

CEA Directors Report
May 19, 20, 2006
Sacramento, CA

CEA News Committee:

We reviewed articles submitted for publication and assigned issue date and priority to those articles we are going to use. We have finished assigning all the articles to be used in issue #3 (July-Sept), and have almost finished the assignment for issue #4 (Oct-Dec). So we are way ahead of the game.

Everyone commented on how nice issue #2 looked and especially the new category "Grim Fairy Tales". We are also hoping to generate more articles on specialties escrows, i.e., mobilehomes and bulk sales for inclusion. One of the committee members will contact some Escrow Officers with strong backgrounds in those escrows for articles. Another suggestion was that instead of a brief bio on the members of the Executive Committee, we ask them to supply us with some "words of wisdom" to impart. A questionnaire will be designed for them to use.

A motion written and submitted to Executive Committee to offer the CEA News to individuals or companies to purchase, bundled in packets of 10 for each issue, with the cost of \$200.00 each year, (4 issues) prepaid in advance. This would start with year 2007. This motion passed Executive Committee.

Finally, Dave encouraged us to continually contact our regions for member help find articles of interest to submit.

Lenders Relations Committee:

The MBA Uniform Lenders Instructions is still being slowly and painstakingly worked on. No news to report as of now, as per Dave Shean, who is on that committee at AEA. Dave said that this process is one of give and take. The end product will not be the perfect lender's instructions from our standpoint, but it is generated at the highest levels at MBA and the feedback from them has been great.

I brought to the committee 3 samples of lenders instructions which had problem issues for committee review. For instance: agreement to comply with instructions whether the Escrow Holder signs or does not sign the lender's instructions; responsibility for interest accrual between intended and actual disbursement dates; payment of penalties in the event lender does not receive the Title Policy or recorded Deed of Trust within a certain time period. The committee felt that the best way to protect ourselves would be to attach or stamp the clarification verbage of our duties and responsibilities on the lender's instructions or forwarding letters once the documents are returned to lender for funding. This verbage can be found in the CEA website under Forms and Practices.

Our homework was to look for more Lender Instructions with problem issues on it and submit them to Dave on his Excel spreadsheet. We are to take a look at more unusual lenders as credit unions and reverse mortgage lenders. Also, Dave wants us to think about a good format to put on our website which would provide our members with a quick reference guide to the specific lenders, their issues, and the recommended resolution.

Finally, a reiteration of the goals for this committee for this year:

1. Identify lender instructions which are creating problems for us as settlement agents.
2. Present potential resolutions to these problems.
3. Create a vehicle on the CEA website to disseminate this information for our members.

PD/CE Workshop and Committee:

The Committee met for 2 ½ hours on Friday afternoon at the workshop and the main subject was the revisiting of the motion that passed in March regarding the status of the professional designations for members who were

“Retired”. There was a lot of discussion as to what is the difference between “Inactive” and “Retired”, between member status for those 2 categories and PD status for those 2 categories.

There is also a lot of confusion within the membership regarding how to maintain the designation and so we need to review and re-write the “Maintaining Your Designation” part of the “All You Ever Wanted To Know... and More!” section regarding Professional Designations on the CEA website.

We went through the PROPOSED list of how to obtain Continuing Education Units (CEU). For instance, would members be able to get credits for seminars attended outside the State of California? How many credits would an instructor obtain for teach a CEA or regional sponsored seminar? Would PD holders be eligible for units if they attend Regional Board of Directors Meetings?

All the discussion items were brought to the actual Committee on Saturday afternoon for final discussion and motion. The first motion, regarding the status of professional designations upon retirement was submitted to Executive Committee as follows:

1. Member to submit a formal request to put designation on “retired” status and pay a \$20.00 administrative fee.
2. Member WOULD NOT need to obtain any PD credits once it has been retired.
3. There would be no reinstatement privileges of the professional designation should the member decide to “un-retire” and come back into the industry (the member would have to re-take the exams).

This motion passed the Executive Committee.

Regarding the list of courses to obtain Continuing Education Units, the motion was submitted to Executive Committee for approval, but because the list was very long, the Executive Committee needed time to review before voting so a possible email vote is planned and if passed, the list would then be passed on to the PD chairs at the regional level.

Our homework was to review and comment on the PD section of the website and to bring recommendation for changes or clarifications to the August meeting. Also, those committee members who were given assignments to review the CET, CEO and CSEO on-line sample tests were told to bring that to the August meeting, too.

Respectfully submitted,

Juliana Tu, CEO, CSEO, CBSS
CEA Director