



**Diamond**

Clear Title Agency of Arizona  
First American Title Insurance Co.  
Magnus Title Agency  
Old Republic Title Agency/Old  
Republic National Title Insurance Co.  
Title Resources Guaranty Co.  
Yavapai Title Agency

**Platinum**

First American Title NCS  
Gust Rosenfeld

**Gold**

Chernoff Law Firm P.C.  
eRecording Partners Network  
NextAce  
Premier Staffing Group  
Security Title Agency, Inc.  
Stewart Title Guaranty Company

**Silver**

Alliance Bank of Arizona  
Attorneys Title Guaranty Fund, Inc.  
Chicago Title Agency  
Equity Title Agency  
Fidelity National Title Group  
First National Title Insurance Co.  
Land Inspections, LLC  
Ramras Legal, PLC  
Simplifile, LC  
SoftPro  
Westcor Land Title Ins. Co.

**EVENT SPONSOR**

**Golf/Diamond**  
DataTrace

Land Title Association of Arizona  
**2018 ANNUAL CONVENTION**

October 3-5, 2018 | WeKoPa Resort

# Hotel Information



Land Title Association of Arizona  
2018 ANNUAL CONVENTION



## WeKoPa Resort and Conference Center

10438 N. Fort McDowell Rd.  
Scottsdale/Fountain Hills, AZ 85264

### Hotel Reservations

LTAA Group Rate: \$159.00  
\$25 resort fee waived for LTAA  
convention attendees

**Call: 480-789-5320 / 1-844-493-5672**

Identify you are with Land Title Assoc. of AZ



## TOP ON-SITE AMENITIES AT OUR RESORT INCLUDE:

Desert oasis heated outdoor pool with two whirlpools

We-Ko-Pa Golf Club featuring two award-winning, 18-hole golf courses with incredible panoramic views

Diverse restaurants and lounges

Fort McDowell Casino, a full-service casino and gaming facility open 24 hours a day

More than 25,000 square feet of flexible indoor meeting and event space at the adjacent Wassaja Conference Center

Amethyst Spa, featuring massages, salon services, facials and more

### Plus:

- Complimentary, high-speed Internet access
- Concierge and bell service
- Daily housekeeping
- Weekday newspaper service
- Professional dry cleaning
- Car rental services and on-site ATMs
- Golf club storage and delivery
- 24-hour fitness center
- Conversation area and fire pit with mountain views



# Land Title Association of Arizona 2018 ANNUAL CONVENTION



## OCTOBER 3-5, 2018

### EXHIBITS SET-UP

Wednesday, October 3  
2:00 p.m. – 5:00 p.m.

### EXHIBIT HOURS

All exhibitors need to be set-up by  
7:30 a.m. Thursday, October 4

Thursday, October 4  
7:30 a.m. – 4:00 p.m.

Friday, October 5  
7:30 a.m. – 10:15 a.m.

## Schedule *Subject to change*

### WEDNESDAY, OCTOBER 3, 2018

- 10:00 a.m. Tee Times: LTA Golf Tournament  
*Sponsored by Data Trace at WeKoPa Seguro Course*
  - 12:00 p.m. – 5:00 p.m. Exhibitor Set Up
  - 3:00 p.m. – 5:30 p.m. Registration Table Open
  - 5:00 p.m. – 6:30 p.m. Welcoming Reception  
*Sponsored by First American Title*
- Enjoy your evening!

