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## Escrow Association of Santa Clara Valley

APRIL 2009



### PRESIDENT'S LETTER

It was very nice to have a great gathering for our St Patrick's Day dinner meeting!

The success of these events takes the combined efforts of many people. The board works hard to make arrangements for obtaining a room, food, drinks, raffle awards, meeting the CEA requirements for PD qualification, registration, raffle sales, decorating, speaker accommodations, setting up and cleaning the room. These details must all be accomplished while keeping an eye on the limits of the budget.

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Helping make the evening a festive occasion, I want to thank Old Republic for providing the dessert and Stewart Title for the room. The green beer and service was provided by Equity Preservation. We received raffle awards from Exchange Solutions, Central Signing Service and Bank of the West. We are quite thankful for all these contributions!

The focus of our association is to provide educational opportunities. We were very fortunate that Jim Sibley from Santa Clara District Attorney's Office took time from his busy schedule to share his experiences with us.

Mr. Sibley gave us a presentation crammed full of very applicable and timely information. I especially enjoyed the video of the roller coaster ride representing housing prices over the last 100 years!

Jim told to us that the 'bad-guy' is always looking for the latest way to pull off a scam. It was interesting to learn poor notary practices have often been the 'Achilles-Heel' of a fraud scheme. Most often the notary doesn't receive any personal benefit. Yet, the first party to be caught is the notary who allowed the use of a Matricula Counselor as identification, or wasn't actually present at the signing. As Jim pointed out, 'If not for the notary, the rest of the fraud scheme would not have moved forward.'

Lena Signor provided us with a hot-off-the-press announcement of bills that have been introduced that may influence our industry. Part of our dues for membership goes to the California Escrow Association to take a leadership roll concerning these new bills. The bills will be analyzed and CEA will make a decision to launch their support or fight these bills. We will bring more information on these bills as they become available to us.

Our next meeting on May 19, will be held at the newly remodeled conference room of Old Republic Title Company 1900 The Alameda, San Jose.

Our guest speaker will be the always entertaining and great friend of Escrow, Mr. Michael Haas.

Please, mark your calendar for June 12 and 13 for the Nor-Cal Conference held at the San Ramon Marriott.

Only YOU can make the commitment of keeping current on issues and gaining knowledge by attending educational functions. When you come to the dinner meetings **you are investing in yourself!** See you on May 19<sup>th</sup>!

*Anita Rubeck*

Anita Rubeck, 2009 President

[alrubeck@firstam.com](mailto:alrubeck@firstam.com) ~ [anita.rubeck@yahoo.com](mailto:anita.rubeck@yahoo.com)

# 2009 CALENDAR

## ESCROW ASSOCIATION OF SANTA CLARA VALLEY

- April 21, 2009** Face to Face Board Meeting at 5:30 pm at Northern California Escrow Services  
5510 Almaden Expressway, Suite Ste A, San Jose, CA 95118
- April 24-25, 2009** CEA Board of Directors Meeting at Renaissance Hotel, Long Beach
- May 12, 2009** Teleconference Board Meeting at 5:30 p.m.  
**May 19, 2009** General Membership Dinner Meeting at 6:00 pm at Stewart Title of California  
901 Campisi Way, Campbell, Ca 95008 ~ Speaker: Michael Haas
- June 4-6** AEA Conference, Sparks NV  
**June 12-13, 2009** Nor Cal Conference – San Ramon, CA  
**June 16, 2009** Face to Face Board Meeting at 5:30 p.m.  
5510 Almaden Expressway, Suite Ste A, San Jose, CA 95118
- July 14, 2009** Teleconference Board Meeting at 5:30 p.m.  
**July 21, 2009** General Membership Dinner Meeting at 6:00 pm at Stewart Title of California  
901 Campisi Way, Campbell, Ca 95008 ~ Speaker: Mock Trial Part I
- August 7-8, 2009** CEA Board of Directors Meeting at Renaissance Hotel, Long Beach  
**August 18, 2009** Teleconference Board Meeting at 5:30 p.m.
- September 8, 2009** Teleconference Board Meeting at 5:30 p.m.  
**September 15, 2009** General Membership Dinner Meeting at 6:00 pm at Stewart Title of California  
901 Campisi Way, Campbell, Ca 95008 ~ Speaker: Mock Trial Part II
- October 20, 2009** Face to Face Board Meeting at 5:30 p.m.  
5510 Almaden Expressway, Suite Ste A, San Jose, CA 95118  
**October 22-25, 2009** CEA 54th Annual Educational Conference in Long Beach, CA
- November 10, 2009** Teleconference Board Meeting at 5:30 p.m.  
**November 13-14, 2009** CEA Board of Directors Meeting at Renaissance Hotel, Long Beach  
**November 17, 2009** Installation of 2010 Officers & Directors Dinner Mtg at 6:00 pm at Stewart Title of  
California  
901 Campisi Way, Campbell, Ca 95008~ Speaker: Escrow-Opoly  
**November 30, 2009** 2010 membership renewals due to CEA Headquarters
- December, 2009** Joint Meeting with 2009 and 2008 with Board of Officers and Directors  
Time and Date - TBD  
**December 31, 2009** P. D. 502 forms due to CEA Headquarters

