



April 2017

Common Ground

Welcome New Members!

Kyle Bannister

Legacy Search & Abstract LLC
Title Agency: 0-2 Employees

Lea Barnes

Integrity Transfer & Abstract Co.
Title Agency: 3-10 Employees

Sabrina Buckner

Cardinal Settlements LLC
Individual Title Agent

Patrick Coleman

County Abstract Insurance Co., Inc.
Title Agency: 0-2 Employees

James Duffy

STC Settlement Services
Title Agency: 3-10 Employees

Steven Gratman

Abstract Shop, LLC
Individual Title Agent

Elena Grinberg

Matrix Abstract
Title Agency: 0-2 Employees

Penny Guinter

Front Door Settlement Services, LLC
Title Agency: 0-2 Employees

Jacquelyn Huston

Capital Closings LLC
Title Agency: 0-2 Employees

Christi Neroni

Agency Assist Outsource Solutions LLC
Company Affiliate

Jennifer Rich

Investors Real Estate Services
Title Agency: 0-2 Employees

Taunya Rosenbloom

Law Offices of Taunya Knolles Rosenbloom
Individual Title Agent

Richard Weeber

First American Abstract of PA, LLC
Title Agency: 20+ Employees

PLTA Lobby Day - Register Today!

Join the Pennsylvania Land Title Association (PLTA) in Harrisburg on April 18, 2017 for a Day on the Hill along with your industry colleagues to visit PA legislators and educate them on our industry, upcoming legislation and issues we face. Legislation in Harrisburg can impact how we do our business. Without your input, legislation that negatively impacts the title industry may be enacted. Several important industry topics are on the horizon and this is prime time to get in front of our local legislators! PLTA and Crisci Associates staff will ensure that you receive the assistance you need during the course of the day. [Register online](#) and then schedule your legislative visits with your local legislators (focus on the legislators that represent your home address and work address) or PLTA's Legislative Counsel, Tony Crisci, of Crisci Associates will assist with contacting the legislators. To search for your representatives online visit: www.legis.state.pa.us. In addition, throughout the day the Crisci Associates office will be available for rest and refreshments. Breakfast and lunch will be provided.

"Come support the title industry to ensure our voice is heard." - **Brian Zulli, Esq. CLTP** - PLTA President & Guardian Transfer & Keystone Title Services

"It is a great day to start relationships or strengthen existing relationships with your State Representative and State Senator." - **Frank J. McGovern, CLTP** - PLTA Vice President & Title Resources Guaranty Company

[Register online](#) or contact [Robin Kesh](#) at the PLTA Offices regarding your interest in participation.

Title Issues & Records Committee Update

As of March 24th, [PGW's payoff form has been updated to include a disclaimer](#) which states that certain liens have a payoff of \$0 provided PGW is provided proof of actual closing before exhaustion of all appeals in the matter of Augustin et al. v. City of Philadelphia (E.D. PA - No. 2:14-CV-04238). It further states that the lien(s) will be vacated upon receipt of such proof. PGW states that they will accept as proof a notarized statement from the title insurer or a completed and signed settlement statement (CD or HUD-1). We would encourage agents to contact their underwriter with any specific questions about the handling of such PGW payoffs.

News You Can Use

[US Housing Market Forecast – Strong 2017 to 2020](#)

www.gordcollins.com | April 1, 2017

Good news for the US Housing Market, and hopefully for the business of title agents.

[ALTA Updates Supplemental Best Practices Materials](#)

www.alta.org | April 3, 2017

Have you seen and applied the new updates to our Best Practices guidelines?

[Pennsylvania State Construction Notices Directory](#) | Why File?

There is a place you may not think to look, but which may become important when having to gather information on mechanics' liens and underwriting new construction. The Commonwealth of Pennsylvania has set up a website that will catalog Searchable Projects.

96th Annual Convention Just Two Months Away!



Check out the latest [Convention Video on YouTube!](#) The PLTA 96th Annual Convention at [Bear Creek Mountain Resort](#) in Macungie, PA from June 11 - 13, 2017! [Register online for this year's convention!](#) Enjoy networking and activities along with 4 credits of education Sunday afternoon June 11th and Monday morning June 12th. Presentations by: Mary O'Donnell from Westcor and ALTA; Wayne M. Stanley from ALTA and Leslie Wyatt from SoftPro. Rooms are booked separately, please call the resort toll free 1-866-754-2822 x205 to reserve your room and mention the promotional code: PLTA17. To



Pennsylvania

**TITLE
AGENCY
BOND**
\$1000



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Upcoming Seminars

Lien Priority & Divestiture

April 13, 2017

Carnegie Library of Homestead
Munhall, PA

PLTI & PREP - Title Insurance - Declassified

April 21, 2017

Bucks County Visitor's Center
Bensalem, PA

Old Republic Title Spring Agents Seminar

May 4, 2017

Crowne Plaza Hotel
King of Prussia, PA

Realty Transfer Tax

May 23, 2017

PLTI Education Center
King of Prussia, PA

Realty Transfer Tax - LIVE WEBCAST

May 23, 2017

Duquesne University - Fisher Hall
Pittsburgh, PA

To take online courses visit:
www.pltionline.org

Upcoming Events

PLTA PA Lobby Day

April 18, 2017

Pennsylvania State Capitol
Building
Harrisburg, PA

ALTA Advocacy Summit

May 1-3, 2017

Watergate Hotel
Washington D.C.

