

Tri-County Escrow Association



Special points of interest:

- CEA Master Calendar
- Upcoming classes and Educational Opportunities
- Application for membership
- PD holder information

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Nancy E. Rowe

Tri-County Escrow Association lost one of it's members last month. Nancy E. Rowe, 69, of Rancho Cucamonga passed away January 22, 2006 at Citrus Valley Hospice, West Covina from complications of pancreatic cancer.

She was born September 20, 1936 in Ventura, CA and was a Cucamonga resident for 47 years. Nancy worked in real estate escrow for 40 years. She owned and operated Diamond Escrow, opened and managed Land-America Lawyers Title Company's Upland office and, opened and managed their Rancho Cucamonga office until her death.

She is survived by her husband, Fred; four children, Vince Rowe of Dallas,

Texas, Russell Rowe of Rancho Cucamonga, Nancy Silberberg of Rancho Santa Margarita, Oliver Juergens of Bad Homberg, Germany; one sister, Georgia Mae Weeks of Ventura; five grandchildren, Lisa, Christina, Brandon, Spencer, and Sydney.

She will be deeply missed by all of her many friends, family and the multitude of escrow and title personnel she has trained over the years.

Memorial contributions may be sent in memory of Nancy E. Rowe to: The National Pancreas Foundation, P.O. Box 15333, Boston, MA 02215, www.pancreasfoundation.org/donation.

UPCOMING MEETING

March Monthly Dinner Meeting
 March 14, 2006
 Topic: CEA President Irene Genders
 Place: The Magic Lamp, Rancho Cucamonga
 Come celebrate Tri-County's Birthday with us!!!

Flyers will follow with more details

President's Message

February President's Message....

February is a great month !! We have the promise of spring, a day for remembering our loved ones, the birthdays of two of our most popular presidents, and a holiday – you can't get much better than that !

While we look ahead to February and all it brings, we must also reflect back on who and what has passed. On January 22, one of our own left us. Nancy Rowe, who most of us have met or at least heard of, was a member of the escrow industry for 40 years, a strong supporter of Tri-County for most of our existence, and will be greatly missed.

I just attended our first CEA Board Meeting of the year in San Jose. CEA has a lot going on this year, as you can see in the Directors Report. The new Escrow I book will be available soon, and the new Escrow II book should be going to the printer this year. Also, the new Escrow III book revision will be started this year. We have online educational programs on the CEA Website, and are looking into allowing PD credits for educational opportunities from outside sources.

The CEA Conference this year is in our "backyard" – so it should be easy for us all to attend. We will be having some wonderful speakers and interesting topics. If you are planning on obtaining a Professional Designation this year, why not take the test at conference?? We would love to be able to award some Professional Designations to our members.

I want to thank you for supporting the Miriam Schwartz Benevolent Fund. I was able to present that committee with a check for \$1,000.00 at this month's Directors meeting and they were very appreciative! I was very surprised to learn of the little that has been donated to this fund through the years, and hope that we can continue to support the fund through 2006.

Our meeting this month is a week early, so as not to interfere with Valentines Day, and will be on the 7th at The Old Spaghetti Factory. A speaker from the Franchise Tax Board will be joining us, so make your reservations early as there will be a full house.

See you there !

Colleen

YOUR 2006 BOARD OF DIRECTORS

President

Colleen Graves
cgraves@newcenturytitle.com
909.937.0020

First Vice President

Wendy Killion
killionw@ctt.com
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2nd Vice President

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Treasurer

Shelly Zinkosky
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Secretary

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Director - Ed. & Awards

Cathy Esposito
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Director - Newsletter

Penni Anderson
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Director - PD Chair

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Sr. CEA Director

Nancy Stalter
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Director - Website

Debby DeKoning
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Director - Raffles

Adria Tombow
(909)937-0020

Director - Affiliates/Sunshine

Rylana Walker
909-800-6394

There are still positions open on the Board of Directors. Anyone interested please contact our President Colleen Graves at the address above or at one of our meetings. Your involvement is important to our continued growth.

