

# PLTA Common Ground eNews

## Your Source for Title News in PA!

November 2017

**Please note: the PLTA office will be closed on November 23 & 24, 2017 for the Thanksgiving Holiday.**

### PLTA President's Update

This month I had the honor to attend the ALTA ONE annual conference in Miami, FL on behalf of the members of our organization. It was a tremendous learning experience and wonderful to network with fellow members of the PLTA and industry from across the country.

ALTA stated their 2018 strategic priorities:

1. Values and Culture – What are the values and cultures of the successful companies? How can our agencies and companies strive to be a place that people want to work and grow a career?
2. Forum for Innovation – Digital technology is accelerating and evolving. What will the industry look like in 2, 5, 10 years from now? In Pennsylvania, we just testified this month regarding a online/remote notarization Bill. Most Realtors are using DocuSign with their clients, most people apply for a loan online, one last piece of the puzzle to further the adapt to our changing closing environment is the online/remote notary.
3. Information Security – Wire fraud, Phishing, Whaling, Business Email Compromise, protection of personally identifiable information.
4. Customer Experience – Continue to educate the consumer about what you do and the value of title insurance.
5. Talent Focus – How do we bring new blood into the industry? Once they are hired, how do we train and retain employees.
6. Best Practices – ALTA Registry. ALTA is working to create a phone book for lenders that list all the title agents and an Underwriter confirmation that the agent is an agent of the Underwriter.

I could expand on each of the above topics much more and if you are interested in discussing anything further, please do not hesitate to reach out to me at [Frank.McGovern@TitleResources.com](mailto:Frank.McGovern@TitleResources.com)

Finally, thank you to Signature Information Solutions for agreeing to be the Premier sponsor for the PLTA annual convention in 2018!

### News You Can Use

**REMINDER** - Delaware County's website System Alert - The County has purchased a new Real Estate Tax software system. This conversion process will start October 13, 2017 **through Mid-November, 2017**. Information relating to Delaware County Real Estate records, including tax records, homestead status, and tax certifications will be frozen. We are asking for your patience during this important project. More information may be found on the [Delaware County website](#).

[ALTA Past President Details Wire Fraud Threats During Congressional Testimony](#)

**November 2, 2017** - ALTA Past President Daniel D. Mennenoh ITP, NTP detailed the threat of wire fraud during a Congressional hearing Nov. 1 before the Subcommittee on Financial Institutions and Consumer Credit.

[The latest Title News issue from ALTA contains a great article by our own Philip S. Janny, CLTP, NTP, who gained a wiser, happy, repeat customer, using ALTA guidelines.](#)

**Title News \ October 2017**

Your Source for Education!



New eBook for  
Title Agent Licensing!



Pennsylvania  
**TITLE  
AGENCY  
BOND**  
**\$1000**

**NNA SURETY**

**NATIC ...**  
The game-  
changer for  
agent growth  
Learn more ...

**Your 1 Source  
for PA Tax  
Certifications**

1 Solid Guarantee  
1 Monthly Payment  
1 Place to Call

signatureinfo.com  
800-792-8888

Information you may not have when you go to vote: A Proposed Constitutional Amendment amending the Homestead Property Tax Assessment Exclusion on the November 7, 2017 ballot may have an effect on future property taxes.

**Ballotpedia | 2017**

Since Halloween just passed here is interesting information on that Victorian bed-and-breakfast you have always wanted

**Trends | October 27, 2017**

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## **PA Online Notary Ad Hoc Committee Update**

Senate Bill 595 of 2017 amends Title 57 (Notaries Public) of the Pennsylvania Consolidated Statutes to allow for remote notarizations. Along with other stakeholders, PLTA has provided suggested amendments to the bill that would impose safeguards to protect consumers and title companies from fraud, identity theft, theft of property and elder abuse, and to protect the integrity of the notarial process.

