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# Escrow Association of Santa Clara Valley

DECEMBER 2009



## PRESIDENT'S LETTER

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Don't forget to submit to CEA any PD credits that were earned during this past year. To avoid a late penalty, CEA needs to receive the completed 502 form by 12-31-09. There is no cost to file providing the PD credits earned are submitted during the same year. Remember a professional designation holder must file with CEA, a minimum of 45 credits during each three year cycle. A CEI holder must add to this requirement, three hours of (CEA approved) educational training during the same three year cycle in order to maintain the CEI certification. The year 2009, was the first year of the current three year cycle.

It is nearly time to close out the fundraiser program for 2009. We have only four Entertainment Books left. Each book is \$30.00, and contains thousands of dollars worth of coupons toward food, entertainment and services. If you would like a book, please shoot an e-mail to me and I'll take care to send a book your way. Most of the discounts in the book remain good until November 2010.

Lena Signor and I have just returned from the CEA Director's meeting. CEA is an organization that has many on-going functions, much like a moving train. The moving train has box cars full of pending legislation, publications, budgets, website updates, educational functions, requests from related industries for contributions/suggestions, etc. Each year there is a healthy combination of returning and leaving Directors. Since the train doesn't stop, the returning Directors know where to find the coal to keep the engine running, and have the map of the course CEA is taking. New Directors must jump on board as the training is moving, and serve by suggesting alternative routes with new ideas. It takes nearly a year's ride on the CEA train before there is a sense of making a worthy contribution. Next year will be my second year, and I hope my involvement will keep the train on track.

We have several people who served on the board during this past year. Without their willingness to be involved, our association would be in jeopardy. I simply must say a giant thank you to the members of our 2009 board. Each of these individuals has donated their own style of dedication in many ways. I can't begin to describe my gratitude and honor to serve with Lena Signor, Joette Joseph, Linda Murphy, Philippe Doren and Jackye Chai. Each person knew what needed to be done and got it done!

I also want to give a special thank you to Old Republic Title for allowing us to use their conference room during this past year.

Much appreciation goes to the November raffle contributions from Philippe Doren and Central Signing Service! If you attended the November meeting, you should have noticed the new introduction and inspiration videos. Mr. Creative, aka Philippe, assembled and presented those videos! Our speaker, Warren Vaughn, at our last dinner meeting, presented a story that inspired many questions and comments from the audience. This type of discussion is exactly what our organization is all about!

Thank you to Francine Linde for taking the responsibility as Nomination Chair, so that our organization could prepare a new board for 2010. With the help from the Installation Officer, Warren Vaughn, we welcomed the 2010 board members: Lena Signor, Joette Joseph, Linda Murphy, Jackye Chai, Philippe Doren, Jason Herrera, Linda Bentson, Vickie Tribulas-Sweeney and Marie Barber. This new board will be meeting shortly to create and coordinate the goals for 2010. Be sure to look for our calendar of events for next year.

Anita Rubeck, CSEO, CEI  
 President 2009  
*Anita Rubeck*, 2009 President  
[anita.rubeck@yahoo.com](mailto:anita.rubeck@yahoo.com)



## **ATTENTION PD HOLDERS !!!!**

**JUST A REMINDER TO SEND IN YOUR PD CREDITS**  
**BY 12/31/09**

**IN THIS NEWSLETTER IS THE 502 FORM TO USE WHEN FILING YOUR CREDITS. 2009 CREDITS DO NOT REQUIRED ANY FEE WHEN FILING. BUT, IF YOU ARE FILING ANY PREVIOUS YEAR CREDITS, PLEASE INCLUDE A \$40 FEE FOR EACH BACK YEAR.**

**ALL THE PD CREDITS THAT WERE IN THE BOOKS AT THE DINNER MEETINGS WERE MAILED AFTER THE NOVEMBER DINNER MEETING. IF YOU HAVE NOT RECEIVED YOUR CREDITS, PLEASE CONTACT LENA SIGNOR AT [LENA@NORCALESCROW.COM](mailto:LENA@NORCALESCROW.COM).**