MINUTES TO THE BOARD MEETING TRI-COUNTY ESCROW ASSOCIATION-JANUARY 10, 2006 AT THE MAGIC LAMP

In attendance were Nancy Stalter, Wendy Killion, Cathy Esposito, Amy Van Slogteren, Penni Anderson, Debby DeKoning, Adria Tombow, Colleen Graves, Suzie Morris and Shelly Zinkosky

The meeting was called to order at 5:10PM by Colleen Graves

New Business under discussion was

1. Membership Suzie Morris suggested that Vickie Walsh be asked to join us and handle memberships
2. Raffle Director Adria Tombow will be handle this position ½ of profits will be applied to the purchase of the following months gifts and ½ will be put back into our treasury.
3. Affiliates It was suggested that Liz Simmons may possibly be interested in this position
4. Newsletter Penni Anderson will need to contact Pacific Corp. and Title for assisting us again this year with publication. Deadline for submissions in our newsletter is the 20th of the month.
5. Website Debby announced the necessity of FTP and Dreamweaver softwares to continue to maintain our own website. It was also announced that we will need to renew our domain and host.

Debby motioned to purchase FTP software at \$69.95 and Dreamweaver software at \$399.00 and for any necessary renewals regarding the website. Nancy seconded the motion which was passed unanimously.

Debby will post all meeting dates on the website.

6. Speakers/Venues The board discussed potential speakers and venues. Suggestions for a "Title Panel" were given in addition to a possible "Lender Panel." Since April is Secretary Month, we discussed gearing the education toward the assistants in April with a "Title Panel".
7. Speaker gifts Amy motioned to purchase \$50 dollar speaker gifts throughout the year with the exception of our joint meeting with Rose Pothier approving a \$100 gift. Shelly seconded the motion which was passed unanimously. Shelly Zinkosky will purchase all speaker gifts for the year.
8. Miriam Schwartz Debby moved to add \$82.70 to the current fund of \$917.30 to complete our donation to CEA of \$1,000.00.

We discussed announcing what this fund is for and getting more stories to help our members and guest understand why they should contribute.

9. Treasury Shelly announced that we have \$3,266.15 remaining funds in our account

Reimbursements: Shelly had items for reimbursement for various board members. Items were reviewed, Wendy moved that all items be reimbursed, Shelly seconded the motion which was passed unanimously.

There being no further business to discuss, the meeting was adjourned at 5:55PM by Colleen Graves

Respectfully submitted,
Amy Van Slogteren, Secretary

DIRECTORS REPORT JANUARY 28, 2006

The meeting this month in San Jose was very busy. Most of the attendees flew in Friday night and left Saturday evening so we had a lot to get done in the 8 hours we were together.

EDUCATION COMMITTEE:

The new Escrow I Book is with the publisher.

The Escrow II Book has only 2 chapters and the table of contents and it will go to the editor and publisher.

Escrow III is being started this year.

AEA/National Affairs:

MBA (Mortgage Bankers Association) has presented AEA with a proforma Uniform Closing Instruction which has been posted on AEA website for comments. After AEA has responded with comments, suggestions and solutions, MBA will then present it to ALTA. The goal is that the Uniform Closing Instruction will be completed by the end of 2006. Members from CEA's Lender Relations committee and the AEA committee will form an ad hoc committee to address the proforma instruction.

PREP (Property Records Education Partners) will be having it's first So Cal meeting on March 16th in San Bernardino. More info will be forthcoming, but we need it to be well attended.

AEA Conference is at The Nugget in Sparks, NV this year on June 8, 9 and 10. The theme this year will be "Catch the Vision".

CEA's website will soon have information for closings in all states. Kim Dawson is working on the map to be placed on our website.

We are working on a gift for AEA's Washington, DC office. This will be a PD style plaque with the State of California superimposed on it. We will try to have the plaque presented at AEA's March meeting in DC.

PROFESSIONAL DESIGNATION/CONTINUING EDUCATION COMMITTEE:

The updated CET test is ready.

The CEO exam with the CAR Contract is now with headquarters and will be input, then sample tests taken, and if it tests out okay, will be implemented.

The CSEO exam with the CAR Contract is still being worked on.

There are new PD exam fees this year (copy in our newsletter)

The PD exam schedule is in our newsletter.

We are working on guidelines for "outside" educational events so that our PD holders can get PD credits.

Escrow Training Institute is approved for PD credits for another year – through December 31, 2006.

GENERAL SESSION:

Irene Gender's charity is The City of Hope. She would appreciate any type of donations, made in CEA's name.

An amendment to the Standard Operating Procedures was passed, renaming the current Mazy/Simmons/Swink fund as the "Charles P. Conner Educational Scholarship Fund". This fund will assist current CEA members

DIRECTORS REPORT JANUARY 28, 2006 continued

with tuition for “higher education” for their children. The member needs to make application to CEA, and if awarded it will be paid to the financial dept. of the institution the child is attending.