<b>2009 Officers and Board Members</b>			
<b>President</b>	<b>Anita Rubeck</b>	<a href="mailto:alrubeck@firstam.com">alrubeck@firstam.com</a> <a href="mailto:Anita.rubeck@yahoo.com">Anita.rubeck@yahoo.com</a>	(925) 225-2637
<b>Vice President</b>	<b>Lena Signor</b>	<a href="mailto:lana@norcalescrow.com">lana@norcalescrow.com</a>	(408) 267-2100
<b>Secretary</b>	<b>Linda R. Murphy</b>	<a href="mailto:Linda.al@comcast.net">Linda.al@comcast.net</a>	(408) 203-0820
<b>Treasurer</b>	<b>Joette Joseph</b>	<a href="mailto:jjoseph@ortc.com">jjoseph@ortc.com</a>	(408) 354-9128
<b>Past President</b>	<b>Colleen Gallagher</b>	<a href="mailto:colleen.gallagher@fnf.com">colleen.gallagher@fnf.com</a>	(408) 371-8040
<b>Director</b>	<b>Joseph Difu</b>	<a href="mailto:joe@1031xsi.com">joe@1031xsi.com</a>	(408) 377-6700
<b>Director</b>	<b>Jackye Chai</b>	<a href="mailto:jchai@ortc.com">jchai@ortc.com</a>	(408) 296-4500x 325
<b>Director</b>	<b>Philippe Doren</b>	<a href="mailto:pdoren@hotmail.com">pdoren@hotmail.com</a>	(408) 464-2158

# Escrow Association of Santa Clara Valley

## May's Dinner Meeting

**NEW** **Where:** Stewart Title Company at 901 Campisi Way, Campbell 95008  
**NEW** **When:** Tuesday May 19<sup>th</sup>, at 6:00

*"My Mama used to say: You'd better check around...  
with the Tax Man!"*

**Michael Haas, CPA**

*Tax implications rising from Short Sales, the RFO  
fallout and the stimulus Package*

**NEW** **\$15.00 for Members and \$20.00 for Non-members**

**Please note: RSVP's must be emailed to [pdoren@hotmail.com](mailto:pdoren@hotmail.com) **NEW**  
OR faxed to (408) 295-2891 no later than 3pm the FRIDAY BEFORE the meeting!**

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

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

Name of guests	Member Y/N	Designation
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____

Chicago Title-Kathryn Kelly: <a href="tel:6503267538">(650) 326-7538</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>	First American(Monterey) Lal Sutton: <a href="mailto:lsutton@firstam.com">lsutton@firstam.com</a>
Fidelity National Title-Jason Herrera: <a href="mailto:jhererra@fnf.com">jhererra@fnf.com</a>	North American-Pam Jackson: <a href="mailto:pjackson@nat.com">pjackson@nat.com</a>
Stewart Title-Vickie Stermer: <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>

**NEW** If your company is not listed or if you are the contact person for your company,  
please email reservations to [pdoren@hotmail.com](mailto:pdoren@hotmail.com) or fax (408) 295-2891

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

# **Pirates of the Escrow And The Adventures of Reading the Treasure Map called Preliminary Report**

Sometimes guiding an escrow to the close is similar to sailing the Black Pearl across a vast sea in search of a tiny island where the Treasure Chest is located. Once found, the Treasure Chest is opened for the disbursement of jewels, pieces of eight and doubloons to all that participate in the great escrow voyage.

Before setting sail to the Black Pearl, Captain Jack Sparrow, or the Escrow Officer, is handed a map that has been carefully crafted by a crusty crew member that goes by the name of Title Officer. The map is entitled Preliminary Report.

