

CEA Directors Meeting  
January 19-20, 2007  
Los Angeles, CA  
Submitted by: Juliana Tu, CSEO, Director

This year I have signed up for the following 3 committees: CEA News, Lenders Relations and Professional Designation

### **CEA News Committee – Chair: Juliana Tu**

First order of business was the review of the goals for 2007. Of the goals, most important are as follows:

- Keep up the high standards
- Actively request submissions for the “Grim Fairy Tale” column
- Institute a “Regional Corner” to spotlight regional activities
- Widen net of potential sources for articles

Numerous articles were then reviewed at the table for submission for the 2<sup>nd</sup> issue of this year.

As committee chair this year, I can see that much of the review of articles submitted will have to be done through the months before the meetings, so there will be a lot of e-mailing between committee members.

In addition, there will be lot of e-mail reminders and requests to potential sources, the Executive Board, Regional Presidents, Committee Chairs as well as individual members for reports and articles of interest.

Of all committees at the State level, this is one in which all the work is timely, with deadlines to be met, and consequently, this is the one committee in which the fruits of our labor will be immediately visible.

### **Lenders Relations – Chair: David Shean**

Dave was at an AEA meeting and was not able to chair the January meeting. Lexi Howard, Portfolio Chair, sat in for him.

Again, first order of business was the review of 2007 goals. The list is long, but it can be summarized as follows:

Identify and memorialize specific Lender document problems and Lender imposed duties and responsibilities. Establish responses and/or solutions to these problems. Incorporate all of this on our website for our members benefit.

In groups of 4-5 committee members then proceeded to review some of these specific Lender documents, for instance: Name/Signature Affidavits, Address Certifications, Affidavits of Proof of Identity, Closing Agent Affidavits and Addendum to Closing Instructions. Each group then turned in possible solutions to the matters of concern found on the documents.

We also reviewed a letter sent out by legal counsel for the Lender WMC, which requests that the Escrow Holder submit a copy of final disbursement ledgers. There was considerable discussion among the committee members as to how this matter should be handled, given the management policies of the individual companies. Most of the feedback was that the request should be denied, as the HUD-1 form that we provide through our closing is a statement that the Escrow Holder disbursed according to what was stated therein. However, every company has their own management directives, and this issue should be brought up and a policy established, so that individual Escrow Officers can follow.

Finally, Lexi asked that we come up by the March meeting with a list of 10 Lenders with problems and solutions to be posted on the Web.

**Professional Designation Committee – Chair: Donna Inman**

First of all, a review of 2007 goals, which can be summarized as follows:

- Review and update all CET, CEO, CSEO materials on the web site
- Review and update PD Exams, including Bulk Sales and Mobilehome exams
- Review other sources of education courses for possible credits
- Improve the passing rate for all segments of the PD exams.

The final exam schedule for 2007 was passed out to committee members and a comment was made that since the number of test dates were reduced, regional PD chairs has to be sure that enough proctors were found at each test date and that these proctors were well versed on how to give the tests.

The final matter of discussion was the establishment of criteria needed to approve Escrow I, II, III taught by regionals and outside private classes for CEA PD credits and certifications. Irene Genders was named to head a sub-committee to study this matter.

Respectfully submitted,

Juliana Tu, CEO, CSEO, CBSS, CEI  
CEA Director