**IF ANYONE HAS ANY QUESTIONS, PLEASE CALL LINDA BENTSON AT 408-255-5880 OR EMAIL AT [LBENTSON@ORTC.COM](mailto:LBENTSON@ORTC.COM).**

# 2009 CALENDAR OF EVENTS

December 31, 2009

P. D. 502 forms due to CEA Headquarters

# 2010 CALENDAR OF EVENTS

January 5, 2010	Budget meeting at 5:30 p.m. @ Northern California Escrow 5510 Almaden Expressway #18, San Jose, CA 95118
January 12, 2010	Teleconference Board Meeting at 5:30 p.m.
January 19, 2010	General Membership Meeting at 6:00 p.m. Old Republic Title Company, 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126 Speaker: Anil Babbar, Director of Government Affairs-Santa Clara Association of Realtors Sponsor: Notaries Express Signing Agency
February 5-6, 2010	CEA Board of Directors Meeting in Southern California
February 16, 2010	Face to Face Board Meeting at 5:30 p.m. Old Republic Title Company, 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126
March 9, 2010	Teleconference Board Meeting at 5:30 p.m.
March 16, 2010	General Membership Meeting at 6:00 p.m. @ Old Republic Title Company 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126 Speaker: Jim Sibley - Santa Clara County Deputy District Attorney Sponsor: Fidelity National Title Company
April 9-10, 2010	CEA Board of Directors Meeting in Southern California
April 20, 2010	Face to Face Board Meeting at 5:30 p.m. Old Republic Title Company, 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126
May 11, 2010	Teleconference Board Meeting at 5:30 p.m.
May 18, 2010	General Membership Meeting at 6:00 p.m. @ Old Republic Title Company 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126 Speaker: Michael Haas, CPA ~ Sponsor: Northern California Escrow
June 10-12, 2010	AEA Conference – Seattle, WA
June 15, 2010	Face to Face Board Meeting at 5:30 p.m. Old Republic Title Company, 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126
July 16-17, 2010	Nor California Conference – San Ramon, CA
July 20, 2010	Teleconference Board Meeting at 5:30 p.m.
August 13-14, 2010	CEA Board of Directors Meeting in Southern California
August 17, 2010	Face to Face Board Meeting at 5:30 p.m. Old Republic Title Company, 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126
September 14, 2010	Teleconference Board Meeting at 5:30 p.m.
September 21, 2010	General Membership Meeting at 6:00 p.m. @ Old Republic Title Company 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126 ~ Sponsor: Old Republic Title Company
October 14-16, 2010	CEA Annual Conference in Ontario, CA
October 19, 2010	Face to Face Board Meeting at 5:30 p.m. Old Republic Title Company, 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126
November 9, 2010	Teleconference Board Meeting at 5:30 p.m.
November 12-13, 2010	CEA Board of Directors Meeting in Southern California
November 16, 2010	General Membership Meeting at 6:00 p.m. @ Old Republic Title Company 1900 The Alameda, 2 <sup>nd</sup> Floor, San Jose, CA 95126
November 30, 2010	2011 membership renewals due to CEA Headquarters
December, 2010	Joint Meeting with 2010 and 2011 Board of Officers and Directors ~ Time and Date - TBD
December 31, 2010	P. D. 502 forms due to CEA Headquarters