The Miriam Schwartz Benevolent Fund report was given. Surprisingly, this was established in 1976 with a \$1,000.00 donation by Miriam Schwartz. Since then, an additional \$3,929.00 has been contributed (of which \$2,305.00 was from us) and a total of \$6,500.00 has been paid out to needy members and/or their families. Bill Vance announced our contribution and was very appreciative on behalf of the Fund.

CEA Conference this year will be October 19 through 22, at the Doubletree Hotel and Ontario Convention Center. It will be a Mardi Gras theme.

Our membership as of January 15, 2006 is 1,960. Our goal this year is 2,850.

The Lender Relations committee reported that it is trying to get something on our website this year with the various lenders instructions (pitfalls, problems and solutions). Countrywide is NOT requiring that their instructions be signed by escrow.

Mike Belote spoke to 2 important issues:

John Garamendi is running for Lt. Governor this year, and this is probably why he’s making all the fuss about title and escrow fees. No one knows how he’s going to proceed with it, but we will be watching it and keeping everyone apprised of his actions. If you receive any urgent calls to action by headquarters, please respond quickly.

1099 reporting on broker commissions is not going away. CAR is now trying to impose it upon us by way of the contract. There is a “working group” acting on this with CAR and FTB trying to make them realize that the reporting is NOT our job.

Wayne Gomer Seminars has been approved and CEA members can get discounts by taking his notary classes.

We now have 2 educational programs available online through the CEA website.

Submitted by Colleen Graves

MEMBERSHIP

If you are not already a member of Tri-County Escrow Association, please join us. Enclosed at the back of this newsletter are the application form for the CEA which includes a space to put Tri-County as you region, as well the current fee schedule. Your membership counts and will help our organization to grow and be able to offer more resources to our members.

UPCOMING CLASSES OFFERED BY THE BUSINESS OF ESCROW

Escrow Procedures I
\$449

2 day class
in **San Bernardino**
Feb 11 & Feb 25, 2006

CSEO & CEO
Professional Designation
Exam Prep
\$90

4 hour class in **Monrovia**
Feb 18, 2006
presented by Terri Fabbri

Certified Escrow Tech
Professional Designation
Exam Prep
\$65

4 hour class in **Monrovia**
Feb 18, 2006
presented by Tamara Stoebe

Escrow Procedures II
\$499

3 day class
in **Glendale**
Mar 11 & Mar 25, &
April 8, 2006

Escrow Procedures III
\$499

3 day class
in **Glendale**
Jun 3 & Jun 17, &
July 8, 2006

Please contact them via email at: thebusinessofescrow@adelphia.net or visit their website at www.thebusinessofescrow.com. Please take full advantage of these or any other classes.

CEA MASTER 2006 CALENDAR

<i>DATE</i>	<i>EVENT</i>	<i>PLACE</i>
<i>January</i>		
18-22	AEA Board of Directors Meeting	Orlando, FL
27-28	CEA Board of Directors Meeting	Fairmont Hotel, San Jose
29	New Regional President's Training Seminar	Fairmont Hotel, San Jose
<i>February</i>		
<i>March</i>		
8-11	AEA Board of Directors Meeting	Washington, DC
17-18	CEA Board of Directors Meeting	Hilton Hotel, Costa Mesa
24	CEA News Submission Deadline for Apr/May/June Issue	
<i>April May</i>		
20-21	CEA Board of Directors Meeting	Hyatt Regency, Sacramento
22	CEA Legislative Day	Hyatt Regency , Sacramento
<i>June</i>		
8-10	American Escrow Association Annual Conference	Nugget Hotel, Reno
23	CEA News Submission Deadline for July/Aug/Sept Issue	
<i>July</i>		
14-15	Nor-Cal Conference	Marriott Hotel, San Ramon
<i>August</i>		
18	Rose Pothier Scholarship Applications Due to Headquarters	
18	Regional Award Submissions Due to Headquarters	
25-26	CEA Board of Directors Meeting	Hilton Hotel, Costa Mesa
<i>September</i>		
22	CEA News Submission Deadline for Oct/Nov/Dec Issue	
30	Membership Renewals Mailed to Members by Headquarters	
<i>October</i>		
19-22	CEA 51st Annual Educational Conference	Ontario Convention Center
<i>November</i>		
10-11	CEA Board of Directors Meeting	Hilton Hotel, Costa Mesa
30	Membership Renewals Due to Headquarters	
<i>December</i>		
31	P.D. 502 Forms Due to Headquarters	