### THURSDAY, OCTOBER 4, 2018

- 7:30 a.m. - 12:00 p.m. Registration Open
- 7:30 a.m. – 4:00 p.m. Exhibits Open
- 7:30 a.m. – 8:30 a.m. Breakfast Buffet
- 7:30 a.m. – 8:30 a.m. Past President’s Breakfast  
*Sponsored by Yavapai Title Agency*
- 8:30 a.m. – 8:45 a.m. Welcoming & Opening Remarks  
LTA President - Jim Clifford
- 8:45 a.m. – 9:45 a.m. Keynote - Dr. Kevin Elko  
*Sponsored by Old Republic Title Agency/  
Old Republic National Title Insurance*
- 9:45 a.m. – 10:00 a.m. Break
- 10:15 a.m. – 10:45 a.m. Legislative and Regulatory Update  
Uniform Closing Instructions and AEA  
Seller Financer Bill to reduce TILA Liability/  
Legislative Update
- 10:45 a.m. – 11:15 a.m. Industry Developments
- 11:15 a.m. – 11:45 a.m. ALTA’s State of the Association
- 11:45 a.m. – 1:00 p.m. Lunch  
*Sponsored by Title Resources Guaranty Co.*
- 1:00 p.m. – 1:50 p.m. Remote Online Notarization
- 1:50 p.m. – 2:00 p.m. Break
- 2:00 p.m. – 2:40 p.m. \* **Breakout 1: Title/Regulatory**  
*Regulatory Considerations,  
RESPA/CFPB Update*
- \* **Breakout 2: Escrow**  
*Defending against Fraud:  
Think Like a Football Coach*
- \* **Breakout 3: Sales**  
*Sell Me That Pen!*

*\*Seating is on a first come, first serve basis.*

# Sponsorship Levels



Land Title Association of Arizona  
2018 ANNUAL CONVENTION

## SPONSORSHIP OPPORTUNITIES

### Diamond – \$5,000

Includes up to **4 attendees** for the convention including installation dinner, 4 room nights (coordinated through the LTAA administrator) at the WeKoPa & exhibit table (except title underwriters)  
*Option to select a scheduled event (meal, keynote, reception) to be highlighted as the exclusive sponsor.*

### Platinum – \$3,250

Includes up to **4 attendees** for the convention including installation dinner & exhibit table (except title underwriters)

### Gold – \$1,750

Includes up to **3 attendees** for the convention including installation dinner & exhibit table (except title underwriters)

### Silver – \$1,250

Includes up to **2 attendees** for the convention including installation dinner.  
*Exhibit table an additional \$250 for Silver sponsors.*

### Sponsorship recognition all levels will include inclusion in:

- Convention brochure
- Sponsorship announcement
- LTAA member packets
- Recognition at closing
- On LTAA website
- Break slide show

## EVENT SPONSORSHIPS OPTIONS

- **Welcome Reception - \$2,500**
- **Cocktail Reception - \$2,500**
- **Installation Dinner - \$2,500**
- **Lunch - \$2,500**
- **Breakfast - \$2,500**

Each event sponsorship includes **1 attendee** for the convention including installation dinner & exclusive signage recognition.

## Schedule

*Subject to change*

### THURSDAY, OCTOBER 4, 2018 – CONTINUED

2:40 p.m. – 2:50 p.m.	Break
2:50 p.m. – 3:30 p.m.	* <b>Breakout 1: Title/Regulatory</b> <i>New Judgment Law and Mechanic's Lien Claims</i>
	* <b>Breakout 2: Escrow</b> <i>Marijuana Deals</i>
	* <b>Breakout 3: Sales</b> <i>Growth; Simple Sales Strategies Which Promote Growth</i>
3:30 p.m.	Adjourn
3:45 p.m. – 4:30 p.m.	LTAA Board Meeting
5:30 p.m. – 6:30 p.m.	PAC Silent Auction & Hosted Cocktail Reception <i>Sponsored by Magnus Title Agency</i>
6:30 p.m. – 9:00 p.m.	Installation Dinner <i>Sponsored by Clear Title Agency of Arizona</i>

### FRIDAY, OCTOBER 5, 2018

7:30 a.m. – 9:30 a.m.	Registration Open
7:30 a.m. – 8:30 a.m.	Breakfast Buffet
7:30 a.m. – 10:15 a.m.	Exhibits Open
8:30 a.m. – 9:10 a.m.	* <b>Breakout 1: Title/Regulatory</b> <i>The History of Title Insurance, Legal Description, and Recording Systems</i>
	* <b>Breakout 2: Escrow</b> <i>Current Challenges in the Settlement World - "What the heck is this?"</i>
	* <b>Breakout 3: Sales</b> <i>Digital Marketing: The New Battleground</i>
9:10 a.m. – 9:20 a.m.	Break
9:20 a.m. – 10:00 a.m.	* <b>Breakout 1: Title/Regulatory</b> <i>Blockchain 101, Clarifying Misconceptions and a Demo of a Title-centric Blockchain Application</i>
	* <b>Breakout 2: Escrow</b> <i>How Escrow Transformed into the Risk Eliminator</i>
	* <b>Breakout 3: Sales</b> <i>Better Marketing Without Breaking the Bank</i>
10:00 a.m. – 10:15 a.m.	Exhibitor Recognition & Prizes
10:15 a.m. – 11:15 a.m.	U.S. and Global Economic Outlook
11:15 a.m.	Adjourn

