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Escrow Association of Santa Clara Valley

OCTOBER 2008



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## President's Letter

Boo! It is the month of Halloween, one of my favorite times of year. It is the time for ghosts and goblins and haunted houses and all things spooky and scary. I look forward to dressing up my boys up and seeing all of the other neighborhood ghouls as well. Of course, I also enjoy eating all of the candy once the youngsters go to bed, too.

Speaking of which, can it get any scarier in our industry? It seems like lenders are disappearing in the night, like ghosts. Some big name lenders are no longer in the mortgage business, like Washington Mutual and Wachovia. It seems that everyday in the news, all I hear about is the economy and bail outs and the stock markets and lions and tigers and bears, OH NO!

If you are confused, you are not alone. It is difficult to keep up with all that is going on in our country these days. I have yet to make any sense of this bail out proposal and how this affects us and our industry. I am not suggesting . that you bury your head in the sand but trying to keep up can be consuming. Ultimately, all we can do is pay attention and hope for the best. It will get better, it always does.

As you are aware, the board made the decision to cancel the County Managers night that we normally have in September. Of course, we were very disappointed that we had to do so. We crunched the numbers and decided that your membership dollars were best spent elsewhere. Usually, the association uses this event as a fundraiser but with the decline in county manager and membership participation, we were going to lose funds. We thought it best to bank those funds for 2009.

This coming weekend is the annual CEA Conference in Long Beach. I hear it is going to be a great conference with speakers that will be talking about the latest in our industry. It is always a fun time as well, to share war stories with your fellow escrow professionals. I also wanted to remind you that you can receive double credits this year so if you are behind, this would be a great opportunity to catch up.

Please mark your calendar for November 25, 2008, which is our annual Installation Dinner. This will be at the Three Flames as always. More information will follow.

Have a safe and happy Halloween!

*Colleen J. Gallagher*

2008 President

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

<b>2008 Officers and Board Members</b>			
President	Colleen Gallagher	<a href="mailto:colleen.gallagher@fnf.com">colleen.gallagher@fnf.com</a>	408-371-8040
Vice-President	Ron Ricard	<a href="mailto:ron.ricard@ipx1031.com">ron.ricard@ipx1031.com</a>	408-483-1031
Secretary	Linda R. Murphy	<a href="mailto:Linda.al@comcast.net">Linda.al@comcast.net</a>	408-203-0820
Treasurer	Cory Winters	<a href="mailto:cwinters@nat.com">cwinters@nat.com</a>	
Past-President	Jason Herrera	<a href="mailto:jherrera@fnf.com">jherrera@fnf.com</a>	408-371-8040
Director	Marie Barber	<a href="mailto:marieb@fnf.com">marieb@fnf.com</a>	408-371-8040
Director	Joseph Difu	<a href="mailto:joe@1031xsi.com">joe@1031xsi.com</a>	408-377-6700
Director	Lena Signor	<a href="mailto:Lenaltd@gmail.com">Lenaltd@gmail.com</a>	408-960-5627
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**

**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 25, 2008** General Membership Meeting at 6:00 pm  
 Installation of 2009 Officers and Directors  
 Three Flames, 1547 Meridian Avenue, San Jose, CA

## **The Proposed Slate of 2009**

### **Officers**

President: Anita Rubeck  
 President Elect:  
 Vice President & State Director: Lena Signor  
 Treasurer: Joette Joseph  
 Secretary: Linda Murphy

### **Directors**

Colleen Gallagher (Past President)  
 Jackye Chai  
 Joseph Difu  
 Philipe Doren

**Escrow Association of Santa Clara Valley Presents.....**

# November's Dinner Meeting

**Where:** Three Flames

1547 Meridian Ave. SJ 95126

**When:** Tuesday, November 25<sup>th</sup> at 6:00pm

No host cocktails at 5:30pm

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

## Annual Installation Dinner

### 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
1.	_____	_____	_____	_____	_____	_____
2.	_____	_____	_____	_____	_____	_____
3.	_____	_____	_____	_____	_____	_____
4.	_____	_____	_____	_____	_____	_____

Chicago Title-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>
Stewart Title-VickieStermer: <a href="mailto:vstermer@stewart.com">vstermer@stewart.com</a>	Old Republic Title-Linda Bentson: <a href="mailto:lbentson@ortc.com">lbentson@ortc.com</a>
FirstAmerican(Monterey) Lal Sutton: <a href="mailto:lsutton@firstam.com">lsutton@firstam.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

## **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>

**Check out our website for additional information!**

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

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

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



## **PIZZA AND EDUCATIONAL NIGHT**

**OCTOBER 14, 2008**

**WHERE: CHICAGO TITLE COMPANY  
675 NORTH FIRST STREET 4 FLOOR  
SAN JOSE, CA 95110**

**TIME: 6PM TO 8PM**

**COST: \$15.00**

**SPEAKER: ANITA RUBECK**

**TOPIC: SO YOU THOUGHT YOU WERE DOING SOME  
ONE A "FAVOR" NOW LET'S TALK ABOUT  
WHAT IT CAN COST YOU!**

**2 PD CREDITS. Fax your reservations to: Lena Signor (408) 267-2100  
Use the attached reservation form. Deadline for reservations is  
October 13, 2008.**



