



# ANNUAL CONFERENCE 2021

**LOCATION:**

**The Westin Jackson**  
407 South Congress Street  
Jackson, MS 39201

**DATE/TIME:**

**May 11, 2021** (Tuesday) / 8:00 am – 6:45 pm  
**May 12, 2021** (Wednesday) / 8:00 am – 5:00 pm

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# MESSAGE FROM THE PRESIDENT

**R. Paul Randall, Jr.**

*Randall, Segrest, Weeks & Reeves, PLLC*

## Vision

For many years, title professionals in Mississippi participated in a regional land title association. Like many of you, I spent years as a member of the regional association as well as a member of the American Land Title Association. Like the national association, the regional association serves its members and its industry well. However, like politics, I will argue that title is local. Therefore, it seemed fitting that Mississippi title professionals and industry leaders band together to form a statewide title association. Thus, the Land Title Association of Mississippi (LTAMS) was created in September 2018.



## Purpose

It is important to remember why you and I joined LTAMS, why we participate in our industry trade organization and why we encourage our colleagues to do the same. According to our bylaws, LTAMS exist:

- (a) to promote the general welfare of the abstract and land title industry;
- (b) to promote professional standards and ethics;
- (c) to promote the safe and efficient transfer of ownership of and interest in real property within the free enterprise system;
- (d) to provide information and education to consumers, to those who regulate, supervise, or enact legislation affecting the land title industry, and to its members; and
- (e) to maintain liaison with users of the products and services provided by its members, and with government.

LTAMS's purpose is fitting, noble and needed in today's fast paced business environment.

## Professionalism

A summary of LTAMS's Code of Ethics states in part that LTAMS Members will offer professional services with integrity while complying with the law, being honest, fair, and ethical and maintain high business standards. Our industry enjoys a high degree of trust and confidence among the public and rightfully so. The public entrusts our professionals with closing what is typically their most expensive investments. And, closing involves passing good title as well as being entrusted

with funds. LTAMS members strive to ensure this trust continues because our members are trustworthy and seek to do our jobs well.

### **Growth**

LTAMS has steadily grown to over 250 members from every region of the state. We should continue to encourage our colleagues and others with a vested interest in our industry to join LTAMS and speak with one voice as Mississippi's land title association.

### **Dedicated Professionals**

I have had the pleasure of serving as President since LTAMS inception with a dedicated and active Board of Directors. And, we all owe a debt of gratitude to Ken Farmer for his hard work and vision in making LTAMS a reality. We are also thankful Ken agreed to as serve without compensation as LTAMS first Executive Director.

### **Resources and Education**

LTAMS provided its members and the public with many useful resources and continuing education like COVID-19 Pandemic resources, our inaugural Annual Conference, CLE and On Demand Courses.

### **Advocacy**

LTAMS committees have authored and monitored legislation affecting the land title industry and have worked with interested parties and elected officials to ensure our industry's voice is heard in the legislative process. LTAMS recently hired its first lobbyist to advocate for our industry.

### **Future**

You are the future of LTAMS. Thank you for attending our inaugural Annual Conference. I am confident you will find this event worth your time. Get involved in LTAMS by joining a committee; invite a friend or colleague to join; and make LTAMS memberships available to your staff. I look forward to many years of working with you in the title business.