CEA POSTED EDUCATION OPPORTUNITIES

FEBRUARY 2006

- Feb 2 East Bay Escrow Association Board Meeting 5:45 PM - 7:00 PM -- Pleasant Hill
- Feb 2 Santa Clarita Valley Escrow Association Board Meeting, 11:45 - Margarita's
- Feb 7 North San Diego County Escrow Association Dinner Meeting
- Feb 8 Santa Clarita Valley Escrow Association Dinner Meeting 6:00, Speaker, "We the People"
- Feb 11 **High Desert Escrow Association Assistant Seminar, ["What Do I Do Now?"](#)**
- Feb 15 **The Los Angeles Escrow Association and the San Fernando Valley Escrow Association presents [Kim Dawson, CEO, CSEO, CEI, LandAmerica: Dealing with Difficult Clients](#). Mini Workshop (1 PD Credit) to be presented by Carolyn Marcial, CSEO, CEI. *Must be registered for meeting.***
- Feb 21 Escrow Association of Santa Clara Valley Board Meeting -Alliance Title, Campbell, CA at 5:30 pm

MARCH 2006

- Mar 1 Santa Clarita Valley Escrow Association Board Meeting, Location to Be Determined
- Mar 2 East Bay Escrow Association Board Meeting 5:45 PM - 7:00 PM -- Pleasant Hill
- Mar 4 North San Diego County Escrow Association & Riverside Mobile Home Seminar (*tentative date*)
- Mar 8 Santa Clarita Valley Escrow Association Dinner Meeting
- Mar 11 **North State Escrow Association Annual Education Conference**
Hilton Garden Inn, 5050 Bechelli Lane, Redding
- Mar 14 Escrow Association of Santa Clara Valley Teleconference Board Meeting at 5:30 pm
- Mar 14 North San Diego County Escrow Association Dinner Meeting
- Mar 15 **The Los Angeles Escrow Association and the San Fernando Valley Escrow Association presents [Werner Weisig & Jim Wood, Equity Title Company Escrow & Title: Relationships & Domestic Partnerships](#). Mini Workshop (1 PD Credit) shall be presented by Arline Berens, CSEO, CEI. *Must be registered for meeting.***
- Mar 16 East Bay Escrow Association General Dinner Meeting 5:30 PM - 8:30 PM
- Mar 21 Escrow Association of Santa Clara Valley Dinner Meeting - Speaker: Mark Lessler, IRS Criminal Investigation Department *Three Flames Restaurant, 1547 Meridian Ave., San Jose, CA 95125*

April 2006

- Apr 5 Santa Clarita Valley Escrow Association Board Meeting, Location to Be Determined
- Apr 6 East Bay Escrow Association Board Meeting 5:45 PM - 7:00 PM -- Pleasant Hill
- Apr 12 Santa Clarita Valley Escrow Association Dinner Meeting
- Apr 11 North San Diego County Escrow Association Dinner Meeting
- Apr 18 Escrow Association of Santa Clara Valley Board Meeting -Alliance Title, Campbell, CA at 5:30 pm
- Apr 19 **The Los Angeles Escrow Association and the San Fernando Valley Escrow Association presents [Jan Oates, Fidelity National Title Company, Fidelity National Title Company: The Latest and Greatest Schemes & Scams](#). Mini Workshop (1 PD Credit) shall be presented by Kristeen Dolan, CEO. *Must be registered for meeting.***

Please visit CEA's website at www.ceaescrow.org. for additional information. They have a lot of information that will benefit you.

PROFESSIONAL DESIGNATION

In addition to becoming a member of Tri-County Escrow Association and taking educational classes and seminars. It is also important to obtain your Professional Designation. According to the CEA website:

The elite of CEA's education honors are its Professional Designations. With professional demands and competition in the workplace increasing daily, earning a CEA Professional Designation has become a vital tool for success and recognition in the escrow profession.

After successfully completing the appropriate exam, as well as meeting other experience and/or education requirements, CEA members can earn one or more of the designations .

To stay on top of the ever-changing escrow industry, Professional Designation holders are required to earn continuing education credits and maintain membership status in CEA as a requirement of their designations. This demonstrates to the public and colleagues, that Professional Designation holders are the most knowledgeable and well-educated escrow practitioners around.

Attached are the exam fees for the Professional Designation as well as the exam schedule. Please visit CEA's website for a more detailed description of the different Professional Designations and the application process.

PLEASE COME SEE OUR WEBSITE @ WWW.
TRICOUNTYESCROW.ORG
