

# Tri-County Escrow Association



## Special points of interest:

- New PD Holders
- CEA Master Calendar
- Upcoming classes and Educational Opportunities
- Upcoming Meetings

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## CONGRATULATIONS!!!

Congratulations are in order for two of Tri-County's members. They have taken their Professional Designation Exams and passed.

Eloise Haering is now a Certified Senior Escrow Officer or CSEO.

And

Sharee Perea is now a Certified Escrow Officer or CEO

Way to go!!! We are so very proud of you.

If anyone else is interested in taking their Professional Designation Exam or would like more information about them, please see our PD Chair Suzie Morris.

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## UPCOMING MEETING

June 13, 2006

Joint Dinner Meeting with High Desert and Riverside County Escrow Associations

Speaker Rose Pothier

Place: Dave and Busters, Ontario Mills

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## President's Message

If "April Showers" truly bring "May Flowers", we should have some beautiful bouquets!!!

CONGRATULATIONS ARE IN ORDER for two of our members who have obtained their Professional Designations:

Eloise Haering CSEO

Sharee Perea CEO

GREAT JOB !! We're all very proud of you !!!

The May CEA Director's meeting will be held in Sacramento on May 19th and 20th. Since there is not any legislature that will significantly affect our industry being presented in the very near future, the meeting will not include any lobbying, but will be very informative, none the less.

On the National level, the AEA Conference will be held in Sparks, NV on June 8, 9 and 10th. All are welcome, and you can find reservation information and forms on the AEA website. [www.a-e-a.org](http://www.a-e-a.org). While we're mentioning websites, how many of you have visited our website lately ??? Debby DeKoning, webmistress extraordinaire, has done a wonderful job with our site, and if you haven't visited lately, please visit soon. [www.tricountyescrow.org](http://www.tricountyescrow.org)

It was great to see you all at our April meeting. Dan Dulin was a font of knowledge and the questions were interesting for all ! A HUGE thank you to Dan for being the only one of our Title Panel that made it !!

Our meeting for May will be held at the Whole Enchilada on May 9, 2006.

See you all there !!

Colleen

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## YOUR 2006 BOARD OF DIRECTORS

### President

Colleen Graves  
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### First Vice President

Wendy Killion  
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### 2nd Vice President

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### Treasurer

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### Secretary

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### Director - Ed. & Awards

Cathy Esposito  
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### Director - Newsletter

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### Director - PD Chair

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### Sr. CEA Director

Nancy Stalter  
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### Director - Website

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### Director - Raffles

Adria Tombow  
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(909)937-0020

### Director - Affiliates/Sunshine

Rylana Walker  
Rwalker@exchangeresources.net  
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### Director-Sunshine

Mae Brown  
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### Director - Membership

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## MINUTES TO THE BOARD MEETING TRI-COUNTY ESCROW ASSOCIATION-MARCH 14, 2006 AT THE MAGIC LAMP

In attendance were Nancy Stalter, Wendy Killion, Cathy Esposito, Penni Anderson, Mae Brown and Suzie Morris

The meeting was called to order at 5:10PM by Wendy Killion

New Business under discussion was

1. CEA asked for a board vote on flat rate membership fee. The boards voted NO to a flat rate membership fee
2. Nancy Stalter brought up that San Gabriel Escrow Association is having an Old Cell Phone Drive. It was decided to support them and if you bring in a cell phone you get a raffle ticket.
3. Starting next month all attendees will be given a dinner ticket when they check in. No ticket, No Dinner. It was motioned on and passed.

There being no further business to discuss, the meeting was adjourned at 5:40PM by Wendy Killion

Respectfully submitted,

Cathy Esposito

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### THE BUSINESS OF ESCROW

The Business of Escrow offers students classes that are practical because our instructors bring their own escrow experiences into the classroom. Interactive courses together with step-by-step teaching turn complicated facts into easy to understand terms, allowing you to put what you learn into practice immediately!

Their classes are approved by the California Escrow Association and several are sponsored by our Tri-County Escrow Association, as well as Escrow Associates of San Gabriel Valley and Los Angeles Escrow Association.

Please visit their website @ [www.thebusinessofescrow.com](http://www.thebusinessofescrow.com).

Education is very important in our industry. So please see what educational opportunities may benefit you and your company.