The map/pre must be read by someone who has the experience to interpret all the clues, myths and warnings.

Seeking a smooth voyage, Captain Escrow Officer takes care to commit to memory the location of every obstacle, dead zone, false direction, ghosts, skeletons, sea monsters, and other pirates.

Captain Escrow Officer and his crew must have courage to fend off every evil that will attempt to sink the Black Pearl while on the voyage to find the Treasure Chest.

Sailing the mighty ocean a three-eyed sea monster reared its ugly head! Captain Escrow Officer having never seen such a monster, asked “ARRRRRRR what be that called?” The always reliable crusty old Title Officer, responded “ARRRRR, that be called a Lis Pendens Sir!”

As the sea waves gained strength, Captain Escrow Officer commanded the crew to swab the deck with a solution called Expungement. With the Expungement the waves became calm and the sea monster disappeared back to the depths of the sea.

Sailing on, the Black Pearl bumped into several floating coffins. Captain Escrow Officer called out “All hands on deck, hoist those coffins aboard ship, mateys! One by one the coffins were opened.

From the first coffin a skeleton lurched out! Frightened, the crew took a collective gasp of air! The skeleton had a chain wrapped around its bones with a sign. The sign read “These bones are *cursed*, as they are the bones of a lender who is now out of business. A dreadful sickness to anyone attempting to obtain a payoff and reconveyances from this lender.”

The second coffin is opened and a ghost is released to fly amongst the sails. This is the ghost of dead-man title or escrow company who was the trustee on the Deed of Trust for the lender that is now out of business.

After a long and treacherous voyage a swabby and his parrot yelled out “Land Ho!”

Nearing the end of the search Captain Escrow Officer anchored the Black Pearl near the tiny island.

Arriving on the tiny island, the crew was met by quicksand, otherwise known as a child support lien. The endless swirling of the payments was stopped by obtaining a demand for ransom with a satisfaction.

## **Pirates of the Escrow And The Adventures of Reading the Treasure Map called Preliminary Report CONTINUED...**

Re-reading the Treasure Map/pre, Captain Escrow declares “The Treasure Chest should only be ten paces from the third palm tree”.

With anticipation the crew quickly took shovel to sand and dug a great hole to reveal a beautiful Treasure Chest with a rusty lock.

“ARRRRRRR, where is the key to the Treasure Chest?” scowled Captain Escrow Officer.

From a distance the crusty Title Officer approached with a golden key around his neck. The Title Officer said, “You may have this key upon delivery of the Treasure Map/preliminary report with all the obstacles, dead zones, false directions, ghosts, skeletons, sea monsters, and other pirates, having been identified, satisfied and released!”

With a great sigh of relief from everyone Captain Escrow Officer had taken care to check off every item shown on the Treasure Map/pre during the perilous journey.

The crusty Title Officer unlocked the Treasure Chest with the golden key. The events were recorded in the ships log or in the County where the island was located. Having verified the recording, Captain Escrow Officer began disbursing the booty!

The moral of this story.....Had Captain Escrow Officer waited until landing on the island to read the Treasure Map/preliminary report, it is likely the crew would have committed mutiny.

Anita Rubeck, CSEO, CEI  
Forensic Escrow Services  
2009 President

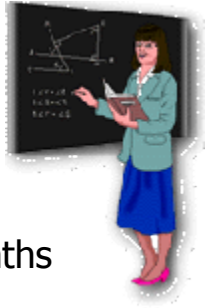
**CHECK OUT OUR WEBSITE AT [HTTP://WWW.EASCV.ORG](http://www.eascv.org)  
FIND INFORMATION ON PAST NEWSLETTERS,  
PICTURES, INFORMATION ON CEA AND MUCH MUCH  
MORE.**

**QUESTIONS OR COMMENTS? PLEASE CONTACT THE  
BOARD AT [INFO@EASCV.ORG](mailto:info@eascv.org)**

## EDUCATION CLASSES UPDATE

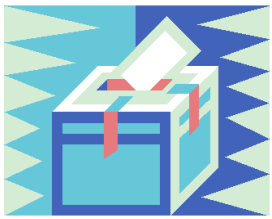
By Lena Signor, CSEO, CEI

Your Board of Directors of EASCV met for the February board meeting and we discussed what educational classes we should offer this year.



Due to the strained budgets of all of us, it was decided that we come to you, the members, and ask what you want us to do this year. Last year, in the months we did not have a dinner meeting, we held "Pizza & Education" nights. They proved to be popular and the cost was reasonable.