Senator Mike Folmer, SB 595 sponsor, held a public hearing on October 24th where seven (7) stakeholders testified. Michael O'Neal, Vice President – Corporate Underwriting for First American Title Insurance Company testified on behalf of PLTA. He explained why this topic is so concerning for the title industry, and that making our suggested changes would protect consumers and title companies alike. Our amendments require 1) that the notary performing the notarial act be located in Pennsylvania, 2) that the document disclose on its face that it contains a remote notarization, 3) that heightened safeguards with respect to identity verification be imposed, 4) that the legislation be technology and vendor neutral to allow for advancements, and 5) that the notary maintain an audio/visual recording of the notarial act for a period of at least five (5) years. PLTA Officers Frank McGovern, Esq., CLTP (President), Chuck Nowicki, CLTP, NTP (Treasurer), and Lisa McEntee, Esq., ALTP (Secretary), attended the hearing to support O'Neal and display PLTA's commitment to this matter. To view a recording of the public hearing, please click [here](#).

If you have any questions, comments or concerns about this topic, please feel free to contact Committee Chair Lisa McEntee, Esq., ALTP at [lmcentee@firstam.com](mailto:lmcentee@firstam.com) or Executive Director Robin Kelsh at [rkelsh@plta.org](mailto:rkelsh@plta.org).

## **97th Annual Convention!**

Strategic planning by the convention committee continues for our march on Gettysburg June 3-5, 2018. Our encampment will be at the Wyndham Gettysburg at the low rate of \$134 and the room block is open! Accommodations can be secured through: [www.wyndhamhotels.com](http://www.wyndhamhotels.com). We are looking forward to a historic convention event!

## **Communications Committee**

The committee is continuing to develop the 2018 PLTA Media Kit, which will house each of the advertising promotional opportunities offered by the association. Features of the kit will include information on e-news and website advertising, conference sponsorships, as well as details on a NEW PLTA directory....More to come.

The committee is also working on the 2018 communication plan to assist the Association and the Communications Committee with managing the growing number of PLTA promotional activities. The plan will outline important events and initiatives, while outlining when and how these activities will be promoted.

Committee members have put together a Media List that will be helpful in getting information out to state and local news outlets, and is further fine-tuning it with personal contacts and preparation of a "pitch letter" describing the mission, services and activities of the PLTA to submit to those outlets. If you have suggestions for media outlets or websites, please contact the Committee at [info@plta.org](mailto:info@plta.org).

Check out this great piece that ran yesterday on CNBC. [Click here to watch video](#).

## **Western Pennsylvania Chapter Update**

As the year comes to a close, our continuing education credits still need attention. Please be sure to check out the simulcast PLTI seminars on a variety of topics that are being held in our neck of the woods at the Regional Learning Alliance Center, 850 Cranberry Woods Drive, Cranberry Township, PA. The simulcast seminar for new LLC law updates and guide to 1031 Exchanges held on October 19th in the brand new Koppers Building Conference Center in downtown Pittsburgh gave us great information, while demonstrating the wonders of modern technology, along with those two CE credits!

Our Breakfast meetings are turning into Lunch Gatherings for 2018, hoping to make it easier for members to get together (we all love lunch, right?), so put these dates and locations on your new calendars, all starting at 12:00 Noon:

March 14, 2018-Panera, McKnight Rd  
May 9, 2018-Panera, Galleria-Mt. Lebanon  
September 12, 2018-Panera, Oakland-Blvd of Allies  
November 7, 2018-Panera, Robinson at The Point-by Burgatory

### ***In Memorium***

*It is with great sadness that we regret to inform you of the passing of Judy Bruno in October. Judy & her partner, Maggi Sitko, who founded Sitko Bruno, LLC, were the owners of NTLT Settlement Services. Our condolences and deepest sympathies go out to the Bruno family. [Click here for obituary notice.](#)*

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## **Digging In The Dirt - Trials of Trails....Yours, Mine, and Ours**

This time of year is especially pleasant to have a day where you can put on your hiking boots, head out to the nearest woody trail to explore with kids, friends, pups, snacks, take in the crisp air, and feel thankful for the beauty of this country. Generally our parks and paths are open to the public without anyone who uses them having a care about easements, rights of way, ownership, adverse possession .... those issues that true title nerds explore!

I have not heard much about the upset of landowners having to share their acreage with public and governmental interests in Pennsylvania, but apparently in western states there is much to fuss about. [This article explains how just going out for a hike can put a hitch in your get-along.](#)

Please send any issue, unusual, or interesting experience you would like to shovel out and share to Kimberly Reed, [info@plta.org](mailto:info@plta.org).