## 2009 Officers and Board Members

<b>President</b>	<b>Anita Rubeck</b>	<a href="mailto:Anita.rubeck@yahoo.com">Anita.rubeck@yahoo.com</a>	<b>(510) 709-5318</b>
<b>Vice President</b>	<b>Lena Signor</b>	<a href="mailto:lana@norcalescrow.com">lena@norcalescrow.com</a>	<b>(408) 267-2200</b>
<b>Secretary</b>	<b>Linda R. Murphy</b>	<a href="mailto:Linda.al@comcast.net">Linda.al@comcast.net</a>	<b>(408) 203-0820</b>
<b>Treasurer</b>	<b>Joette Joseph</b>	<a href="mailto:jjoseph@ortc.com">jjoseph@ortc.com</a>	<b>(408) 354-9128</b>
<b>Past President</b>	<b>Colleen Gallagher</b>	<a href="mailto:colleen.gallagher@fnf.com">colleen.gallagher@fnf.com</a>	<b>(408) 371-8040</b>
<b>Director</b>	<b>Joseph Difu</b>	<a href="mailto:joe@1031xsi.com">joe@1031xsi.com</a>	<b>(408) 377-6700</b>
<b>Director</b>	<b>Jackye Chai</b>	<a href="mailto:jchai@ortc.com">jchai@ortc.com</a>	<b>(408) 296-4500x 325</b>
<b>Director</b>	<b>Philipe Doren</b>	<a href="mailto:pdoren@hotmail.com">pdoren@hotmail.com</a>	<b>(408) 464-2158</b>

## 2010 Officer and Board Members

	<u>Name</u>	<u>Email addresses</u>	<u>Telephone No.</u>	<u>Fax No.</u>
President	Anita Rubeck	Anita.rubeck@yahoo.com	(510) 709-5318	(510) 770-9118
Vice President	Lena Signor	lena@norcalescrow.com	(408) 267-2200	(408) 267-2100
Secretary	Joette Joseph	jjoseph@ortc.com	(408) 354-9128	(408) 404-0143
Treasurer	Linda Murphy	Linda.al@comcast.net	(408) 203-0820	None
Director	Marie Barber	<a href="mailto:marieb@fnf.com">marieb@fnf.com</a>	(408) 234-5909	(408) 371-9175
Director	Linda Bentson	lbentson@ortc.com	(408) 255-5880	(408) 331-3208
Director	Jackye Chai	<a href="mailto:jchai@ortc.com">jchai@ortc.com</a>	(408) 261-5555	(408) 241-5280
Director	Philipe C. Doren	pdoren@hotmail.com	(408) 464-2158	(408) 295-2891
Director	Jason Herrera	<a href="mailto:jherrera@fnf.com">jherrera@fnf.com</a>	(408) 623-1858	(408) 371-9174
Director	Vickie Tribulas-Sweeney	vtribulas@ortc.com	(408) 605-9033	(408) 331-3208

# Escrow Association of Santa Clara Valley

## *JANUARY'S DINNER MEETING*

**Where:** Old Republic Title at 1900 The Alameda, 2<sup>nd</sup> Flr. Conf. Room, SJ  
**When:** Tuesday January 19<sup>th</sup>, at 6:00

***Speaker: Anil Babbar***  
***Director of Government Affairs***  
***Santa Clara Association of Realtors***  
***Sponsor: Notaries Express Signing Agency***

**\$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)  
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: (650) 326-7538	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."

# Escrow Association of Santa Clara Valley Fundraiser for 2009



## Our fundraiser program benefits everyone!

- *We are selling Entertainment Books for \$30.00*
- *Most Coupons good now until November 2, 2010*

Every time someone uses the card or coupons they are saving money! What a great gift for friends and family during these economic times!

**ADDITIONALLY, YOU CAN DOWNLOAD COUPONS ONLINE AFTER ACTIVATION OF THE ENTERTAINMENT CARD.**

There are thousands of dollars worth of savings for entertainment, services, dining, and air travel, online orders, cruises, hotel, clothing, home improvement, car rental, museums, fast food, pet supplies, Target, Sears, Kmart and more!

Each book purchased helps meet the needs of our budget.

Books will be available for purchase at the dinner meetings, or by contacting Anita at (510) 709-5318 or [anita.rubeck@yahoo.com](mailto:anita.rubeck@yahoo.com). Make checks payable to EASCV.

Here is a list of a few of available savings the books has to offer:

- ★ 4 coupons from Safeway, total \$20.00
- ★ 3 coupons from Buca di Beppo, total \$30.00
- ★ 4 coupons from Bakers Square, total \$31.00
- ★ 2 coupons from Bella Mia, total \$30.00
- ★ 3 coupons from KFC, total \$17.00

There are multiple discount coupons such as: 12 AMC movie theatre, 6 Wendy's, 9 Taco Bell, 8 Mountain Mike Pizza, 4 Pizza Hut, 4 Una Mas, 3 Arbys, 5 Happi House and more.

