

CEA DIRECTORS REPORT

Date: January 28, 2006 at San Jose, CA

Director: Juliana Tu

First of all, let me thank you for allowing me to represent you at the State level. I hope to bring to you all the information garnished from the various committees of which I am a participant.

LENDER RELATIONS (David Shean, Chair) – Assignments due by 2/17:

First on the agenda was the Countrywide Bank 24 page Lender's Instructions which contain many items which are not within the scope or control of the Settlement Agent and if signed by Escrow, would make us responsible. Each of the committee members are to review and highlight those items of concern and present a viable response on how to handle.

Second on the agenda was the Mortgage Bankers Association first draft of General Closing Instructions and Specific Closing Instructions which they hope will be used by their members to present a uniform set of documents for settlement agents nationally. David participated in the meeting with MBA representatives and was very heartened that AEA and CEA were consulted at the onset of the whole project. The first draft of the General Instructions is very lengthy (30 pages) and, much like the Countrywide instructions, contains many areas of concern to California settlement agents. The goal is to make it uniform to the whole nation and have it posted on the web. Then, a much, much shorter uniform Specific Closing Instructions would be used by the individual Lenders for the individual loans wherein reference would be made to the posted General Instructions. The committee members were instructed to review and come back with comments.

Third on the agenda was the ongoing problem we have with Lenders Instructions from individual Lenders. David requested each of us to pick a few Lenders and call to obtain the contact information for their regulatory department (for loan documents). He is also looking for updated or new loan documents from Lenders to add to his collection for review and analysis. David has done a spread sheet of problems encountered when reviewing these documents. Our assignment is to pick a few of the problems and comment on resolution.

CEA NEWS (David Shean, Chair) – Assignments due 2/10

This committee is in charge of obtaining all the articles, fillers and reports that appear in the quarterly CEA News. Committee members are enjoined to go to the regional level and the membership to find and procure articles of educational and personal advancement interest. These articles are then reviewed by the committee for content, substance, and accuracy. Decision is then made whether to use the articles, and which edition to print. Due to publication deadlines, timelines are strict and time is of the essence. Most of the

work will be done offsite and by e-mail between members. Various articles were given to the members to review by a Feb. 10th deadline.

David gave us all a list of topics of interest which he feels would appeal to the readers. I ask that all our members who have run across articles of interest forward them to me so that I can forward send them on to David and the committee.

PROFESSIONAL DESIGNATION COMMITTEE (Tamara Stoebe, Chair)

The committee is in charge of the professional designation and continuing education aspects of the Association. The following is a synopsis of the goals for 2006:

- Improve passing rate of all exams
- Complete new CEO and CSEO exams with the CAR contract
- Complete additional tests for each of the designations
- Complete and review website sample test
- Promote online study guide and education course
- Review and ascertain that PD information on the website is accurate
- Design a guideline for CEA approval (and PD credits) of educational courses given by outside sources
- Monitor the use of scanners at the regional level for accuracy.

With the start of 2006, a reminder is given to all professional designation chairs at the regional level that they cannot use the old PD stamp. Also, exam fees have increased and a list was provided. The exam schedule was also given out.

On the agenda for discussion for the next meeting was the maximum number of credits a PD holder may get for teaching an educational course/seminar.

Most of the committee work is done at PD workshops held the Friday afternoon before the CEA meetings. All committee members are enjoined to participate, and to bring along CSEOs who might be interested to work but are not a director.

In conclusion, as Mike Belotte said at the General Session, this is a year in which a number of divisive issues have been slapped on this escrow industry right at the beginning of the year, and so it promises to be an interesting and challenging year to each of us as well as CEA and the industry as a whole.

Respectfully submitted,

Juliana Tu, CEO, CSEO, CBSS