



# The Reporter



Old Republic National Title Insurance Company

Summer Issue – August 2007



## ALTA 2006 Forms -- What's the Scoop?

Implementation of Freddie Mac's requirement that all policies written after June 17, 2007 must use the ALTA 2006 policy jacket has been postponed to January 1, 2008.

We are in the process of distributing the new ALTA 2006 Policy Jackets to all of our agents. These jackets are in addition to the ones we currently use (the ALTA 1992 Jackets), and not in replacement thereof. The current jackets remain valid and you can continue to use them.

You may also use the 2006 ALTA Policy jackets with the Schedules A and B that you currently have in your existing software or paper copies.

We recommend that you use your existing supply of ALTA 1992 jackets before starting to use the new ALTA 2006 jackets unless specifically requested otherwise by the lender. If you do receive a request for 2006 jackets before you receive your supply from us, please contact your Old Republic Title representative or call our Boston Office and we will get them out to you right away. As always, please call our Underwriting Department with any questions.

## "Value Plus" Seminar Series coming to your office this Fall!

At Old Republic Title, we understand the challenges our agents face on a daily basis. To that end, we are committed to developing services and strategies that will assist our agents with those challenges.

As a part of that commitment, we are excited to announce Old Republic National Title Insurance Company's "Value Plus Program". The **Value Plus Program** consists of a variety of new training seminars available exclusively to our agents and their staff. This series of seminars is designed to review various topics as they relate to Real Estate Conveyancing in the State of Massachusetts. The seminars are planned to take anywhere from 45– 90 minutes and can be done over breakfast or lunch at our agent's offices. The initial topics offered are listed on Page 2 hereof and we expect to add even more topics based on feedback from our agents.

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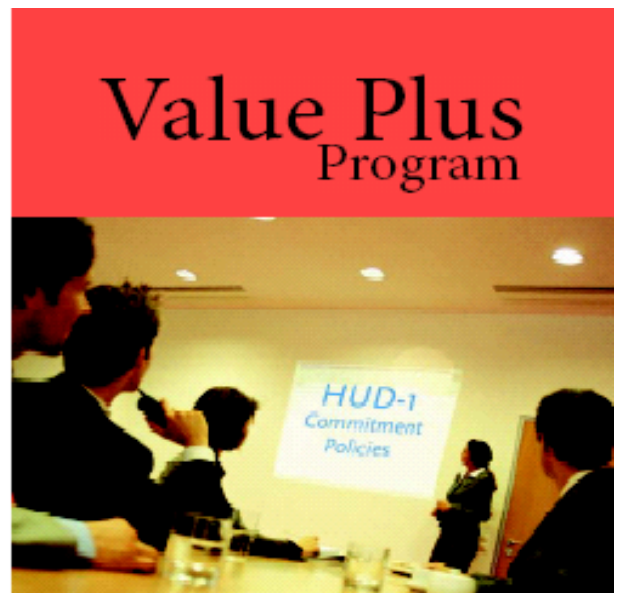
### NEWS AND EVENTS:

**Worcester South Registry of Deeds has moved...**  
effective 7-2-2007, the new address is: 90 Front Street, Suite C-02, Worcester, MA 01608. [www.worcesterdeeds.com](http://www.worcesterdeeds.com)

**20<sup>th</sup> New England Mortgage Banking Conference...**

RI Convention Center, Providence RI – Sept. 19-21, 2007

For more info, visit: [www.massmba.com](http://www.massmba.com)



**"Value Plus" Series . . .**  
Call your Agency Sales Rep. to  
schedule your seminar today!

(continued from Page 1)

This is a great opportunity to get some additional training for paralegals and/or attorneys new to real estate conveyancing.

Topics offered are as follows:


- g "What is it and Why do I need it?"**  
Understanding Title Insurance
- g "Where do all the numbers go?"**  
How to Prepare a Settlement Statement
- g "Signed, Sealed, and Delivered"**  
Conducting a Closing, and Post-Closing Procedures
- g "Time for the Policy"**  
A Guide to Policy Preparation and Endorsements

To schedule any of the above seminars for your office, please contact your Old Republic Agency Sales Representative.

Don't wait until all the leaves are on the ground, call to set-up one or more Old Republic Title Value Plus Seminars today!



A well stocked "tool box" is important in today's competitive market. Our program is designed to provide both practical "tools" and training in industry related topics.



## Refresher on Pricing and Discounts

What's the rate? Is there a discount? What can I offer a First-Time Home Buyer? Please make sure you are up-to-date on pricing...

### Simultaneous Issue Rates

When issuing simultaneous Owner's and Lender's Policies, the premium will be based on the full price of the Owner's Policy plus \$175.00. When issuing simultaneous Lender's Policies for a first and second mortgage with the same lender, the fee for the second loan policy will be an additional \$100.00.

### Refinance Rates

If Old Republic issued a policy insuring the mortgage being refinanced, the new premium will be 60% of the current premium. If the amount of the new loan exceeds the amount of the old loan, the difference will be priced at the full premium rate.

### First Time Home Buyer Discounts

First-time home buyers are entitled to 10% off the premium for the Lender's and Owner's Policies. Agents can deduct 10% off the remittance to Old Republic Title. Please be sure to identify First Time Home Buyer or "FTHB" on the policy.

## Employee Spotlight - Mary Borja



This issue's Spotlight shines on Mary Borja (pronounced "bor-ha"). Mary has been with Old Republic Title since February of 2006, working as the Sales Assistant.

If you've attended an agent function, educational seminar or

requested supplies, most likely you have contacted Mary. In addition to coordinating our seminars, trade shows and events, Mary is in charge of promotional materials and handles all aspects of agency administration. She has proven to be an invaluable asset to the sales team. Her favorite thing about working at ORT (besides her co-workers) is providing customer service to the agents.

Mary was born in Manila, Philippines and moved to Melrose, MA, U.S.A. in 1993. In her spare time, she enjoys reading, spending time with her family, snowboarding in the winter and playing in a softball league in the summer. She is also well-versed in Tagalog if you want to call and say "kamusta!"