The book has activity coupons to provide weekend ideas for movie rentals, miniature golf, bowling, Malibu Grand Prix, Gilroy Gardens, Winchester Mystery House, Tech Museum and more.

The cover of the book tallies up all the coupons as a savings of over \$15,500.00. This is a great value!

# THE LANGUAGE OF ESCROW

If you are working within the escrow industry it doesn't take long before you start picking up and speaking as if you are from another country, or maybe another planet!

Whenever escrow people get together, there is always a vigorous exchange of horror and funny stories.

Have you ever listened to those conversations from an outsider's perspective? It is humorous! Let's say the story is about a lender. The story teller may use the word, beneficiary, deed of trust holder, lien holder, bene, mortgagee, payoff, short sale, subordination, assignee, assignor, bank, insured, loss payable, bank, mortgage or, REO. Some of these terms have slightly different meanings. Sometimes we will interchange our words during the same paragraph. Yet, if the conversation is between escrow agents, there is no problem understanding the story.

As Escrow officers we learn to listen to the consumer, the real estate agent, lawyers and loan agent as they use the wrong terminology. An escrow agent will carefully filter the information, often times re-arranging sentence structure and substitute the correct word in our minds, in order to make sense of question being asked by the caller. The ability to interpret the caller's information is truly an acquired and constantly developing art form. Most escrow agents don't bother offering any corrections they simply provide the customer with the requested item.

Take for example all the acronyms we use. There is the NNA, CAR, Firpta, Cal-firpta, DOC, DOI, DRE, COE, HUD, RESPA, DT, GD, POA, TIL, GFE, 1003, ALTA, CLTA, CEA, AEA, EASCV, HW, FTB, HELOC, PCOR, PIQ, GP's, LLC, LP, LCP, JT, PIRT, SI, LOI, NOP, DNA, OBT, PIE, ALNYDOP, ASM, ASW,H/W, POC, BK, PRE and I could go on and on (oh, I think I just did!). It is enough to drive a mere mortal loony, or at least convince them escrow agents speak in a secret code.

How about the word encumbrance? That word can cover many things, such as, property taxes, judgments, deeds of trust, agreements to reimburse, mortgage, lease, easements, restrictions, liens, lis pendens, zoning or building violations, and a few more I'm just not thinking of at this moment.

Let's take the term 'buyer'. An escrow agent may use borrower, trustor, applicant, mortgagor, signatory, signer, obligor, debtor, insured, grantor, or trustee of a trust, in varying combinations.

Not too long ago, I was speaking with a Real Estate Agent who was complaining that 'escrow-ese' was too difficult to understand and she felt lost. Realizing the Real Estate Agent was speaking the truth, I had an inner chuckle. I could only offer my agreement that in escrow-land, there is a special language. Taking all this into consideration it is no surprise that non-escrow people struggle to understand an escrow transaction.

My Grandmother will read one of my reports or stories and act as if I am sure to receive a Nobel Prize in Literature, just as any devoted Grandmother should! One day, after reading an article, I made the mistake of asking her if she understood the story. Her response was, "You have to be kidding!" I wish I had not asked.

Anita Rubeck, CSEO, CEI  
Forensic Escrow Services

**Director's Report for the  
California Escrow Association  
Meeting held November 13 and 14, 2009**

**Nor Cal Conference**

The first part of our meeting was to finalize any unfinished business from the 2009 Nor Cal Conference. The treasurer reported that each of the sub-committee's expenses was under budget, and the profits were shared by the participating regions. Our region received a check in the amount of \$861.96.

The theme for next year's conference was selected. The theme will be "Survivor-Nor Cal, Are You Up to the Challenge?" To spice up next year's event, the committee is hoping to create a 'Survivor' themed question and answer game to be played during the conference.

Sub-committee assignments were made to the various regions.