*\*Seating is on a first come, first serve basis.*

# Attendee

## REGISTRATION FORM



## Land Title Association of Arizona 2018 ANNUAL CONVENTION

**REGISTRATION INFORMATION:** Your cancelled check is your receipt. Please note that in order to keep our registration fees low, we do not send confirmations to those who register. Cancellations must be received by September 25, 2018, and are subject to a \$15 cancellation fee. There will be no refunds after September 25, 2018. All cancellations must be received in writing. Separate form required for each title company attendee, please duplicate this form as needed.

**Online credit card registration is available plus addition of service fees.**  
Visit [www.ltaaonline.org/Events](http://www.ltaaonline.org/Events) to access the link.

Name: \_\_\_\_\_ Company: \_\_\_\_\_  
 Address: \_\_\_\_\_ Guest/Spouse: \_\_\_\_\_  
 \_\_\_\_\_ Phone: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_ Email: \_\_\_\_\_

**REGISTRATION DEADLINE:** Tuesday, September 25, 2018

**FEES:** check all that apply

**Register now and take the Early Bird Discount:**  
Register by August 21 and receive **\$25 off all fees.**

### Full Conference

- LTAA Member . . . . . \$ 325
- Non-Member . . . . . \$ 475
- LTAA Member Guest/Spouse  
Non-Title Company Employee . . . . . \$ 195
- I am a sponsor/exhibitor and convention  
attendance with installation dinner is included  
with my sponsorship
- Additional Vendor Attendee/Installation Dinner  
\$ 195 pp X \_\_\_\_\_ = \$ \_\_\_\_\_

### Thursday Day Only\*

- LTAA Member . . . . . \$ 125
- Non-Member . . . . . \$ 200

### Thursday Day & Installation Dinner\*

- LTAA Member . . . . . \$ 205
- Non-Member . . . . . \$ 280

### Friday Day Only\*

- LTAA Member . . . . . \$ 75
- Non-Member . . . . . \$ 150

### Past President Breakfast

- I am an LTAA Past President and will attend the  
Past President Breakfast on October 4 at 7:30 a.m.

\* One individual from the company must be registered for the Full Conference before additional individuals can register for daily attendance options.

**DINNER SELECTION:** Thursday night installation dinner. Check selection and who it is for.

- |   |                                   |                                       |
|---|-----------------------------------|---------------------------------------|
| <input type="checkbox"/> Beef . . . . .       | <input type="checkbox"/> Attendee | <input type="checkbox"/> Guest/Spouse |
| <input type="checkbox"/> Chicken . . . . .    | <input type="checkbox"/> Attendee | <input type="checkbox"/> Guest/Spouse |
| <input type="checkbox"/> Fish . . . . .       | <input type="checkbox"/> Attendee | <input type="checkbox"/> Guest/Spouse |
| <input type="checkbox"/> Vegetarian . . . . . | <input type="checkbox"/> Attendee | <input type="checkbox"/> Guest/Spouse |

### GOLF TOURNAMENT

The course does not permit denim, t-shirts or mock collared shirts

Name: \_\_\_\_\_  
 Handicap/Ave. Score \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Handicap/Ave. Score \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Handicap/Ave. Score \_\_\_\_\_  
 \_\_\_\_\_

### Mail registration form(s) and payment to:

Land Title Association of Arizona  
7225 W. Oakland St., Chandler, AZ 85226

**Phone:** 480-496-4465  
**Facsimile:** 480-858-1802  
**Email:** [info@ltaaonline.org](mailto:info@ltaaonline.org)

### PAYMENT

Check # \_\_\_\_\_ made payable to LTAA in  
the amount of \$ \_\_\_\_\_ is enclosed

# Exhibitor REGISTRATION FORM



## Land Title Association of Arizona 2018 ANNUAL CONVENTION

### PLEASE CHECK THOSE THAT APPLY:

I wish to purchase exhibit space for \$750\*

*This fee includes: a table, chairs and electricity to your booth and includes one convention attendance that includes the installation dinner. Additional reps can register for \$195 - see attendee registration form.*

I am a Platinum or Gold sponsor and would like to be an exhibitor\* (except title underwriters)

I am a Silver sponsor and would like to purchase exhibit space for \$250\*

Please bring your own power strip.