2017 PLTA Convention

June 11-13, 2017

Bear Creek Mountain Resort
Lehigh Valley, PA

Thanks to our Premier Sponsor

receive the discount you must book your rooms by May 26, 2017. Sponsorships and exhibit space are still available for this event; interested vendors can [download the sponsorship package](#). Visit the Convention page on our website: www.plta.org for more information. Thanks to our Premier Sponsor, [Signature Information Solutions!](#)

Did You Know?

Did You Know? As a PLTA Member you can advertise with PLTA at a considerable discount!

Did You Know? Advertising opportunities are available on the PLTA website and in our Common Ground eNews. Download the [advertising contract](#) to find out more! Sponsorship and Exhibitor opportunities are also available for [PLTA conferences](#) and other events. Member discounts are available for all advertising!

Did You Know? Is a new section in *Common Ground eNews* that will highlight useful information pertaining to the Admin side of PLTA. We hope you will find the information useful. If you have any topics you want information about, please send your request to info@plta.org.

Western Chapter Update

April showers (and a few snow flurries) are bringing our Spring Continuing Education Seminar, Lien Priority & Divestiture, to bloom on Thursday, April 13, 2017, from 8:30 to 11:30 am, at the beautiful and historic Carnegie Library of Homestead. [You must register online to attend the seminar](#). Visit carnegieofhomestead.com for [directions](#) and information about the Library. We hope you will come and enjoy a pleasant morning to include breakfast, good information, two Continuing Education credits, and take some time to explore the Library facility and its many offerings besides tons of books. Hopefully we will also have some sunshine coming through the Library's tall windows ~ something different!

Communications Committee

Communications is working on promoting the Annual Convention and continues to update social media. We also started a PLTA Instagram account. In addition, we are also finalizing a new media kit. Good news: PLTA Is "open for business" for advertising on the website and e-news as mentioned in *Did You Know!*

Introducing PLTI LIVE!

PLTI is going LIVE! Our focus groups have confirmed that presenting seminars via live streaming webcast is just as good as being in the room with our presenters with the bonus of not having to take a test! **Realty Transfer Tax** will be presented in [King of Prussia](#) on May 23, 2017 and live stream webcast to [Duquesne University in Pittsburgh!](#) Simulcasting will give our members throughout the state the opportunity to take our continuing education seminars more often throughout the year. Stay tuned for more seminars and dates as we roll out more tech advances for PLTI!

Digging In the Dirt ~ Commercial Closing Chaos, Springs Eternal

Most of us grew up and blossomed in this industry handling all of the aspects required of residential closings, and realized that each transaction is different from the one before and the one that comes after the one we just completed. If we are fortunate, or some may think not, to branch out into being involved in the murky, misty world of commercial closing transactions, we can feel we have finally arrived at knowing everything we need to know about all the moving parts of a complicated, moment-to-moment, blood rushing to our heads, experience.

OK, maybe not that thrilling, but I had been tossed into the world of commercial closings as a way of life, and was recently reminded by one of the pillars in this industry (from whom I have learned much) of the fun we have being the touchstones of these projects. My education came in fits and starts and we all have the war stories and scars to fall back on when preparing for our next closing.

Thank you to Len Shatz, Esq. for sending the attached article, [The Closing, by Stuart Levin of Commercial Settlements, Inc.](#) which was published some 15 years ago, but which still sums up and describes in delightful detail the joys encountered during the commercial closing journey. Please send any issue or experience you would like to pull out of the mud and share to Kimberly Reed, info@plta.org. *"Every spring is the only spring - a perpetual astonishment".~ Ellis Peters*

Pennsylvania Land Title Association 2016-2017 Officers

PLTA President - Brian Zulli, Esq., CLTP
PLTA Vice President - Frank McGovern, Esq. CLTP
PLTA Treasurer - Danielle L. Chamberlain, CLTP



PLTA Secretary - Chuck Nowicki, CLTP, NTP
PLTA Immediate Past President - John T. Croke, CLTP

Central Chapter - Lisa Peters, CLTP
Lehigh Valley Chapter - Freddy Vasta, Jr.
Northeastern Chapter - Barb Mikielski, CLTP
South Central Chapter - Nanci Reese, CLTP
South Eastern Chapter - Diana T. Sabol, CLTP
Western Chapter - Deb Chipman Reimer, CLTP

Committee Meetings

Interested in joining a committee?
Visit www.plta.org to learn more.

Executive Committee Meeting

April 12, 2017- 10 am
PLTA Office

Education Committee Meeting

April 19, 2017- 2 pm
PLTA Office & Conference Line

Convention Committee Meeting

April 20, 2017- 10 am
PLTA Office & Conference Line

Communications Committee Meeting

April 20, 2017- 3 pm
PLTA Conference Line

PLTA/PLTI Staff Can Help!

Questions about your membership?
Looking for courses?
Interested in joining a committee?

Give us a call! 610-265-5980

[Robin Kelsh](#) - Executive Director
[Kim Kostusiak](#) - Administrator
[Shelley Marsh](#) - Administrator

Click to view the PLTA Common Ground eNews online!

1010 West 8th Avenue, Suite H, King of Prussia, PA 19406 | phone: 610-265-5980
toll free: 800-545-7584 | fax: 610-265-5998 | www.plta.org | info@plta.org | www.plti.org