The Nor Cal date is set for July 16 and 17, 2010, and will be held at the San Ramon Marriott Hotel.

**CEA News**

The CEA News committee is enjoying the rare privilege of having several articles in the pipe-line ready for publication. Having articles ready for future publications, will allow this committee to work on developing a type of library system for finding past articles. The committee wants to develop a search engine. A search engine on our website, would enable members to type in a word or phrase that describes the desired subject. The search engine would then match up the article that best relates to the word or phrase.

**Membership**

The focus of this meeting was to create another member benefit. The committee tossed around several ideas ranging from a question and answer forum, to offering discounts for various goods and services. The chairperson will take our suggestions back to the executive committee for their consideration and possible development.

**Forms and Practices**

New legislation, imposing the requirement of notification to the consumer of electronic escheat reporting, goes into effect 1-1-11. Title and escrow companies should take care to include appropriate notices in their general provisions or by any other means, that will give notice of the electronic escheat reporting to the consumer.

This committee has received many examples of lender instructions, attempting to assign unreasonable expectations, responsibilities and functions that are beyond the scope of escrow. Escrow agents are reminded to cautiously review lender instructions. Escrow agents should take care to remove, strike out or otherwise provide notice to the lender of unacceptable requests or conditions contained in the lender instructions.

Anita Rubeck, CSEO, CEI  
Director to the California Escrow Association

## NOVEMBER 2009 CEA DIRECTOR REPORT

The last meeting of the year resulted in some major changes for CEA in 2010. I will talk about those a little later. First my committee reports:

**Bill Review:** Anita reported on the hot bills that passed this year in her report. I just want to add that CEA will continue to be proactive in 2010.

**AEA:** The committee began their fund raising for 2010. The prize has all been donated, so it costs CEA nothing. The AEA directors have not been giving full reports on CEA and a discussion was had on how to fix that. I then had to leave to go the Conference Committee of which I am the charge of next year.

**Conference:** Wow, what a task I have in front of me. The conference will be in Ontario, CA. Many ideas were tossed around about making it better. Last year attendance was about 338. Given the times of we live in today, we were grateful for that. We will keep the same format except we will have a Friday lunch as well as a Saturday lunch. People who completed the survey asked for that for networking and talking. The Saturday lunch is so full there was not time for talking with your friends, etc. More on this in January.

**PD:** We had 8 people take the exam in conference. Only 1 other test was given in 2009. The CAR test for CSEO was supposed to be in use this year wasn't. But I have been told now after 5 years it will be in place in 2010.

**Nor-Cal:** Anita reported on that as well. Should be a very good one again!!

**Executive Committee:** We had our planning retreat on Sunday after the regular CEA board meeting. We did the budget and hope our loss in 2010 will only be 75K. A lot of changes are in the works. Our director meetings will be in February, April, August and November. Membership and forms and practices will now include EVERONE at the afternoon meeting. The whole board will participate in these committees. It was felt that membership, being the foremost important part of CEA, needs the input of everyone to make us grow in numbers.

**Forms and practices** is another committee that has such good information for everyone to know, we felt that letting every director hear what is discovered and talked about in that committee would benefit the regions as well. That information is not being relayed to the regions effectively as not all directors can attend it.

All the CEA director meetings will be on Costa Mesa for 2010 and conference in 2011 will also be in Costa Mesa (or near by).

All of the executive committee has worked very hard to keep what money we have left, be frugal in spending and remember that this association would not exist without you the members. We have heard your concerns and are moving in the direction we go.

Thank you again for your support!