## **FOLLOW US**



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# BOARD OF DIRECTORS

## OFFICERS



**R. Paul Randall, Jr.**  
*Randall | Segrest*  
President



**Charles Greer**  
*Greer Law Firm*  
Vice-President



**David Ash**  
*Nichols & Ash*  
Treasurer

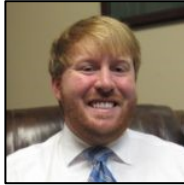


**Ginger Weaver**  
*Baker Donelson*  
Secretary

## REGIONAL DIRECTORS



**Debbie Horn**  
*Butler Snow*  
Regional Director 1



**Cory Williamson**  
*Mississippi Title Group*  
Regional Director 2



**Neill Bryant**  
*Watkins & Eager*  
Regional Director 3



**Andrew Marion**  
*Marion Law Office*  
Regional Director 4

## UNDERWRITER DIRECTORS



**Danny Crotwell**  
*Fidelity National Title*  
Underwriter Director 1



**Roy Perilloux**  
*Security Title*  
Underwriter Director 2

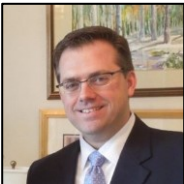


**Brad Jones**  
*Old Republic Title*  
Underwriter Director 3

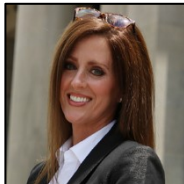


**Stephen Reck**  
*First American Title*  
Underwriter Director 4

## ADMINISTRATION



**Kenneth Farmer**  
*First American Title*  
Executive Director



**Sandy Ray**  
*Southern Consulting*  
Governmental Affairs

# LOBBYIST: WELCOME ABOARD!

## SANDY RAY, CHIEF EXECUTIVE OFFICER

Sandy S. Ray brings nearly 25 years of experience in the political arena in both state government and politics in the state of Mississippi and throughout the southeast. Sandy is a registered lobbyist and has assisted clients in legislative lobbying spanning throughout many sectors including insurance, economic development, state bond acquisition, state agency management and regulatory issues. In addition to lobbying and regulatory affairs, Mrs. Ray specializes in human resource management, non-profit organization, campaign management, grass roots organization and fundraising.



Mrs. Ray, a native of Cleveland, MS, began Southern Consulting Associates in the summer of 2004. In 2007, as part of her business, Sandy assisted with the campaign for Mississippi's Insurance Commissioner and was asked to come aboard the administration after a successful election.

Shortly thereafter, she was named Chief of Staff for State Insurance Commissioner Mike Chaney. It would be a role she would occupy until 2018 before she decided to again devote her full attention to her personal business, Southern Consulting Associates, Inc.

Prior to opening her consulting business, Mrs. Ray served as Executive Director for Boys and Girls Clubs of the Mississippi Delta, Children's Division Liaison for the Office of the Attorney General, and as a Coordinator in the Division of Continuing Education at Delta State University in Cleveland, MS. In addition to being featured in multiple publications, Sandy was

named to the Delta Business Journal's Top 50 under 40 and was selected as a 2020 MSTop50 Lobbying and Government Relations category honoree.

At Southern Consulting Associates, Inc., we stand at the intersection of old-fashioned hard work and the latest institutional knowledge. Here, successful results matter. Trusting us with your business means gaining a partner who is well-equipped to win for you, using proven skills realized through years of experience.

## **Southern Consulting Associates, Inc.**

Sandy Ray, Chief Executive Officer  
822 Aberdeen Cove, Madison, MS 39110  
sandyray@bellsouth.net | 662-719-4692



# SCHEDULE OF EVENTS

**TUESDAY, MAY 11**

## REGISTRATION & EXHIBIT HALL OPEN

**08:00 am - 06:45 pm**

Lobby Area / Exhibit Hall

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## OPENING REMARKS / PRESIDENT'S STATE OF THE ASSOCIATION

**08:30 am - 09:00 am**

Jackson Room



**R. Paul Randall, Jr.**

*Randall | Segrest*

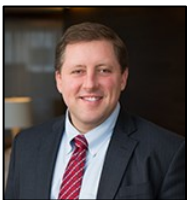
LTAMS President Paul Randall provides an update on the latest industry issues in Mississippi, as well as discussing LTAMS' strategic priorities related to ensuring our industry thrives in a dynamic business and regulatory environment.

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## CYBER-SECURITY BREACHES: LEGAL LANDSCAPE AND RISK MANAGEMENT

**09:00 am - 10:00 am**

Jackson Room | **1.0 CLE CREDIT** | **ETHICS**



**Brandon N. Robinson**

*Balch & Bingham LLP*

Brandon will give an overview of the legal landscape around cybersecurity and data privacy, impacts on the industry, and practical tips for managing risk.

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## SECURING YOURSELF, YOUR STAFF AND YOUR FACILITIES, DURING INSECURE TIMES

**10:00 am - 11:00 am**

Jackson Room | **1.0 CLE CREDIT**



**Brooks Derryberry**

*Responsible Firearms Training and Consulting, LLC*

Brooks grew up with firearms, shooting and hunting, as the son of a career Marine. In 2017 Brooks became a Certified Instructor with the United States Concealed Carry Association "USCCA", teaching Basic Handgun, Concealed Carry & Home Defense, and Countering the Mass Shooter Threat, teaching the curriculum of the USCCA, "A National Training Organization." Brooks is on the list of firearms instructors for the Mississippi Department of Public Safety, to provide the 8-hour training course required for the Enhanced Carry Permit. Brooks is also certified as a practitioner of "Stop the Bleed" a course sponsored by the National College of Surgeons, to teach people how to stop severe bleeding until EMS help can arrive. The USCCA Motto is: Avoid. Escape. Defend.

