



# OLD REPUBLIC

National Title Insurance Company



**Shannon Skurner**  
Vice President & Texas  
Agency Manager  
[sskurner@oldrepublictitle.com](mailto:sskurner@oldrepublictitle.com)  
888-678-1700

Good afternoon,

What a **great time of year** - I hope you are **enjoying the Spring** season.

Here's **what I have for you** in this month's issue of **ORT News!**:

- **Who is Alan Hall?**;
- **Ordering new forms;**
- **TDI Statistical Report;**
- **Ask Ann...;**
- **TLTA Annual Conference;**
- **The Power of 3; and,**
- **Conversation starters.**



As always, **thank you** for your ongoing business.  
**Shannon Skurner**

## Inside ORT

### ***Who is Alan Hall?***

His **name is well known** throughout the **ORT** family - especially in association with **OREXCO 1031**, **ORT's 1031 Exchange Division**. But many still ask, "**who is he**" and "**what does he do?**"

**Alan Hall** (pictured) joined **ORT** just over two years ago and currently serves as an **Assistant Vice President & Regional Manager for Texas, Oklahoma and New Mexico**.

A **native Houstonian**, Alan is a **cross-country runner** and is currently training for his second marathon. **Engaged to be married this year**, he boasts that because his fiancée is a dietician, his favorite food these days are "leaves, twigs and fruit". Alan also likes to talk about his 21 year old "Weenie" dog whom he says is "still going strong".

**OREXCO 1031** is a specialized area that **provides expert IRC Section 1031 exchange consulting, documentation and service**. To **complete the 1031 exchange**, the **use of a Qualified Intermediary** is essential. **Alan coordinates** with all sides of **title and escrow** to facilitate tax deferred 1031 exchanges. His **expertise allows him** to provide not only **assistance** - but also **solutions**, to **taxpayers who generally find** the 1031 process to be quite stressful.

**ORT** is proud to say that **Alan's experience** - coupled with the **company's financial strength**, has made **OREXCO** the **unparalleled leader in the industry**.

Alan can be reached via email at: [ahall@orexco1031.com](mailto:ahall@orexco1031.com),  
or by calling: 713-963-9471.



## Title Business News

### Agent's Supplies Order Form

As you are aware, the **new forms and endorsements** approved by TDI should be used for policies dated **May 1, 2008 or later**. You can order **new policy jackets** now by using the [Agent's Supplies Order Form](#).



Simply **choose from the items listed under "Texas"**, complete the form, and then **return it** via email to **Kindra Wessel, Agency Administrator**, at: [kwessel@oldrepublictitle.com](mailto:kwessel@oldrepublictitle.com), or via fax to: 713-877-1770.

Please note that all **current Endorsement Forms** are available electronically via the **ORT** website at: [www.oldrepublictitle.com/tx](http://www.oldrepublictitle.com/tx). The **new Endorsement Forms** will be on the website beginning May 1, 2008. The forms **will also be available** in Word format.

Should you have **any questions or need further information**, please contact **Kindra Wessel** via the email listed above, or by calling 888-678-1700.

### Statistical Report; It's Coming...

TDI will soon be sending out the annual call for **agents' statistical information**. Reports from **Old Republic** are currently being sent to you; expect to receive yours shortly.

Should you have **any questions about the information in your report** from **Old Republic**, please contact **Monica Damian, Policy Administrator**, via email at: [mdamian@oldrepublictitle.com](mailto:mdamian@oldrepublictitle.com), or by calling 888-678-1700.

For questions related to **completing the Statistical Report**, please contact **Ann Morris, Chief Audit Officer**, via email at: [amorris@oldrepublictitle.com](mailto:amorris@oldrepublictitle.com), or by calling 713-829-4295.

#### ***Should you need help in completing the report....***

TLTA will be holding two **teleconferences** designed to provide assistance in completing the TDI Statistical Report. You may choose to participate in one - or both of the following programs:

- **Tuesday, May 20, from 10 to 11:30 a.m.**, Central Time: "Steps for Completing the TDI Statistical Report and Using the Title Agent Call System (TACS) Effectively".
- **Tuesday, June 10, from 10 to 11:30 a.m.**, Central Time: "Troubleshooting Q & A Session".



For further information and/or to register for the informational session(s), please visit the **Education** section of the **TLTA website** at: [www.tlta.com](http://www.tlta.com).

### TLTA 2008 Annual Conference



The TLTA Annual Conference will be held in San Antonio from June 5 - 7.  
For information and/or reservations, please visit: [www.tlta.com](http://www.tlta.com).

### [Special Centennial Membership Directory](#)

The 2008 TLTA Special Centennial Membership Directory is now available. To order your copy, [click here](#).

### Ask Ann...



*ORT's Chief Audit Officer  
answers your troublesome  
title questions.*



**Ann Morris**  
Chief Audit Officer  
713-829-4295  
[amorris@oldrepublictitle.com](mailto:amorris@oldrepublictitle.com)

**Question:** I have a scenario in which there are **two separate tracts of land** (two \$50,000 contracts) with **two different sellers** ("A" & "B") and **one buyer** ("C"). The **sellers will convey** by separate deeds to C. The **buyer is asking for one** Owner's Title Policy. **How do I calculate the Owner's Title Policy premium?**

**Answer:** Under **Texas Department of Insurance ("TDI") Bulletin #120**, you **can issue one** Owner's Title Policy. *Calculate the premium as follows:*

- Premium for \$50,000 transaction - A to C: \$503
- Premium for \$50,000 transaction - B to C: \$503
- Total Owner's Title Policy Premium: \$1,006 (TDI Code 1001)

**Please note:** Because **TDI's Bulletin #120** says that the conveyance from A & B to C are **two transactions** and the **full premium rate is charged** on each transaction, the **additional Chain of Title premium** *should not* be collected.

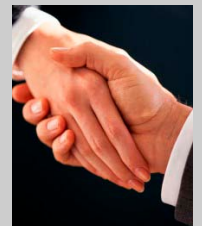
### Business Partnership Corner

#### The Power of 3!

**Increased effectiveness** - *we all want it.*

You **start the day with a long list** of To-Do items - lots of them, some carried over and some new. At the **end of the day**, there are far **too many uncompleted items on the list**. Why does that happen? Do you **complicate things by having more items** on the list than time to complete them? Most often, that really is not.....

To **read the rest of the article** - which includes **steps to use** to tap into the **"Power of 3!"** to increase your **personal effectiveness**, [click here](#).



## Need Something To Talk About?

You've just **stepped into an elevator crowded** with strangers. The **doors close**. Suddenly - and **without a word being said**, everyone **awkwardly stares at the floor indicator numbers** positioned near the ceiling. The **ride to the next floor** appears to last forever.

**Next time**, why not **start a conversation** using one of these **interesting numbers**:

- **1,672: Hours of television watched** per year by the **average person**.
- **1,500: The average number of miles fruits and vegetables travel** from farm to table in the US.
- **66: The age of DC Comics' character** Wonder Woman.
- **10: The percentage of gift cards** that wind up **unused, devalued, missing or simply expire** resulting in a whopping **\$8 billion in consumer loss**.
- **1981: The year "the wave" was first performed** at a baseball game between the Oakland A's and the New York Yankees.

