



TALLAHASSEE REPORT

The Florida Land Title Association's Newsletter.

This newsletter is designed to bring you information that has occurred within the association and industry in the previous month. We hope you will find this to be informative and keep you up-to-date.

IT'S CONVENTION MONTH!

FUNdamentals
for **SUCCESS**

2022 Convention - Naples, Florida



REGISTRATION IS OPEN

JOIN US FOR THE 2022 FLTA CONVENTION
Monday, October 24th - Wednesday, October 26th
Naples Grande Beach Resort
Naples, Florida

This October, meet us by the bayou and let the good times roll! We would be thrilled to be joined by you in Naples. This year's event will be focused on business education, networking, and continued member engagement - the **FUNdamentals for Success.**

[2022 FLTA Convention Registration](#)

Price increase begins October 1, 2022

EDUCATION SESSIONS

The Economy in 2022/23:

Take a Hike

Elliot Eisenberg

Gain a better understanding of market conditions and what may lay ahead, and importantly why. Join the always-entertaining Bowtie Economist, Elliot Eisenberg, Ph.D., as he discusses the latest data about the current and expected condition of the economy. You'll learn the most recent statistics on a multitude of key topics such as: the likelihood, timing and magnitude of the upcoming recession, current economic growth prospects, auto manufacturing activity, housing prices, home sales, new home starts, home loan activity, inflation, what the Fed is thinking, the path of interest rates, the health of labor markets, the impact of the pandemic, the condition of supply-chains, the shape of the yield curve, savings rates, and much more. Be ready to take plenty of notes.

Identifying Talent and Investing in their Growth

Presented by Amy Gregory

Gain an understanding in identifying talent, including key points to look for during the interview process. Learn different ways to invest in your team -Strengthen your team!

Cyber Security Best Practices

Presented by FLTA Cyber Security Committee

Panel Presentation

Set-up Appropriate Processes and Controls
Train and Educate Staff, Clients and Customers
Obtain and Maintain Appropriate Insurance and Cyber Coverage
Plan for the Worst. Establish the Written Plan.

Faster Payments - Defining the New Normal
Presented by John Melvin & Cheryl Gurz

In a fast-paced world, payments need to be faster. Understand the differences between RTP & Wires; clarity on RTP and Good Funds; risks; RFP; and more.

Agents' Guide to Title Insurance Claims: Statistics, Understanding the Process and Claims Avoidance
Presented by Trish Ladan & Marcie Anthony

This seminar will provide a discussion of the current top 10 causes of title insurance claims in Florida, including examples of actual claims AKA "War Stories" to demonstrate the value of title insurance, how to spot issues and tips for preventing claims. It will also include a brief discussion of the claims' administration process.

It's All Smooth Sailing Toward Closing
Presented by Shelly Mannebach

In this session we will look at components of a transaction and how to alleviate unnecessary confusion with the consumer or delays to a closing.

Tax Planning
Presented by Eric Mundwiller

What are you doing today to reduce your taxes tomorrow? It's complicated, it's scary, it makes my head spin! You see, tax savings are available...and you're leaving them on the table. Almost every small business in the US is overpaying in taxes in some way, and most business owners have never invested in proactive, panoramic tax planning to save money on taxes--the largest and most successful companies in the world do it, and you can too.

The Sunny Side of the Street: Making the Ethical Choice
Presented by Christina Taylor

In this presentation you will learn the importance of and value in making the ethical choice to prevent fraud and impropriety in your daily practice.

For full convention agenda go to [FLTA - 2022 FLTA Convention Agenda](#)

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- **NEW - Commercial Video**
- **NEW - Chair Drop**

Register before October 5th, 2022 to ensure your logo is added.



The FLTA will be piloting a new Conference Ambassador Program at the 2022 FLTA Annual Convention that will pair a first-time FLTA Convention attendee with a more seasoned FLTA Convention attendee—a Convention Ambassador—to improve the FLTA Convention experience for both people.