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## BREAK WITH EXHIBITORS

**11:00 am - 11:15 am**

Lobby Area / Exhibit Hall

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**UNDERWRITER PANEL: MARKET TRENDS & ISSUES**

**11:15 am - 12:15 am**

Jackson Room | **1.0 CLE CREDIT**



Danny Croftwell *Moderator*   Warren Laird *Panelist*   Chris Geyer *Panelist*   Staci Blackwell *Panelist*

Hear directly from the leaders of your regional underwriters on innovative trends, customer service training, knowing your customer, reinsurance, the value proposition of an underwriter and the qualities they look for in their agents.

**MEETING: STANDING COMMITTEES**

**11:15 am - 12:15 pm**

Oxford Room

**NETWORKING LUNCH**

**12:15 pm - 01:15 pm**

Lobby Area / Exhibit Hall

**ANNOUNCEMENTS / GENERAL BUSINESS**

**01:15 pm - 01:30 pm**

Jackson Room

**THE NUTS AND BOLTS OF MISSISSIPPI'S LIEN LAW / KEYNOTE SPEAKER**

**01:30 pm - 02:30 pm**

Jackson Room | **1.0 CLE CREDIT**



**Clyde X. (Trey) Copeland, III**  
*Jernigan Copeland Attorneys*

Join us for a discussion of Mississippi's new Construction Lien Law from the drafter's perspective, focusing on topics and issues within the statute that affect the land title and title insurance industry. The discussion will focus on those issues most important to the title insurance industry and will emphasize and encourage audience participation.



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**CYBER SECURITY IN REAL ESTATE TRANSACTIONS**

**02:30 pm - 03:30 pm**

Jackson Room | **1.0 CLE CREDIT**



**Randy J. Curato**  
*ALAS, Inc.*

This program will address the privacy and security risks in real estate transactions, a lawyer's professional responsibility obligations to know the risks and protect information and

offer suggestions on how to comply with those obligations and avoid risk.

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**MEETING: BOARD OF DIRECTORS & COMMITTEE CHAIRS**

**02:30 pm - 03:30 pm**

Oxford Room

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**BREAK WITH EXHIBITORS**

**03:30 pm - 03:45 pm**

Lobby Area / Exhibit Hall

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**LOOKING AHEAD: THE NEW ALTA POLICIES**

**03:45 pm - 04:45 pm**

Jackson Room | **1.0 CLE CREDIT**



**Joe Powell, NTP**

*Fidelity National Title Group*

The ALTA standard Owner's and Loan Policies have not been updated since 2006. A lot has

changed in the real estate world since then, from technology to customer needs. The ALTA Forms committee has been deliberating new language for a couple of years now. Joe Powell will share what to look for in the Proposed 2020 policies and what is different from the 2006 forms. Joe will also give some tips on handling national commercial transactions.

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**NETWORKING RECEPTION - COCKTAILS & LIGHT HORS D'OEUVRES**

**04:45 pm - 06:45 pm**

Lobby Area / Patio

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**WEDNESDAY, MAY 12**

**REGISTRATION & EXHIBIT HALL OPEN**

**08:00 am - 04:00 pm**

Lobby Area / Exhibit Hall

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**OPENING REMARKS, AWARDS, AND ANNOUNCEMENTS**

**08:30 am - 09:00 am**

Jackson Room

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**ALTA SURVEYS AND LEGAL DESCRIPTION BASICS**

**09:00 am - 10:00 am**

Jackson Room | **1.0 CLE CREDIT**



**Barry E. Savage, PLS**

*Tennessee Valley Authority*

An ALTA/NSPS Land Title Survey is first and foremost a boundary survey. Over the years

the standards have evolved to reflect the importance of proper retracement principles and the correct application of boundary law to this process. Understanding the subtle differences in boundary establishment principles and how they apply to the ALTA/NSPS survey can ensure that both lenders and borrowers are protected. When writing a legal description having a grasp of these same boundary principles is critical to properly conveying the party's true intent.