\*There is an additional charge for AV or additional equipment.

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**EXHIBIT HOURS:** Thursday, October 4, 7:30 a.m. – 3:15 p.m.  
Friday, October 5, 7:30 a.m. – 9:00 a.m.

*All exhibitors need to be set-up by 7:30 a.m. Thursday, October 4*

**– Please email company logo in JPG or TIF format –**

**Each exhibitor attendee MUST complete and return an Attendee Registration Form also.**

### PLEASE PRINT

Company Name: \_\_\_\_\_ Contact: \_\_\_\_\_

Address: \_\_\_\_\_ Phone: \_\_\_\_\_

\_\_\_\_\_ Email: \_\_\_\_\_

City, State & Zip: \_\_\_\_\_ Website: \_\_\_\_\_

Contract Signature: \_\_\_\_\_

**Please list the representative that will be in your table:**

\_\_\_\_\_

**Comments or Special Requests:**

\_\_\_\_\_

\_\_\_\_\_

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**Phone:** 480-496-4465 | **Facsimile:** 480-858-1802

**Email:** info@ltaonline.org

# Sponsorship

## REGISTRATION FORM



## Land Title Association of Arizona 2018 ANNUAL CONVENTION

Each sponsor attendee, based on level allotment, **MUST** complete and return an Attendee Registration Form also.

### PLEASE PRINT

Company Name: \_\_\_\_\_ Contact: \_\_\_\_\_  
Address: \_\_\_\_\_ Phone: \_\_\_\_\_  
\_\_\_\_\_  
Email: \_\_\_\_\_  
City, State & Zip: \_\_\_\_\_ Website: \_\_\_\_\_  
Contract Signature: \_\_\_\_\_

### SPONSORSHIP LEVELS:

#### Diamond – \$5,000

Includes up to **4 attendees** for the convention including installation dinner, 4 room nights (*coordinated through the LTAA administrator*) at the WeKoPa & exhibit table (*except title underwriters*)

*Option to select a scheduled event (meal, keynote, reception) to be highlighted as the exclusive sponsor.*

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Includes up to **2 attendees** for the convention including installation dinner

*Exhibit booth an additional \$250 for Silver sponsors*

#### **Sponsorship recognition all levels will include inclusion in:**

- Convention brochure
- Sponsorship announcement
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- Break slide show

### EVENT SPONSORSHIPS OPTIONS

- **Welcome Reception - \$2,500**
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- **Installation Dinner - \$2,500**
- **Lunch - \$2,500**
- **Breakfast - \$2,500**

Each event sponsorship includes **1 attendee** for the convention including installation dinner & exclusive signage recognition.

### CHECK APPROPRIATE:

- Diamond – \$5,000**  
[ ] Yes we would like a vendor booth (except title companies)
- Platinum – \$3,250**  
[ ] Yes we would like a vendor booth (except title companies)
- Gold – \$1,750**  
[ ] We would also like an vendor booth (except title companies)
- Silver\* – \$1,250**  
[ ] We would also like an vendor booth for an additional \$250

### Event Sponsorships Options

- Welcome Reception - \$2,500**
- Cocktail Reception - \$2,500**
- Installation Dinner - \$2,500**
- Lunch - \$2,500**
- Breakfast - \$2,500**

*If you would like an exhibit booth, please also complete and return the Exhibitor Registration Form with payment.*

### PAYMENT

Check # \_\_\_\_\_ made payable to LTAA in the amount of \$ \_\_\_\_\_ is enclosed

### Mail registration form and payment to:

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**Phone:** 480-496-4465 | **Facsimile:** 480-858-1802  
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