	\$30.00
CEA Directors	\$472.45	\$1,847.55	\$5,000.00	\$3,152.45	\$7,224.30	\$6,000.00
Dinner Meeting Cost		\$3,952.00	\$7,000.00	\$3,048.00	\$12,277.45	\$16,000.00
Donations			\$500.00	\$500.00	\$500.00	\$500.00
Personal Donations						
Fundraising Expense			\$500.00	\$500.00	\$1,642.36	\$2,500.00
Holiday Turkeys			\$250.00	\$250.00	\$500.00	\$500.00
Installation Cost/Wine			\$0.00	\$0.00	\$81.26	\$10.00
Membership Expense			\$300.00	\$300.00	\$500.00	\$500.00
Newsletter	\$65.00	\$390.00	\$780.00	\$390.00	\$715.00	\$700.00
Historian			\$250.00	\$250.00	\$64.92	\$250.00
PD/Education costs		\$77.11	\$1,000.00	\$922.89	\$516.32	\$1,400.00
PO Box fee			\$125.00	\$125.00	\$92.00	\$75.00
President's Fund			\$0.00	\$0.00		\$10.00
President's Plaque			\$20.00	\$20.00	\$8.12	\$50.00
Raffle Prizes		\$114.13	\$900.00	\$785.87	\$1,007.00	\$2,000.00
CEA raffle			\$400.00	\$400.00	\$300.00	\$400.00
Scholarships			\$0.00	\$0.00		\$10.00
Speaker Costs/Gifts		\$1,200.00	\$2,000.00	\$800.00	\$250.00	\$1,000.00
Storage Rent		\$456.00	\$500.00	\$44.00	\$481.43	\$500.00
Tax Obligation		\$10.00	\$10.00	\$0.00	\$10.00	\$10.00
Tax Preparation	\$489.00	\$489.00	\$500.00	\$11.00	\$428.00	\$500.00
Escrow Trivia			\$0.00	\$0.00		\$250.00
Expense/All Other			\$50.00	\$50.00	\$20.00	\$10.00
Board Meeting Expense	\$100.67	\$420.32	\$750.00	\$329.68	\$1,416.81	\$2,000.00
<b>Total</b>	<b>\$2,610.07</b>	<b>\$11,013.82</b>	<b>\$24,465.00</b>	<b>\$13,451.18</b>	<b>\$33,311.45</b>	<b>\$40,205.00</b>
<b>Income</b>						
Earned Interest	\$0.57	\$3.02	\$20.00	\$16.98	\$6.56	\$50.00
Returned Check Charges			\$0.00	\$0.00		\$30.00
Dinner Meetings		\$3,861.61	\$10,000.00	\$6,138.39	\$13,325.06	\$21,225.00
Fundraising			\$400.00	\$400.00	\$400.00	\$8,000.00
Membership		\$1,150.00	\$1,500.00	\$350.00	\$1,625.00	\$2,500.00
Miscellaneous			\$0.00	\$0.00	\$0.24	\$1,000.00
NorCal			\$2,500.00	\$2,500.00	\$1,671.75	\$3,000.00
PD/Education		\$170.00	\$2,000.00	\$1,830.00	\$1,290.00	\$2,400.00
Raffle		\$928.00	\$2,045.00	\$1,117.00	\$3,633.00	\$2,000.00
Investment CD Withdrawal		\$6,000.00	\$6,000.00	\$0.00		
Personal Donations		\$416.00				
<b>Total</b>	<b>\$0.57</b>	<b>\$12,528.63</b>	<b>\$24,465.00</b>	<b>\$12,352.37</b>	<b>\$21,951.61</b>	<b>\$40,205.00</b>