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## LEGISLATIVE PANEL

**10:00 am - 11:00 am**

Jackson Room | **1.0 CLE CREDIT**



Courtney  
Robbins  
*Moderator*

Senator  
Jennifer  
Branning  
*Panelist*

Rep.  
Angela  
Cockerham  
*Panelist*

Senator  
Tyler  
McCaughn  
*Panelist*

In our legislative panel discussion, we will address hot topics such as electronic notarization and flat fee recording. We will also discuss how a bill becomes law, how to work effectively with legislators and their staff, strategies for mobilizing your base of membership or coalitions to maximize advocacy impact, and lobbying do's and don'ts. Moderated by Courtney Robbins, this panel discussion is not one to miss.

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## BREAK WITH EXHIBITORS

**11:00 am - 11:15 am**

Lobby Area / Exhibit Hall

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## WORKSHOP: HOW TO READ AND PLOT LEGAL DESCRIPTIONS

**11:15 am - 12:15 pm**

Jackson Room | **1.0 CLE CREDIT**



**Barry E. Savage, PLS**

*Tennessee Valley Authority*

A legal description is much more than just the measurements it contains. To understand a legal description, it is necessary to understand the true role of measurements in surveying and how courts resolve ambiguities in deeds. The measurements in a description allows someone to plot the geometry but may not properly describe the property as the evidence found on a field survey may uncover. Understanding which calls are directive and which are locative is critical to understanding the true function of a description.

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## NETWORKING LUNCH

**12:15 pm - 01:15 pm**

Lobby Area / Exhibit Hall

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## ANNOUNCEMENTS / GENERAL BUSINESS

**01:15 pm - 01:30 pm**

Jackson Room

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**WORKSHOP: IDENTIFYING,  
CLASSIFYING AND LOCATING  
EASEMENTS**

**01:30 pm - 02:30 pm**

Jackson Room | **1.0 CLE CREDIT**



**Barry E. Savage, PLS**

*Tennessee Valley Authority*

Easements and land access issues cause a significant number of disputes. This problem is often compounded when descriptions are written without consideration of what the true intent is. Often these descriptions are written in such a way that conflicting conditions are inadvertently created. Anyone dealing with land and land descriptions needs to understand how easements are created and how they are terminated.

**THE PROCESS OF ABSTRACT AND  
TITLE EXAMINATION**

**02:30 pm - 03:30 pm**

Jackson Room | **1.0 CLE CREDIT** | **ETHICS**



Brad  
Jones

Bryan  
Sansing

Join us for an interactive session discussing current issues affecting abstractors and title examiners. We will discuss the Title Examination Standards adopted by the Real Property Section of the Mississippi Bar, which became effective August 1, 2019, claims trends experienced by title insurance

underwriters, issues title insurance underwriters rely on abstractors to address, due process issues where title is dependent on a judicial action, and address questions from the audience.

**BREAK WITH EXHIBITORS**

**03:30 pm - 03:45 pm**

Lobby Area / Exhibit Hall

**ENDORSEMENTS WITH A DIGITAL  
TWIST**

**03:45 pm - 04:45 pm**

Jackson Room | **1.0 CLE CREDIT**



**Will Avant**

*Fidelity National Title*

This session will be an interactive game-style format focusing on the ins and outs of commercial endorsements. This session will use Kahoot and attendees are encouraged to participate. Join us as we wrap up the conference with a little fun.

**MEETING: STANDING COMMITTEES**

**03:45 pm - 04:45 pm**

Oxford Room

**CLOSING REMARKS AND ADJOURN**

**04:45 pm - 05:00 pm**

Lobby Area / Exhibit Hall

# *Congratulations to*

## **Honorary Member Donald G. Ogden**



One of the first Honorary Members of LTAMS, Don Ogden has been a driver in the Mississippi title industry for years. After he graduated law school at Ole Miss, Don began his career in private practice. Fate placed him in an excellent venue for learning the law of land titles—Natchez, a city that borders the Mississippi River. In Adams County, there is no sectional index, very few regular sections, rich history of land transfers dating back to the 1700s, and substantial oil and gas exploration. Don's new firm wanted to hand over its title searches to their new associate attorney, and Don ran with the opportunity.