This year we have changed the dinner meetings from the Flames to Stewart Title. The cost was slashed to \$15.00 in hopes of more members attending the dinner meetings. We serve food and beverages and the new venue is proving to be a hit. But because the cost is the same as the "Pizza & Education" nights the board was not sure that you the members would want any additional nights of education



**So this is your chance to let your opinion be heard.** Please email Linda Bentson at [lbentson@ortc.com](mailto:lbentson@ortc.com) or me, Lena Signor at [lsignor@norcalescrow.com](mailto:lsignor@norcalescrow.com) and tell us what you want. If you are in favor of the additional education nights let us know what topics interest you.

It is your opportunity to steer the association in a direction that you may want it to go concerning these education nights.

Hope you hear from you soon.

## EASCV BUDGET FOR 2009--MARCH

Category	Mar-09	2009 Disbursed	Annual Budget 2009	Remaining Balance	2008 Disbursed	Annual Budget 2008
<b><u>Expense</u></b>						
Marketing/Web Site	\$89.90	\$209.85	\$850.00	\$640.15	\$1,078.31	\$1,800.00
AEA Conference			\$0.00	\$0.00	\$3,020.58	\$1,800.00
Bank Charges			\$30.00	\$30.00	\$26.43	\$30.00
CEA Directors		\$744.04	\$3,200.00	\$2,455.96	\$4,324.22	\$5,000.00
Dinner Meeting Cost		\$286.97	\$750.00	\$463.03	\$4,550.00	\$7,000.00
Donations				\$0.00	\$500.00	\$500.00
Personal Donations					\$416.00	
Fundraising Expense			\$500.00	\$500.00		\$500.00
Holiday Turkeys				\$0.00	\$250.00	\$250.00
Installation Cost/Wine						
Membership Expense			\$60.00	\$60.00	\$61.84	\$300.00
Newsletter	\$65.00	\$195.00	\$780.00	\$585.00	\$780.00	\$780.00
Historian				\$0.00		\$250.00
PD/Education costs			\$250.00	\$250.00	\$445.75	\$1,000.00
PO Box fee		\$14.00	\$125.00	\$111.00	\$94.00	\$125.00
President's Fund			\$0.00	\$0.00		\$0.00
President's Plaque			\$35.00	\$35.00	\$32.48	\$20.00
Raffle Prizes		\$101.97	\$600.00	\$498.03	\$739.51	\$900.00
CEA raffle			\$150.00	\$150.00	\$150.00	\$400.00
Scholarships			\$0.00	\$0.00		\$0.00
Speaker Costs/Gifts		\$25.00	\$100.00	\$75.00	\$1,250.00	\$2,000.00
Storage Rent			\$500.00	\$500.00	\$456.00	\$500.00
Tax Obligation			\$10.00	\$10.00	\$10.00	\$10.00
Tax Preparation			\$500.00	\$500.00	\$489.00	\$500.00
Escrow Trivia			\$0.00	\$0.00		
Expense/All Other			\$0.00	\$0.00		\$50.00
Board Meeting Expense			\$250.00	\$250.00	\$670.09	\$750.00
<b>Total</b>	<b>\$154.90</b>	<b>\$1,576.83</b>	<b>\$8,690.00</b>	<b>\$7,113.17</b>	<b>\$19,344.21</b>	<b>\$24,465.00</b>
<b><u>Income</u></b>						
		<b>2009 Received</b>	<b>2009 Budget</b>		<b>2008 Received</b>	<b>2008 Budget</b>
Earned Interest	\$0.17	\$0.37		-\$0.37	\$4.93	\$20.00
Returned Check Charges			\$0.00	\$0.00		\$0.00
Dinner Meetings	\$680.00	\$1,164.00	\$2,000.00	\$836.00	\$4,405.01	\$10,000.00
Fundraising			\$0.00	\$0.00	\$0.00	\$400.00
Membership			\$700.00	\$700.00	\$1,250.00	\$1,500.00
Miscellaneous			\$0.00	\$0.00	\$0.00	\$0.00
NorCal			\$500.00	\$500.00	\$881.68	\$2,500.00
PD/Education				\$0.00	\$695.00	\$2,000.00
Raffle		\$14.00	\$1,200.00	\$1,186.00	\$928.00	\$2,045.00
Investment CD Withdrawal			\$4,290.00	\$4,290.00	\$6,000.00	\$6,000.00
Personal Donations					\$416.00	
<b>Total</b>	<b>\$680.17</b>	<b>\$1,178.37</b>	<b>\$8,690.00</b>	<b>\$7,511.63</b>	<b>\$14,580.62</b>	<b>\$24,465.00</b>



Escrow Association of Santa Clara Valley  
Minutes of the March Board Meeting  
Held by Teleconference

Dated: March 10th, 2009

Called to Order: 5:33 p.m. by President, Anita Rubeck

Attendance: Anita Rubeck, Joette Joseph, Lena Signor, Linda R. Murphy, Jackye Chai, Colleen Gallagher and Philippe Doren.