## EASCV BUDGET FOR 2008

Category	Sep-08	2008 Disbursed	Annual Budget 2008	Remaining Balance	2007 Disbursed	Annual Budget 2007
<b>Expense</b>						
Marketing/Web Site	\$69.95	\$868.46	\$1,800.00	\$931.54	\$4,218.63	\$3,000.00
AEA Conference		\$2,484.72	\$1,800.00	-\$684.72	\$1,055.85	\$2,000.00
Bank Charges		\$26.43	\$30.00	\$3.57	\$2.00	\$30.00
CEA Directors		\$2,801.96	\$5,000.00	\$2,198.04	\$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	\$61.84	\$61.84	\$300.00	\$238.16	\$500.00	\$500.00
Newsletter	\$65.00	\$585.00	\$780.00	\$195.00	\$715.00	\$700.00
Historian			\$250.00	\$250.00	\$64.92	\$250.00
PD/Education costs	\$162.02	\$369.14	\$1,000.00	\$630.86	\$516.32	\$1,400.00
PO Box fee		\$94.00	\$125.00	\$31.00	\$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		\$458.88	\$900.00	\$441.12	\$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	\$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		\$472.68	\$750.00	\$277.32	\$1,416.81	\$2,000.00
<b>Total</b>	<b>\$358.81</b>	<b>\$14,330.11</b>	<b>\$24,465.00</b>	<b>\$10,134.89</b>	<b>\$33,311.45</b>	<b>\$40,205.00</b>
<b>Income</b>						
Earned Interest	\$0.36	\$4.01	\$20.00	\$15.99	\$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		\$1,250.00	\$1,500.00	\$250.00	\$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	\$240.00	\$590.00	\$2,000.00	\$1,410.00	\$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>\$240.36</b>	<b>\$13,049.62</b>	<b>\$24,465.00</b>	<b>\$11,831.38</b>	<b>\$21,951.61</b>	<b>\$40,205.00</b>

**Minutes for September 9, 2008**  
**Board Meeting**

Dated: September 9, 2008

Called to Order: 5:40 p. m. by President, Colleen Gallagher

At: Teleconference. Call (877) 834-7331. Password is 510249.

Attendance: Colleen Gallagher, Ron Ricard, Lena Signor, Cory Winters, and Marie Barber.

Absent: Jackye Chai, Linda Murphy, Joe Difu.

1. Approval of Minutes: Motion to Approve August minutes made by Jason Herrera Second by Lena Signor Motion carried or as amended.
2. Treasurer's Report: Motion to approve August Budget made by Lena Signor. Second by Jason Herrera. Motion carried or as amended.
  - a. Bills to submit:
    - \$ 26.43 to Bank of America for Checks
    - \$162.02 to Lena Signor for PE Class
    - \$115.00 to Jennifer Vasquez
  - b. Funds to deposit:
    - \$240.00 from PE Class
3. Membership – Linda, any new members to induct?
  - a. No new members
4. Professional Designation: Lena Signor.
  - a. This is the last year of the 3 year cycle. No PD Test is being held due to lack of applicants
    - i. Carol Lee with FNT taking test at conference
5. Hospitality/Raffle – Marie Barber
  - a. Tabled
6. Speaker Gift – Jackie Chai
  - a. Jackie has agreed to take over this function and will bring the gift cards for the speaker to each dinner meeting.
  - b. Fundraiser Committee – Jason Herrera and Joe Difu-Thank you to Joe and Jason for their help. September county manager meeting cancelled.
7. Historian/Photos – Joe Difu.

- a. Any items to discuss or suggestions/comments?
  - i. Tabled
  
- 8. Site – Ron Ricard and Lena Signor
  - a. Any information to share?
    - i. We have until Friday to cancel September Meeting
  
- 9. Old Business
  - a. November meeting: This is usually sponsored by the company of the President Elect. Joe has committed for Exchange Solutions to sponsor.
  
- 10. Additional Old Business: Any old business to discuss? None.
  
- 11. New Business: Do we have a September 2008 meeting at all?
  - a. 9/9/08 voted via email to cancel Manager's Night
    - i. Jason will return raffle prizes and will be reimbursed for any costs
  - b. Question- Do we have a meeting at all in September?
    - i. Motion made by Lena to cancel September meeting. Ron Ricard 2nds. Motion Carried
    - ii. Lena will look into getting an education class together depending on the response of the cancellation of the September meeting
    - iii. Colleen will have Linda Murphy send out a blast regarding the cancellation and info on how to make up the credit if necessary
    - iv. Colleen will contact John Killen and Lena will contact Ray about the cancellation of Manager's Night
  - c. Ballots
    - i. Jason- they were sent out before the end of August
      - 1. Received 32 already so we have a quorum

Adjourned at 5:59 p.m.