



***AGENDA***  
**26<sup>th</sup> Annual Conference**  
**Hilton Chicago**  
**Chicago, Illinois**  
**August 29-30, 2011**

*All business meetings will take place in the Waldorf Room*

**Sunday, August 28, 2011**

4:30 pm ***Ice-breaker Reception (No Host); Lakeside Green Lounge***  
to  
6:00 pm

**Monday, August 29, 2011**

8:00 am Beverage Service  
Registration Desk open

9:00 am ***Welcome to ATIM and Chicago***  
  
(Doug Bello - D. Bello Associates)

9:15 am ***Mergers & Acquisitions in the Title Industry***  
  
(Mike Pryor - The Pryor Experience; Joe Petrelli - Demotech)

10:15 am ***Real Estate Fraud Detection - How Can Title Plants Help?***  
  
(Jim Harper - PFA; Jay Sibley - Title Data; Mark Monacelli - St. Louis County (MN); De Ana Thompson - San Bernardino County Recorder-Clerk; Brad Geary - Office of Inspector General for HUD; Liam Reardon - Cook County State's Attorney's Office; Rocell Cyrus - Cook County State's Attorney's Office)

10:45 am **Break**

11:00am ***Real Estate Fraud Detection - How Can Title Plants Help? (continued)***

12:15pm **Lunch**

- 1:30 pm **Risk Mitigation in the Title Insurance Industry**  
(Kurt Pahl - Pahl Consulting; Rob Chapman - Old Republic National Title Insurance Company; Chris Abbinante - Fidelity National Title Insurance Company; Diane Evans - Land Title Guarantee Co.; B.J. Fast - Lenders Title Company)
- 3:00 pm **Break**
- 3:30 pm **Property Records Industry Association (PRIA) Update**  
(Mark Monacelli - PRIA)
- 4:00 pm **What's on Your Mind?**  
(Mike Pryor - The Pryor Experience)
- 5:00 pm **Wind down (no host): Lakeside Green Lounge**  
to  
6:30 pm  
7:00 pm No dinner plans? You are invited to join Doug Bello for a no-host dinner; please meet in the Lobby

**Tuesday, August 30, 2011**

- 8:00 am Beverage Service  
Registration Desk open
- 9:00 am **Questions and Answers with Industry Veteran Pat Stone**  
(Patrick Stone - Williston Financial Group)
- 10:30 am **Break**
- 11:00 am **The Vanguard Title Story**  
(Nancy Makowski - HDEP International; Dean Hoag - The Title Resource Network; Linda Larson - Old Republic National Title Insurance Company; Jim Feeney - Metropolitan Title Data)
- Noon **Lunch on your own**
- 2:00 pm **Included Tour** Join us for an exciting behind the scenes tour of Wrigley Field, home of the Chicago Cubs. Wrigley Field is the second oldest major league ballpark at 97 years old.
- 5:00 pm **Conference Concludes**



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**Topics Synopsis**

**1. Mergers & Acquisitions in the Title Industry**

This panel will discuss recent and pending merger and acquisition cases in the title insurance industry. What valuation parameters are being used now? What are the strategic drivers of mergers/acquisitions? How are title plants impacting prices?

**2. Real Estate Fraud Detection - How Can Title Plants Help?**

Real estate fraud detection and prevention is a topic that has been discussed by government agencies for several years, but with little impact. County government is often limited by statute or resources in what they can do to prevent fraud and law enforcement is brought in after the fact to clean the mess up. Title plants contain a wealth of historical and contextual real estate information. Could this information be mined and aggregated in a way to uncover a fraudulent transaction in progress? We invite you to share your thoughts on this important and timely topic.

**3. Risk Mitigation in the Title Insurance Industry**

Much discussion is made of costs and expenses, especially during industry downturns. We've been down for quite some time however very little serious discussion is centered on risk mitigation and claims reductions. As fraud continues to run rampant in the real estate process, what steps are being taken to put a stop to the abuse? Join the discussion as underwriters and agents share their defenses in this well-rounded panel.

#### **4. Property Records Industry Association (PRIA) Update**

Mark Monacelli will give us an update on the various initiatives underway at PRIA. Mark will primarily discuss the recently published white paper entitled “Access to and Sale in Bulk of Land Records”.

#### **5. What’s on Your Mind?**

What are the issues facing you and your title operation? Is it OCR input, GIS Mapping, cost reduction strategies in a down market, quality measures, offshore posting, the impact of eRecording, etc.? Get input and offer feedback on important industry topics as questions are answered by the group as a whole.

#### **6. Questions and Answers with Industry Veteran Pat Stone**

Mr. Pat Stone, President & CEO of Williston Financial Group, returns to share his candid and thought provoking insights into the key issues impacting the Real Estate and Title Insurance industries. This session includes advance questions presented by the ATIM attendees, as well as opportunities for on the spot inquiries.

#### **7. The Vanguard Title Story**

This panel is the story of why a large underwriter (ORT) was interested in shedding the ownership and management of title plants in the Kansas City area. Why did The Title Resource Network and The Title Team, an offshore vendor, have interest in taking over these plants which were operating in the red. Further, how is collaboration with other independent title plants in Missouri helping turn the business around?