



Director's Report-Juliana Tu, Jr. Director

March 2008

CEA NEWS COMMITTEE

Issue #2 is almost done and most of the articles have been sent to Headquarters to typeset. The committee reviewed the materials for Issue #3 and thereafter.

Our #1 goal of the year is to compile and add to the list of resources for articles; whether it be from members, or industry individuals or other publication sources. With this goal in mind, prior to the meeting, a general e-mail was sent out to all Regional Presidents, all CEA Directors and the Executive Board to remind them to help bring in articles, sources for articles and/or topics. In addition, I requested that the individual committee members bring in ideas.

At the meeting we discuss ideas that were submitted, which included topics like the new FHA rules, regs and limits, understanding credit scoring, issues regarding negative property taxes and its subsequent proration problems, foreclosures, private transfer fees and technology vs the escrow officer. Committee members were given assignments on obtaining resources on these topics and asked to bring in articles for review for the next meeting in May, when Issue #3 would be finalized.

CONFERENCE COMMITTEE:

The 1 ½ hours in this committee was very productive. Due to tight time frames, most speakers and topics had to be lined up at this meeting because the Executive Board had to approve the schedules, speakers and topics by the May Directors meeting. By June 2nd everything had to be finalized so that Headquarters could put out the Conference brochure. By August 1 all materials to be used by the speakers had to be turned in so that CDs could be created for the attendees.

The decision was made to request an outside vendor, Duane Gomer Seminars, to hold a Notary workshop on Thursday before the actual start of Conference, which would then be followed by the actual Notary test. This would help our members in need of renewing.

The committee went through the list of speakers who have already consented to do seminars and matched them to topics of interest. We also discussed which topic/speaker to assign to each seminar slot. There are over 40 slots to fill and most were penciled in by the end of the session. Topics will include the standard CET, CEO, CSEO prep series, Bulk and Mobilehomes (beginners and advanced), claims, foreclosures, exchanges, mortgage fraud, tax issues, new HUD regulations, creative financing, document preparation and even a mock trial, to name a few.

This is a committee in which much of the work has to be done outside of the Director meeting dates.

PROFESSIONAL DESIGNATION COMMITTEE

I was not able to attend the Friday workshop session; I defer to our committee chair, Donna Inman, for a report on the work that was accomplished there.

At the Saturday meeting, the first item on the agenda was a brief presentation by Terri Fabbri, as the PD test proctor with the most experience, of the step by step proctoring of the test. It was found that each region hosting the test did things differently and not necessarily correctly, so Terri explained how she conducted the tests. This proctor training will be given again at the May meeting in Sacramento for the northern regions. Proctor training for PD chairs and CSEO proctors is important so that they can make the process smooth for themselves as well as the testing applicants. The committee chair is thinking of putting together a “road show” to take to individual regionals for training.

Other topics covered at the meeting:

- ❖ This being the last year of the 3-year PD cycle, committee members were encouraged to touch bases with PD holders in the region to make sure they were aware of how many units they still needed to fulfill their requirements. Members are requested to go to the website to see how they can earn continuing education units.
- ❖ At this time on-line testing for the multiple-choice and true-false parts of the test is very cost prohibitive.
- ❖ Clarification of the amount of credits a CEI instructor would receive for teaching classes, as 3 credits are required in each 3-year cycle in order for the PD holder to retain their CEI designation.
- ❖ A motion was generated for submission to the Executive Board that for those members who completed Escrow I, II, III classes given by a CEA approved outside source would receive 5 CEU credits for each course completed satisfactorily.
- ❖ Committee members were asked to submit to the chair a very brief statement on how their PD designation has helped them on their job. This would be submitted to CEA News for publishing in Issue #2.

GENERAL SESSION:

- ❖ The Directors voted on the delegates that would represent CEA at the AEA convention in Washington D.C.
- ❖ CEA is looking to do fundraising to replenish the coffers of the Marion Schwartz Benevolent Fund (gives financial assistance to members in need) and the Charles P. Conner Educational Fund (financial assistance for education for members).
- ❖ CEA is working on finalizing the location for the 2009 Conference (Long Beach) and 2010 Conference (Ontario).
- ❖ The membership committee made a motion, which was approved, that due to the difficult times, the \$40.00 late charge for 2008 renewals would be waived. For those who already paid the late charges, the \$40.00 amount would be credited to their attendance at Norcal, Conference or towards their 2009 dues.

Respectfully submitted,

**Juliana Tu, CSEO, CEO, CBSS, CEI
Junior Director**