Don always enjoyed the practice of law, even though it had its ups and downs. As others in the oil and gas industry can relate, Don recalls the difficulties of downward swings in the market, "When the oil business faltered in 1985 it was difficult. Within two weeks there was no work." Though business in the private practice could fluctuate, Don's joy for helping others solve problems and plan for contingencies remained constant. His desire to solve problems translated well when Don became Mississippi State Counsel for First American in 2002.

While at First American, Don remained very active in the title industry—a member of the Mississippi Bar, Tri-County Real Estate Attorneys' Association, and the Southeastern Land Title Association. A frequent speaker at seminars and inter-company training events, Don was a teacher. He led multiple training initiatives at First American, from holding weekly title schools for employees in First American's state office to leading First American's national Excellence in Underwriting program held at its corporate headquarters in Santa Ana, California.

Over his time at First American, Don climbed the ranks from State Counsel to Gulf Coast Regional Counsel to National Underwriting Counsel. Don credits working in-house with First American with some of the most satisfying accomplishments in his career, "I had the opportunity to lead teams, teach and underwrite land title transactions both locally and nationally. As a local attorney, these opportunities did not exist." When Don retired in 2019, he was responsible for directing the underwriting of multi-million-dollar commercial transactions throughout the southeast.

Since his retirement, he has spent much time fishing, reading, building things, traveling, fishing some more, hiking segments of the Appalachian Trail, and playing with his grandchildren. Don is the quintessential Southern gentleman and a first-class title professional.

**We congratulate you on your retirement and thank you for your years of service to our industry!**

# SPEAKERS

## WILL AVANT NTP

### Fidelity National Title Group

Will Avant is AVP & Area Counsel for Fidelity National Title Group with the ALMA Agency operations in Birmingham, AL, and provides underwriting counsel, industry education and advocacy for title insurance agents and approved attorneys throughout Alabama, Mississippi, and Arkansas. Prior to joining the company, Will was a Partner in a Huntsville law firm, as well as in-house counsel with Caterpillar, Inc. Will graduated from Auburn University in 2003 and The University of Alabama School of Law (J.D., 2006, LL.M. in Taxation, 2010), and he is licensed to practice law in Alabama, Mississippi, and Arkansas. Will serves on the education committee and legislative affairs committee for the Alabama Land Title Association and the Land Title Association of Mississippi; he is a Founder's Circle member of TitlePac; and he regularly speaks at title insurance seminars both regionally and nationally. He provides a wealth of experience in the arenas of compliance, complex commercial transactions, management, and training, as well as leading our legal and underwriting operations at Fidelity. Will, and his wife Leslie, reside in Birmingham and are the proud parents of two children, Rachel, and Crawford.

## JENIFER B. BRANNING

### MS State Senate – District 18

Jenifer Branning (Republican) is a member of the Mississippi State Senate, representing

District 18. Branning assumed office on January 5, 2016. Branning's current term ends on January 2, 2024. In addition to serving in the Mississippi Senate, Jenifer is also a member of Branning Law Firm, P.A. in Philadelphia, Mississippi.

## ANGELA Y. COCKERHAM

### MS State House – District 96

Angela Cockerham (Independent) is a member of the Mississippi House of Representatives, representing District 96. Cockerham assumed office in 2005. Angela's current term ends on January 2, 2024. In addition to serving in the Mississippi House of Representatives, Angela is Special Counsel and has been a member of Wise Carter since 2018. Her practice focuses on the areas of public and private finance, construction litigation, family law, general business and corporate law, public utilities, and energy. Angela is an active member of the Mississippi Bar Association, Louisiana Bar Association, National Association of Bond Lawyers, Energy Council, and the International Trade Commission.