FOR FIRST-TIME ATTENDEES: Ambassadors can answer questions about the FLTA Convention and help you as you think about how to make the most of the conference. At the Convention, the Ambassador gives you a point of contact and can help you meet other attendees in the field with similar interests. Ambassadors can easily be identified by their “Ambassador” buttons. If this is your first time attending

the FLTA convention and you would like to be part of this program please contact Rebecca Charette at rebecca@flta.org

Interested in becoming an Ambassador for the conference?

If you answer yes to all of the following questions, then joining the FLTA Ambassador program is for you.

Do you like networking and meeting new people?

Are you a FLTA member in good standing?

Have you been to an FLTA Annual Conference before?

Serving as an FLTA Ambassador does not take more than a friendly smile and an upbeat welcoming approach.

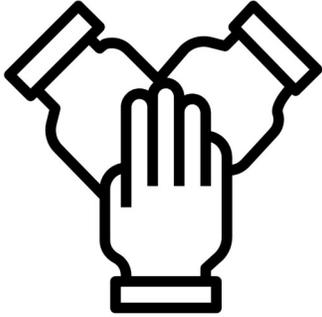
No formal training is required, just follow these steps to be an Ambassador.

1. [Register](#) to become a FLTA Ambassador
2. Review this [short presentation](#) for an overview of the Ambassador role and pick up your Ambassador button to identify your role as an Ambassador at the conference.
3. Join us for an virtual orientation session on Wednesday, October 19, 2022, from 1:00 p.m. - 1:30 p.m.
4. A [SignUp](#) form to volunteer at designated time slots to help other attendees.

FOR AMBASSADORS: In early October 2022, someone from the Membership Committee will contact you with a name and information about a first-time attendee. We ask that you make contact with the novice attendee and find ways to help them make the most of the convention. At a minimum, we provide suggestions below, but an ambassador is encouraged to consider ideas beyond these:

- Review the FLTA Ambassador Program Orientation
- Attend the Virtual Ambassador meeting
- Email your assigned mentee prior to convention to introduce yourself and set up time to initially meet—hey! Consider connecting through email or CommUnity
- Have a meal with your mentee on the first day (suggest lunch)
- Introduce your mentee to others (friends, colleagues, etc.)
- Assist your mentee with initially navigating the convention (e.g., using the app)
- Overall, just be a point of contact and a friendly face to welcome and encourage the first-time attendee!

Serving as an Ambassador is a great way to network at a higher level during the conference, while assisting your fellow attendees. If you have questions, email Rebecca Charette at rebecca@flta.org.



Committee Meetings

Open to All Attendees.

MEMBERSHIP COMMITTEE

Purpose: Expand the Membership of the Association.

9:00 a.m. - 10:00 a.m.
Royal Palm 1

EDUCATION COMMITTEE

Purpose: Provide educational opportunities to the membership and potential membership of the Association.

10:00 a.m. - 11:00 a.m.
Royal Palm 2

CYBER SECURITY COMMITTEE

Purpose: The committee focuses on technology affecting the Title Industry and to assist in the development and promotion of cyber fraud awareness.

11:00 a.m. - 12:00 a.m.
Royal Palm 3

Let's stay connected through all of our social networks including
LinkedIn, Facebook Instagram, and Twitter.



Florida Land Title Association's mission is to support the land title profession for the protection of property rights and the integrity and security of real estate transactions.

All contributions to Title Industry of Florida PAC are considered political contributions and are non-deductible as a business expense for Federal Income Tax purposes. In Florida, there is no limit on contributions to Political Committees.

The FLTA Charitable Action Foundation, Inc., a Florida 501(C)(3) not-for-profit created exclusively for charitable and educational purposes, is an affiliate of the Florida Land Title Association. The FCAF is dedicated to channeling the charitable action of title industry professionals to promote the success and prosperity of Florida communities, residents, and businesses through equitable and inclusive solutions, and creating pathways to economic prosperity for all. Priorities include supporting housing, security, and resiliency; education and workforce development; entrepreneurship and innovation; and leadership. In times of natural or economic crisis, FCAF provides additional financial support to individuals and local businesses.

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