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OLD REPUBLIC NATIONAL TITLE INSURANCE COMPANY

Open Email to Agents

■ *Email Submitted to Scott Pierce, Senior Vice President*

(NOTE: This originated as an email from an ORT Agent in Jacksonville. Names have been changed to protect the guilty!)

All, I had a conversation a couple of weeks ago with another corporate Title Agent whom I have known for some years. He called just to catch up and to ask a question or two. It was a "kind of social, kind of business" call. During the course of our conversation he asked me who our underwriter was. I, as always, enthusiastically told him that we underwrote with Old Republic. He asked then who our back-up underwriter was. I, again enthusiastically, told him that we had no back up underwriter, nor did we see the need for one. He related to me that he had originally done business with Old Republic, but had recently signed on with **BBBBB** Group (they are a division of **YYYYYY** Title). I told him that he should go back to using Old Republic for two reasons – first, they have made significant improvements with their process, and turn-around time should not be an issue now. My second reason is the reason I always give to anybody who asks – they don't compete with their agents.

Unlike other underwriters, Old Republic has no direct

closing operations and they do not compete with their agents for the same business. Some Underwriters, actually almost all of them, are in the business of putting us out of business and agents who underwrite with them are financing and supporting that process. These agents refuse to consider the ACTUAL cost of doing business with a competing underwriter. They don't realize the danger of providing your competitor with your list of business, which is essentially what we do every time we remit policies or submit to a file audit. They don't examine the possibilities of lost business and

lost businesses. Make no mistake – we corporate agents are targets for the **XXXXXX**'s, **YYYYYY**'s and **ZZZZZZ**'s of the world. They either want to buy us or shut us out of the marketplace altogether.

I related all of this to my friend, and he listened with

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