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## MINUTES TO THE BOARD MEETING TRI-COUNTY ESCROW ASSOCIATION-APRIL 11, 2006 AT UPLAND HILLS COUNTRY CLUB

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

The meeting was called to order at 5:20PM by Colleen Graves

New Business under discussion was

1. AEA Conference AEA Conference is June 8, 9 & 10 in Sparks, NV. We agreed to vote for all California Representatives. CEA is sponsoring the MBA Session

Debby motioned for Tri County to sponsor \$100 for AEA Conference and \$100 for raffles, broken down into 2 separate \$50.00 prizes. Amy Seconded the motion and it was passes unanimously.

2. Membership CEA has asked all the local associations to change their membership fee to a flat \$25. We are allowed to offer a rebate to our members or utilize the excess funds as voted on the board. We have decided to hold off on any decisions at this time until our Tax Return situation is resolved, as we are unaware still of any penalties that may be owed.

Cathy motioned to increase 2007 regional dues to \$25.00. Wendy seconded the motion. It was passed unanimously.

3. Calendar Our meeting on May 9<sup>th</sup> will be held at the Whole Enchilada, the speaker will be Ry-lana Walker of Exchange Resources. Our meeting on June 13<sup>th</sup> will be joint with Riverside and High Desert Associa-tions at Dave & Busters, the speaker will be Rose Pothier.

4. Chuck Conner Perpetual Education Award Essay applications will be accepted from assistants ex-plainning why they should be chosen. All applications are due by June 1, 2006.

We will discuss further the potential sponsorship of a session at the CEA Conference after our tax issue is resolved.

AEA raffle tickets are \$5.00 each for the prize of \$500.00, two separate raffles will be held. We must sell 50 tickets or buy them and give them as door prizes.

Shelly attended the Treasurers meeting and it was recommended that we have a paper trail for all reimbursements.

We will have a ticket system in place for the May meeting to ensure all attendees are checked in and paid for.

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

There being no further business to discuss, the meeting was adjourned at 5:50PM by Colleen Graves

Respectfully submitted,  
Amy Van Slogteren, Secretary

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## CEA BOARD OF DIRECTOR'S COMMITTEE REPORT MARCH 18,2006 HILTON ORANGE COUNTY/COSTA MESA

### Leadership Committee

CEA needs to have the names of all regional membership, newsletter and education chair persons. All regions also need to have a public relations chair name into CEA. This person will be contacted, if needed, by ECO Media Group (CEA's PR firm).

CEA will also be contacting all regional membership chairs with ideas to get new members into the regions. Letter's will be drafted as samples to send out to previous member's who have not renewed and guests that may have come to one of your dinner meetings that showed some interest in becoming a member.

Our PR firm, ECO Media Group, is working on a Public Service Announcement. More information to follow. Right now they are working on getting out to offices and having a speaker's forum that will give a 15-45 minute presentation about the importance of CEA and why it is a good idea to join your local region. If you region has a PR chair, they will contact them when they have a visit scheduled in your local region.

Votes for the Flat Fee's Dues need to be to Jenny by May 1. CEA needs to have 100% participation from all regions to put the flat fee into effect. Only 5 regions so far have sent in their vote and all voted yes. Jenny offered some "rebate" ideas to take back to the regions for the members who will be paying an increase.

All regions need to have their AEA delegates to Carolyn by March 23, 2006. If you don't have a delegate, please let her know so that they can find someone from another region to fill the spot and representative your region at AEA and vote on your behalf.

### Conference-Hospitality/Activities Committee

Jenny handed out the budget for the committee to purchase decorations, flowers, raffle tickets, and speaker gifts. Saturday night's installation will include a casino night. Most of the decoration budget will be used towards that evening, keeping with the Mardis Gras theme of conference. Jenny will be speaking to MBNA about getting prepaid Visa gift cards for all the speakers. The committee chair, Ernestine will take care of the flowers.

Last year there were some complaints about being able to find the raffle seller's at the lunches. We need to find some type of large hat for the raffle seller's to wear during lunch so they will be noticeable, also keeping with the Mardis Gras theme.

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## CEA POSTED EDUCATION OPPORTUNITIES

### May 2006

- May 3 Santa Clarita Valley Escrow Association Board Meeting, Location to Be Determined
- May 4 East Bay Escrow Association Board Meeting 5:45 PM - 7:00 PM -- Pleasant Hill
- May 9 Escrow Association of Santa Clara Valley Teleconference Board Meeting at 5:30 pm
- May 9 North San Diego County Escrow Association Dinner Meeting
- May 10 Santa Clarita Valley Escrow Association Dinner Meeting
- May 11 East Bay Escrow Association General Dinner Meeting 5:30 PM - 8:30 PM
- May 13 San Diego County Escrow Association Mini-Conference
- May 16 Escrow Association of Santa Clara Valley Dinner Meeting  
*Three Flames Restaurant, 1547 Meridian Ave., San Jose, CA 95125*
- May 17 **The Los Angeles Escrow Association and the San Fernando Valley Escrow Association presents [Michael Haas, CPA Morton Alan Haas & Co.](#) Mini Workshop (1 PD Credit) shall be presented by Maria Trangelo, CSEO. *Must be registered for meeting.***