Absent: Joe Difu- *Get Well, soon, Joe!*

Guests: None.

1. Approval of Minutes: Motion to Approve February 10th, 2009 minutes made by Lena Signor, seconded by Jackye Chai. Motion carried or as amended.
2. Treasurer's Report submitted by Joette Joseph:
  - a. Bills to submit:
    - \$115.00 to Jennifer Vazquez.
    - \$ 19.95 to Daniel Eisenman.
  - b. Funds to deposit:
    - None.
3. Membership Report submitted by Linda R. Murphy:
  - 31 Active members as of the 02/09/09 list from CEA headquarters.
4. Professional Designation Report submitted by Lena Signor:
  - None to report.
5. Site Report submitted by Philippe Doren:
  - a. Speaker for March dinner is Jim Sibley, from Santa Clara County District Attorney's office.
  - b. Jackye Chai was able to confirm our ability to use Old Republic Title Company's conference room at 1900 Hedding Street, 2<sup>nd</sup> Floor, San Jose, Ca 95126 for the rest of the year's General Membership Meetings which are May 19<sup>th</sup>, 2009, July 21<sup>st</sup>, 2009, September 15<sup>th</sup>, 2009 and November 17<sup>th</sup>, 2009. THANK YOU, JACKYE! What a huge contribution to our association.
  - c. So far, we have 13 reservations. Jackye Chai will obtain Maria Tran's email address from Cornerstone Title.
  - d. Anita has found the plastic beer mugs, cookies, and St Patty's decorations for the March meeting.
6. Fund Raiser Report:
  - a. We will need to do something this year in order to close the gap on our budget?
  - b. Ideas?
    - i. Anita suggested that maybe we have a "Donate your old electronics" night. She will report back with more details.
    - ii. Anita suggested maybe the Entertainment Book sale campaign. She will report back with more details.

7. Raffle Report submitted by Colleen Gallagher:
  - a. Joe, do you have confirmation on a dinner certificate? Lena will try and reach him regarding this matter.
  - b. Linda, anything new with Hilda? Tabled.
  - c. A \$25.00 Bath and Body Works gift card will be donated by Colleen Gallagher as 1 of the raffle prizes for March dinner meeting. THANK YOU, Colleen – most appreciated!
8. Historian Report submitted by Joseph Difu:
  - a. Were you able to hook up with Daniel at [eisenman@gmail.com](mailto:eisenman@gmail.com) about uploading pictures to our web? Tabled.
9. Speaker Accommodations submitted by Jackye Chai:
  - a. The Appreciation Certificate and \$25.00 gift card will be available for our March speaker. Since Lena has his biography, she volunteered to introduce him at the March meeting.
10. Old Business:
  - a. Anita Rubeck received from CEA the 2009 PD stamp and gave it to Lena Signor, our PD chairperson at the February 17<sup>th</sup>, 2009 board meeting.
11. New Business:
  - a. Next General Membership meeting – March 17<sup>th</sup>, 2009 at Stewart Title of California, 901 Campisi Way, 1<sup>st</sup> Floor, Campbell, CA 95008. Everyone please wear green and promote the meeting. The March flyer will go out to the membership later this evening from Jennifer Vasquez.
  - b. AEA is requesting sponsorships for their conference. Since our budget and membership is not as strong as years past, we did not budget any funds for this years AEA conference sponsorship.
  - c. Lena reported that there are new bills coming out regarding payoff demands good for 10 days or to the next adjustable change date. Also she reported that “short-pay” agreements will be addressed to title/escrow as well as the homeowners.
  - d. Next Board Meeting – April 21<sup>st</sup>, 2009 at Lena’s office, Northern California Services, 5510 Almaden Expressway, San Jose, CA 95120 at 5:30 p.m.

Adjourned at 5:56 p.m.

