

Business Education Track (NO CE)

Sunday October 1:

10:30 – 11:30 am

“IPEN, RIN, RON: Alphabet Soup of Closings”

This hour long session will discuss remote online notarization (RON), remote ink-signed notarizations (RIN) and in-person electronic notarizations (IPEN). Our seminar will go through the pros and cons of each notarization, when to use one over another and what the future might look like, and what agents need to know to build efficient workflows while staying safe, secure, and compliant. For the Signing discussion, I'll walk through some questions to ask yourself as you build your workflow so that for each signing, you and your employees know exactly what needs to happen and nothing falls through the cracks. We'll talk about security certifications, ALTA Best Practices Pillars regarding security and protection of information during processing, the SECURE Notarization Act and changes in the industry.

Speaker: Emma Leigh Maciazek
Qualia

1:00 – 2:00 pm

“How to Conduct a Settlement”

The class will discuss the legal framework for residential purchase and refinance transactions and how that framework applies in a real-world setting. We will review the commonly used legal documents for each transaction as well as provide answers to frequently asked questions posed by buyers, sellers, and refinance borrowers and examples of proper and improper executions.

Speaker: Jack Carter, Esq.
The Title Company

2:30 – 3:30 pm

“How to Grow Your Closing Volume by Leveraging Content”

In this one-hour presentation, we will guide you through best practices for effective content marketing for Title Professionals. There will be examples and insights into what is working for title companies when it comes to creating educational and informative industry content to attract and retain real estate agents and clients. Finally, we will discuss the most effective ways to distribute content to your current and prospective clients including social media best practices.

Speaker: Justin Gooderham
Dalton Digital

Monday October 2:

9:00 – 10:00 am

“AI in the Title Industry: The Good, The Bad & The Ugly”

AI has been a game-changer for a number of industries and is impacting our day-to-day lives. Join us for this future focused session to learn how AI is and will continue to affect the title industry.

Speaker: Sam Chawkat
Dynamic Network Solutions

11:00 am – 12:00 pm

“Hanging with the Hoopers”

Our session will explore the Attitude of Leadership! Tim & Andrew believe attitude isn't everything – it's the only thing! We're discussing relevant issues and interviewing role models to spark thought and inspire action in taking our lives, relationships & businesses to the next level.

Speakers: Tim Hooper
WFG National Title Insurance

Andrew Hooper
WFG National Title Insurance

1:30 – 2:30 pm

“Maryland REALTOR® Contract Forms Update”

Each year on October 1, the Maryland REALTORS® release updates and introduce new forms to their contract of sale. Join us for this session to learn about these changes and what they will mean when working with your clients.

Speaker: Taylor Kitzmiller, Esq.
Maryland REALTORS®

3:00 – 4:00 pm

“Creating a RON Workflow Process”

This course will provide the benefits of creating and implementing a RON workflow process for real estate partners to make the process as streamlined as possible.

Speaker: Missy Johnson