*Gratitude can transform common days into thanksgivings, turn routine jobs into joy, and change ordinary opportunities into blessings.~ William Arthur Ward*

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### **Welcome New Members**

**Tracy Cantalupo**  
Quality Closing Services  
*Individual Title Agent*

**Deborah Kessler**  
Safeguard Property Transfer  
*Individual Title Agent*

**Patrick Murray, Esq.**  
24-7 Settlement Services  
*Title Agency: 0-2 Employees*

**Joel Steinberg, Esq.**  
CLA Title and Escrow  
*Individual Title Agent*

**Paula Zwiren**  
Zwiren Title Agency, Inc.  
*Title Agency: 3-10 Employees*

### **Upcoming PLTI Seminars**

**Ethics & Title - Do the Right Thing**  
*November 7, 2017 - 9:30 AM*  
PLTI Office, King of Prussia, PA  
RLA Learning Ctr., Pittsburgh, PA  
Marywood University, Scranton, PA

**Best Settlement Practices - Practical Tips for the Closer**  
*November 14, 2017 - 9:00 AM*  
PLTI Office, King of Prussia, PA  
RLA Learning Ctr., Pittsburgh, PA

**Surveys, Legal Descriptions & Title Insurance**  
*December 13, 2017 - 9:30 AM*  
PLTI Office, King of Prussia, PA  
RLA Learning Center, Pittsburgh, PA  
TBD - Altoona, PA

### **PLTA Upcoming Events**

**PLTA Mid-Year Conference**  
*January 18, 2018*  
Crowne Plaza Valley Forge  
King of Prussia, PA

**PLTA Western Mid-Year Conference**  
*March 8, 2018*  
DoubleTree Hotel Cranberry  
Mars, PA

**PLTA 97th Annual Convention**  
*June 3 - 5, 2018*  
Wyndham Gettysburg  
Gettysburg, PA

For More PLTI Seminars visit our [PLTI Calendar](#)  
To take online courses visit:  
[www.pltionline.org](http://www.pltionline.org)

### Contact Us:

Pennsylvania Land Title Association  
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**Email:** [info@plta.org](mailto:info@plta.org)

**PLTA website:** [www.plta.org](http://www.plta.org)

**PLTI website:** [www.plti.org](http://www.plti.org)

Connect with PLTA on Social  
Media:



### PLTA Committees

Interested in joining a committee?  
Visit [www.plta.org](http://www.plta.org) to learn more.

Membership Committee Meeting  
November 15, 2017 - 10:00-11:00 AM

Communications Committee Meeting  
November 15, 2017 - 3:30-4:30 PM

Executive Committee Meeting  
November 16, 2017 - 10:00-12:00  
Noon

PLTI Board of Trustees Meeting  
November 16, 2017 - 2:00-4:00 PM

Education Committee Meeting  
November 21, 2017 10:00-11:30 AM

### PLTA Quick Links

[PLTA / PLTI Events Calendar](#)

[Join PLTA](#)

[PLTA Advocacy](#)

[PLTI Education](#)

[PLTI Online Learning Course Catalog](#)

[PLTA/PLTI Store](#)

[PLTA/PLTI Staff Can Help!](#)

[Update Your Login & Password](#)

[Report A Problem](#)

### Did you know?

**Join TAN (Title Action Network)** In this rapidly changing regulatory environment, members of the land title industry face threats at both the state and federal levels that could seriously impede your ability to do business. It's time to stand together! Join TAN today, it's FREE - [click here for details](#).

- If you'd like to have additional employees at your company receive informative emails from PLTA, email [info@plta.org](mailto:info@plta.org) and provide us their name and contact information, including email address.
- If you'd like to renew your PLTA membership or join PLTA, [click here](#) or call 610-265-5980
- Got News for News You Can Use? Send it to the PLTA Communications Committee at [info@plta.org](mailto:info@plta.org).

### Pennsylvania Land Title Association 2017-2018 Officers

PLTA President - Frank McGovern Esq., CLTP

PLTA Vice President - Danielle L. Chamberlain, CLTP

PLTA Treasurer - Chuck Nowicki, CLTP, NTP

PLTA Secretary - Lisa McEntee, Esq., ALTP

PLTA Immediate Past President - Brian Zulli, Esq., 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

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