Lena Signor, CSEO, CEI

## EASCV BUDGET FOR 2009--NOVEMBER

Category	Nov-09	2009 Disbursed	Annual Budget 2009	Remaining Balance	2008 Disbursed	Annual Budget 2008
<b>Expense</b>						
Marketing/Web Site	\$69.95	\$728.39	\$850.00	\$121.61	\$1,078.31	\$1,800.00
AEA Conference			\$0.00	\$0.00	\$3,020.58	\$1,800.00
Bank Charges		\$93.69	\$30.00	-\$63.69	\$26.43	\$30.00
CEA Directors	\$646.92	\$2,785.76	\$3,200.00	\$414.24	\$4,324.22	\$5,000.00
Dinner Meeting Cost		\$551.17	\$750.00	\$198.83	\$4,550.00	\$7,000.00
Donations				\$0.00	\$500.00	\$500.00
Personal Donations					\$416.00	
Fundraising Expense	\$192.00	\$600.00	\$500.00	100.00-		\$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	\$650.00	\$780.00	\$130.00	\$780.00	\$780.00
Historian				\$0.00		\$250.00
PD/Education costs			\$250.00	\$250.00	\$445.75	\$1,000.00
PO Box fee		\$110.00	\$125.00	\$15.00	\$94.00	\$125.00
President's Fund			\$0.00	\$0.00		\$0.00
President's Plaque			\$35.00	\$2.22	\$32.48	\$20.00
Raffle Prizes	\$90.00	\$494.94	\$600.00	\$105.06	\$739.51	\$900.00
CEA raffle		\$100.00	\$150.00	\$50.00	\$150.00	\$400.00
Scholarships			\$0.00	\$0.00		\$0.00
Speaker Costs/Gifts	\$30.00	\$80.00	\$100.00	\$20.00	\$1,250.00	\$2,000.00
Storage Rent		\$506.00	\$500.00	-\$6.00	\$456.00	\$500.00
Tax Obligation		\$10.00	\$10.00	\$0.00	\$10.00	\$10.00
Tax Preparation		\$420.00	\$500.00	\$80.00	\$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>\$1,093.87</b>	<b>\$7,129.95</b>	<b>\$8,690.00</b>	<b>\$1,627.27</b>	<b>\$19,344.21</b>	<b>\$24,465.00</b>
<b>Income</b>		<b>2009 Received</b>	<b>2009 Budget</b>		<b>2008 Received</b>	<b>2008 Budget</b>
Earned Interest		\$0.55		\$0.55	\$4.93	\$20.00
Returned Check Charges			\$0.00	\$0.00		\$0.00
Dinner Meetings	\$300.00	\$2,389.00	\$2,000.00	-\$389.00	\$4,405.01	\$10,000.00
Fundraising	\$690.00	\$1,425.00	\$0.00	-\$1,425.00	\$0.00	\$400.00
Membership		\$775.00	\$700.00	-\$75.00	\$1,250.00	\$1,500.00
Miscellaneous			\$0.00	\$0.00	\$0.00	\$0.00
NorCal	\$861.96	\$861.96	\$500.00	-\$361.96	\$881.68	\$2,500.00
PD/Education				\$0.00	\$695.00	\$2,000.00
Raffle	\$110.00	\$985.00	\$1,200.00	\$215.00	\$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>\$1,961.96</b>	<b>\$6,436.51</b>	<b>\$8,690.00</b>	<b>\$2,254.59</b>	<b>\$14,580.62</b>	<b>\$24,465.00</b>



# Escrow Association of Santa Clara Valley

## Minutes of the November Board Meeting

### Held by Teleconference

Dated: November 10th, 2009

Called to Order: 5:40 p.m. by President, Anita Rubeck

Attendance: Anita Rubeck, Lena Signor, Linda R. Murphy, Joette Joseph, and Philippe C. Doren.

Absent: Colleen Gallagher, Jackye Chai and Joseph Difu

Guests: None.