### June 2006

- June 1 East Bay Escrow Association Board Meeting 5:45 PM - 7:00 PM -- Pleasant Hill
- June 3 **Ventura County Escrow Association Annual Education Day [9:00AM - 4:00PM](#)**  
***Program & Registration***
- June 7 Santa Clarita Valley Escrow Association Board Meeting, Location to Be Determined
- June 8 Santa Barbara Escrow Association Dinner Meeting - Speaker: John Hebda and TJ Dwyer (Lawyer's Title), will speak from 6:30PM-7:30PM Topic: TBD; *Santa Barbara Yacht Club*
- June 13 North San Diego County Escrow Association Dinner Meeting
- June 14 Santa Clarita Valley Escrow Association Dinner Meeting
- June 15 Escrow Associates of the Antelope Valley Dinner Meeting @ Eduardo's Restaurant – Speaker: Rose Pothier, Esq. – Fraud, Forgery & Good Funds, 6:00 PM.
- June 15 Escrow Association of San Gabriel Valley Dinner Meeting
- June 20 Escrow Association of Santa Clara Valley Board Meeting -Alliance Title, Campbell, CA at 5:30 pm
- June 21 **The Los Angeles Escrow Association and the San Fernando Valley Escrow Association presents [Gretta Hutton, Esq., The Stealth Escrow and How to prevent Claims.](#) Mini Workshop (1 PD Credit) shall be presented by Lorraine Walker *Must be registered for meeting.***

### July 2006

- Jul 5 Santa Clarita Valley Escrow Association Board Meeting, Location to Be Determined
- Jul 11 Escrow Association of Santa Clara Valley Teleconference Board Meeting at 5:30 pm
- Jul 12 Santa Clarita Valley Escrow Association Dinner Meeting
- Jul 13 East Bay Escrow Association General Dinner Meeting 5:30 PM - 8:30 PM
- Jul 14 -15 **Nor-Cal Conference "Survival of the Fittest," San Ramon** Nor-Cal Conference Program Nor-Cal Conference Registration Form
- Jul 18 Escrow Association of Santa Clara Valley Dinner Meeting - Speaker: Mike Belote, Legislative Update  
*Three Flames Restaurant, 1547 Meridian Ave., San Jose, CA 95125*
- Jul 19 **The Los Angeles Escrow Association and the San Fernando Valley Escrow Association presents Jay Boulton, CSA: "Financial Freedom, Reverse Mortgages 101; Mini Workshop (1 PD Credit) to be 6-6:50 pm; Must be registered for meeting. *The Luxe Summit Hotel, located at 11461 Sunset Blvd., Los Angeles, CA 90049, (310) 476-6571***
- Jul 20 Escrow Association of San Gabriel Valley Dinner Meeting Jul 20 Escrow Associates of the Antelope

## CEA MASTER 2006 CALENDAR

<i>DATE</i>	<i>EVENT</i>	<i>PLACE</i>
 <i>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	

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## TRI-COUNTY CALENDAR OF UPCOMING EVENTS

### June

Date: TBD

Joint Dinner Meeting

Topic: TBD

Place: Dave and Busters, Ontario Mills

Date: June 8-10

AEA Escrow Assoc Annual Conference - Nugget Hotel, Reno NV

### July

No Dinner Meeting this month

Date: July 14-15

Nor-Cal Conference - Marriott Hotel, San Ramon

### August

No Dinner Meeting this month

Date: August 25-26

CEA Board of Directors Meeting - Hilton Hotel, Costa Mesa

### September

Monthly Dinner Meeting

Date: Sept. 12, 2006

Topic: TBD

Place: TBD

### October

Monthly Dinner Meeting

Date: October 10, 2006

Topic: TBD

Place: TBD

Date: October 19-22

CEA 51st Annual Education Conference - Ontario Convention Center, Ontario

### November

Monthly Dinner Meeting/Installation

Date: November 14, 2006

Topic: Installation and Year in Review

Place: TBD

### December

No Dinner Meeting

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PLEASE COME SEE OUR WEBSITE @ WWW.  
TRICOUNTYESCROW.ORG

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