

CEA Directors Meeting  
August 17-18, 2007  
Costa Mesa, CA

**CEA News Committee**

We finalized articles to appear in issue #4 (Oct-Nov-Dec), and started reviewing and assigning issue #1 of 2008.

Homework was assigned to all committee members to review articles on hand.

We will be adding a “Letters to the Editor” section, and a “Commentaries” section so that we can provide for two-way interaction with our readers.

**Lender Relations Committee**

Due to time and other constraints, Dave Shean resigned as committee chair, but he is still actively participating in the committee.

Lexi Howard (Legislative Portfolio Chair) chaired the meeting and the review of how far we have come along on reaching our 2007 goals.

**Goal #1: Identify Lender document and duties/obligations problems and solutions.**

Dave has completed a Word document that lists all problem documents and solutions. This document will be reviewed by all committee members with responses to be given by August 24<sup>th</sup> after which the document with its revisions will be posted on our website as a Members-Only resource.

**Goal #2: Identify and contact major loan document preparation companies to inform them on incorrect, deficient or repetitive loan documents.** We have a number of these documents preparation companies. We need their contact phone number. Committee will seek to involve all CEA members for this search through the regionals. This is linked to Goal #3.

**Goal #3: Create means to communicate committee actions and recommendations to the regionals.** What happens at committee must be filtered down to the regions, either through the individual committee members as they report back to the regions, or through the CEA News. A standard form will be generated to be passed out at the regional meetings stating committee’s request and providing for response from members. We will use this form to get the members involved through their regionals.

**Goal #4: Maintain involvement in the Uniform Closing Instructions process.** This goal has been the main reason Dave can’t chair the committee anymore, as it has taken up so much of his time. Dave reported that they are working on version 28.3 and it is almost done. Hope to have it out in final form to CEA, ALTA, MBNA for the fall conferences of

these organizations. Then the main concern will be the implementation and training in these new closing instructions.

**Goal #5: Provide reports/articles for publication in CEA News and on website.**  
Ongoing efforts.

**Goal #6: Reviewing and maintaining the directives and goals under the Strategic Plan.** Ongoing efforts.

### **Professional Designation Committee**

All professional designation tests have been reviewed by committee members and will be submitted to headquarters to implement. Should be ready for the first of next year and will probably be reflected in the April test.

Committee is now working on reviewing and correcting sample tests and study materials on the website as well as on the PD Workshop Manual.

A motion was made and passed to clarify that for a fee of \$50.00, those who did not pass the PD exam will get a written review of their test which will state the general areas that they had problems with on the test. The problem arose this year that due to the tremendous number of requests, the test reviewer who is the portfolio chair, was spending a great deal of time on each person who sent in the request, giving them a very detailed analysis of their exam and sometimes an hour long verbal phone conversation, and it was obvious that the reason the person did not pass was because they did not study.

For next year the committee will be doing a study guide for the specialty tests - bulk sales and mobilehomes – like the CEI study guide in existence now.

Finally, many regionals complained about the action decided by Headquarters to send the PD plaques directly to the individuals. Many regions make a big presentation upon the of the plaques and would be unable to do so if the plaques are not sent to the PD chair or President to pass out at the dinner meetings. It was decided that once a year in the questionnaire that Headquarters usually sends out to the Presidents, they would ask the regionals to advise who they want the PD plaques to be sent to: Presidents, PD committee chairs, or the individuals.

### **GENERAL SESSION:**

We voted on the Board for the next year, with results as follows:

President: Deb Perry  
President Elect: Kathy Lozano  
Vice President: Donna Grosso  
Secretary Treasurer: Rosanna Medeiros  
Education Portfolio Chair: Sara Rogers

Legislation Portfolio Chair: Lena Signor  
Membership Portfolio Chair: Lexi Howard  
Professional Designation Portfolio Chair: Tamara Stoebe  
National Affairs Portfolio Chair: Phyllis Yanigahara  
CEA Alternate Director to AEA: Phyllis Yanigahara

We also voted on some changes to the By Laws to clarify the types of membership CEA has to offer.

Conference committee reported that everything is done and set. In lieu of the Conference Binder, participants will be getting a CD with all the speaker materials 2 weeks before Conference so the participants will print the materials of those sessions they want to attend. This is an effort to make CEA more “green”, saving valuable time and resources.

Members are also cautioned to sign in and out at Conference carefully, within the time period allowed, so that there are no problems with receiving the credits that they have earned. There were many angry members who complained that they did not get the credits they earned at the last conference, and upon looking into the in-out scanning records, all of them had deficiencies which prevented them from getting the credits.

CEA will be hosting the next AEA Conference to be held June 12- 14<sup>th</sup>, 2008 at Washington D.C. Everyone is requested to put out feelers for great speakers for that event. In addition, AEA is looking to change its name, taking out the “Escrow” part and defining our industry as “Settlement Agents”. The following names were put forth for the membership to review:

American Settlement Association  
National Settlement Association  
Settlement Association of America  
National Association of Settlement Agents  
National Association of Real Estate Settlement Agents  
Professional Settlement Agents

Members are welcome to submit any other names they feel will accurately describe the organization.

Operation Gratitude, the designated charity of our 2007 President, Fran Butler, has received our constant support, with individual, regional and state level donations. Our members have also helped in their July push and we are looking forward to another hands-on day on November 11<sup>th</sup>, Veterans Day.

Respectfully submitted,

Juliana Tu, CSEO, CEO, CBSS, CEI  
Director