1. Approval of Minutes: Motion to Approve October 20th, 2009 minutes made by Joette Joseph, seconded by Lena Signor. Motion carried or as amended.
2. Treasurer's Report: A motion to approve updated October 2009 Report was made by Lena Signor, seconded by Anita Rubeck. Motion carried or as amended.
  - a. Bills to submit:
    - \$115.00 to JC Vasquez for the November newsletter and website
    - \$ 19.95 to Daniel Eisenman for Web hosting.
    - \$ 90.00 to Anita Rubeck for raffle expense.
    - \$ 30.00 to Anita Rubeck for speaker gift.
    - \$360.00 to Entertainment Publications for 12 books sold
  - b. Funds to deposit:
    - \$180.00 from Anita Rubeck for sales of Entertainment books.
    - \$ 90.00 from Philippe Doren for sales of Entertainment books.
  - c. Online banking user name and password and Paypal passcode and pin number are taped underside of lid of the treasurer's box.
3. Membership Report submitted by Linda R. Murphy:
  - a. Amount of total members: 34.
    - 31 individual active, 2 individual associate and 1 individual inactive members. Nancy Tarr with First American Title Company is not available for induction for the November dinner meeting.
4. Professional Designation Report submitted by Lena Signor:
  - a. No report at this time.
5. Site Report submitted by Philippe C. Doren:
  - a. Date of next dinner meeting: November 17<sup>th</sup>, 2009
  - b. Speaker: Warren Vaughn
  - c. Subject: "Crossing the line of Neutrality" and Installation of 2010 Officers and Directors.
  - d. The menu for the dinner meeting will be Mexican food from the Burrito Factory or wherever it is convenient for Anita to obtain.
  - e. Everyone will be offered a glass of wine, water or soda since this is our Thanksgiving dinner meeting.
  - f. Philip volunteered to create a "welcome" video presentation for our association to be shown before each dinner meeting. Suggestions were include brain teasers from the National Notary Association, pictures of past dinner meetings and maybe cartoons from Alice in Escrowland.
  - g. Anita found a video called "A Push" that we decided to use as an invocation for the November dinner meeting.
6. Fund Raiser Report:
  - a. Anita will bring the books, posters and video for the November dinner meeting. The cost is \$30.00 for each book
  - b. Any unsold books have to be returned by end of December.
7. Raffle Report submitted by Jackye Chai and Colleen Gallagher:
  - a. We will raffle 3 Entertainment Books.
  - b. We will sell 5 raffle tickets for \$5.00 and 12 raffle tickets for \$10.00.

- c. Philipe will donate Thanksgiving themed flower arrangements
- 8. Historian Report submitted by Anita Rubeck
  - a. No report at this time.
- 9. Speaker Accommodations submitted by Jackye Chai:
  - a. Certificate for Warren Vaughn and entertainment book will be available at the November dinner meeting.
- 10. Old Business:
  - a. Lena Signor still needs to confirm Jim Sibley, Santa Clara County Deputy District Attorney, to speak to us at the March 2010 dinner meeting. Michael Haas, CPA has been confirmed for the May 2010 dinner meeting.
  - b. Draft of bylaws: Lena is working on the “draft” amendment to our bylaws to include electronic voting and check into the membership requirement for the nominating chairperson. She also adding a “catastrophe plan” amendment to our bylaws in the event we are vacant the executive board members of our association. TABLED for joint meeting.
  - c. Nancy Tarr with First American Title Western region Escrow Operations has offered to give a presentation concerning the new HUD/TIL/GFE, as an extra educational night in January, 2010. TABLED for joint meeting.
- 11. New Business:
  - a. Linda Hamilton would be a great speaker regarding short sales and foreclosures. Possible pizza and education function. She is from the Ventura area. We may need to pay for her flight. TABLED for joint meeting.
  - b. Professional designation stamp will be handed to Lena at the November dinner meeting. Anita took it to CEA conference to help sign in registrants.
  - c. Next Board meeting will be on December 8<sup>th</sup>, 2009 at Old Republic Title, 1900 The Alameda, 2<sup>nd</sup> Floor, San Jose, CA 95126 at 5:30 p.m. This is a joint board meeting for the 2009 and 2010 officers and directors. Since it is also Lena’s birthday, we asked her for the theme of the potluck – Mexican food is her favorite food so a Mexican meal is the theme for the joint board meeting potluck. A list will be circulating soon.

Adjourned at 6:92 p.m.

Respectfully submitted  
Linda R. Murphy, CEO  
*Certified Escrow Officer*  
Secretary for the Escrow Association of Santa Clara Valley