LET US FEED AND EDUCATE YOU!

WHAT

Breakfast or Lunch & Learn Session.
A 1 to 1½ hour informal informational session on one of many hot industry topics (see reverse side). If you have a topic that is not listed, let us know and we can customize content for you as well!

WHEN

Whenever it is convenient for you.

WHERE

At your office, or we can help to coordinate an event for multiple offices who'd like to have a joint presentation. We provide these sessions at no cost throughout the state of New Jersey.

TO SCHEDULE A SESSION

Simply call or email us and we can coordinate a time/date to come to you/setup a venue for a presentation.

We are dedicated to educating our real estate transaction partners and providing you with the tools you need to keep up with industry changes.

UNIVERSITY
TITLE INSURANCE AGENCY, INC.

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SESSION DESCRIPTIONS

FOR REALTORS®

COMPLIANCE:
STAY COMPETITIVE & COMPLIANT

Set yourself apart from other agents while remaining compliant. Issues surrounding what is/is not acceptable regarding advertising, affiliate relationships , etc. will be addressed. The major impacts of the new CFPB regulations/forms on agents & brokers will also be explored.

ATTORNEY REVIEW

Presented by a member of the University staff and a local attorney, this session will address several key issues that REALTORS® should be aware of to ensure there are no surprises during attorney review.

AVOIDING FRAUD

Several real life scenarios that illustrate the importance of following best practices to minimize the possibility of fraud and falsification of documents in a transaction will be reviewed. A list of red flags in a transaction to look for and suggested probing questions that you can ask of your clients will be provided.

GROW REFERRAL BUSINESS

Maximize personal connections using technology and communication strategies proven to grow your referral business. Develop a communication plan to aid customers' understanding of how REALTORS®, attorneys, title agents and lenders work together during a real estate transaction.

FOR ATTORNEYS

COMPLIANCE:
SETTLEMENT BEST PRACTICES AFTER AUGUST 1st

This session will review key best practices real estate attorneys need to have in place come August 1st. We will review requirements regarding non-public information security, escrow accounting, policy issuance and more. A checklist will be provided of issues to address.

REFERRAL BUSINESS

Maximize personal connections using technology and communication strategies proven to grow your referral business. Develop a communication plan to aid customers' understanding of how attorneys, REALTORS®, title agents and lenders work together during a real estate transaction and how to provide them with tools to help better understand the process.

TALKING TITLE WITH CLIENTS
ADDRESSING THE "OPTIONAL" TITLE INSURANCE LANGUAGE WITH YOUR CLIENTS

When the new mortgage disclosure forms take effect, the line for owner title insurance will have the word "(optional)" next to it. During this session, we will review some information and facts that you can share with your clients to address the questions they may have about the value of an owner's title insurance policy. We will also review the differences between a standard and expanded coverage title policy.

QUESTIONS?

Email dhenderson@njuniversitytitle.com