

California Escrow Association
Director's Meeting
Costa Mesa, August 25 – 26, 2006

CEA NEWS COMMITTEE:

We have all the articles we need for the remainder of the year, and we are working already on articles for the first edition of 2007!

We review articles submitted by many outside sources as well as members. We saw a draft of the July/August newsletter and everyone commented on how great the newsletter now looks, with the layout and art. Headquarters is really doing a great job putting it together.

As always, we are looking for newsworthy articles. Our members are encouraged to submit articles anytime they run across something that looks interesting. The committee is also pushing the "Grim Fairy Tale" section and appreciates the sharing of war stories by members. Remember, it doesn't have to be an actual story, it can be made up with a good ending moral or lesson to be learned.

LENDER RELATIONS COMMITTEE:

The meeting concentrated on reviewing Lenders Instructions. There were approximately 20 of us and each was given a set of loan documents from a specific Lender which we reviewed, marked and tagged for discrepancies or areas of concern.

Recent problems with individual Lenders were brought up:

- (1) Provident Funding instructions that our estimate closing figures must be exact and that any variations will cause them to re-draw. There was also concern that they are making Escrow pay for over-the-weekend interest overcharge.
- (2) Full Spectrum Lending (Countrywide subprime) required an escrow to record the documents and get confirmation of recording numbers BEFORE they fund the loan.

The recommendation was given by Fran Butler and Margarita Billings that immediately upon review of the Lender's Instructions Escrow should address the potential issues and/or conflicts UPFRONT and in writing to all parties, so that the lenders and the principals can resolve them. Escrow should not be taking responsibilities for said issues and it up to the principals to be actively seeking resolution.

With reference to the Universal Lenders Instructions, they are working on the 21st draft and the major Lenders are on the committee, for instance, Countrywide, Wells Fargo and Washington Mutual.

Our homework is to provide Dave every week and a half with instructions from one Lender, point out areas of concern and put in a solution and an alternative solution. These submissions will be built up on the CEA website for our members to refer to when they get documents from this specific Lender.

PD COMMITTEE:

Our Friday afternoon workshop session was given over to discussion on the list of events that will qualify for continuing education units for our members. This was a left over from the last meeting and the list would be formally given to the committee for review and motion on Saturday.

In addition we worked on updating the "All you wanted to know... and more" PD and Continuing Education section of CEA's website, going through word by word, line by line for changes, additions and clarifications.

On Saturday, the formal committee met to review and pass the list of PD continuing education courses. We also talked about approving credits for a PD holder who teaches DRE approved escrow courses at the community colleges.

A motion was submitted to the Executive Board to approve the final list, retroactive to January 1, 2006. The motion passed.

Respectfully submitted,

Juliana Tu, CEO, CSEO, CBSS
Director