## CLYDE X. (TREY) COPELAND, III

### Jernigan Copeland Attorneys, PLLC

Trey Copeland is a lifelong Mississippian, being born in Jackson on January 29, 1970. He attained his bachelor's degree from Baylor University, cum laude, in 1992, majoring in Political Science with a secondary emphasis in both Russian language and general

business administration. While at Baylor, Trey was honored by being invited to join both the Omicron Delta Kappa and Phi Beta Kappa societies. After spending a year living in Washington D.C. and working the Republican National Committee as a liaison to the Office of the Second Lady, Trey enrolled in law school at Washington and Lee University School of Law, where he earned his Juris Doctor in 1996. In that same year, Trey returned to Mississippi was admitted to the Mississippi bar, and in 1997, the Alabama bar. Currently, Trey is licensed to practice law in all the state and federal courts in the states of Alabama and Mississippi. Trey is a partner with the law firm of Jernigan Copeland & Anderson, PLLC, in Ridgeland, where he practices general commercial and corporate law, specializing in the areas of construction law and commercial insurance coverage litigation. He has experience representing all aspects of the construction project, including owners, designers, general contractors, trade, and subcontractors as well as material suppliers. He is also a trained and practicing mediator and is a trained arbitrator as well as a registered lobbyist.

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## **DANNY CROTWELL**

### **Fidelity National Title Group – MS**

Danny L. Crotwell currently serves as Vice-President and Underwriting Counsel of Fidelity National Title Group for Mississippi. He previously served as Vice-President and State Counsel for Stewart Title Guaranty Company. Before becoming an underwriter, Danny was in private practice for 16 years, specializing in real estate transactions and general litigation.

A former President of the Southeast Land Title Association, Danny received his law degree from the University of Mississippi Law Center and received a B. S. in Computer Science from the University of Mississippi.

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## **RANDY J. CURATO**

### **ALAS, Inc.**

Randy Curato currently serves as Vice President—Senior Loss Prevention Counsel at ALAS, Inc., a risk retention group insuring lawyers across the United States and abroad. In that role, he counsels and educates lawyers on ethics, professional responsibility, and avoiding malpractice. Prior to joining ALAS in 2005, Randy was a partner at Bell, Boyd, & Lloyd LLC in Chicago. While at Bell Boyd for 18 years. Randy handled litigation, arbitration, and trial of commercial, real estate, environmental, probate, product liability, professional malpractice, and contract cases. Randy started his practice in 1984 with Wildman Harrold Allen & Dixon where he handled litigation matters for three years. Randy earned his law degree with honors from the University of Notre Dame Law School in 1984 and served as Executive Editor of the Notre Dame Law Review. He attended Manhattanville College in Purchase, New York and graduated with honors in 1981.

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# THANK YOU

## FOR YOUR SERVICE

### SPECIAL COMMITTEE: MS TITLE INSURANCE ACT

Jeaneen Bobo	Robert Schwartz
Chad Evans	Jennifer Signs
Barry Bridgforth	Chris Smalling
Ryan Byrne	Amarette Speights
Rod Clement	Vangela Wade
Sean Doran	Paul Walley
Andrew Dulaney	David Weems
Patrick Everman	Bill Williams
Ben Ford	Cory Williamson
Mark Franklin	Andrew Wilson
Brandon Frazier	Roger Williams
Katy Fulghum	Alan Windham
Charles Greer	Zac Atwood
George Haymans	Will Avant
Alwyn Luckey	Danny Crotwell
Debbie Horn	Sweetie Greer
Jay Johnson	Kelsea Laun
Hugh Keating	Kelly Love
Andrew Marion	Roy Perilloux
John Mayo	Joe Powell
Marc McKay	Stephen Reck
Susan Pinkston	Lisa Dale
Jason Purvis	Julie Brown
Gardner Richey	Tom Suszek
Courtney Robbins	Kenneth Farmer
Tom Ross	Cass Tinsley

### KENNETH D. FARMER

#### First American Title Insurance Co.

Ken Farmer grew up on the Mississippi Gulf Coast, but has lived in Arizona, Florida, Louisiana, Texas, and Germany. He started

with First American in 2016 and, as Sr. Underwriting Counsel, he helps agents and in-house underwriters find ways to close and insure real estate transactions in Mississippi. Prior to joining First American, Ken worked at a law firm as a transactional attorney closing business and commercial real estate transactions. He graduated from the University of Southern Mississippi in 2003 and received his law degree and a master's degree from the University of Florida in 2006. Ken has a background in information technology and worked as a network engineer for SkyTel in Jackson, Mississippi for a time and served with the U.S. Army as a Signals Intelligence Analyst. In his spare time, Ken loves to listen to audio books, travel, and spend time with his family.

### CHRIS GEYER

#### Fidelity National Title Group

Chris Geyer is Regional Counsel for the Fidelity National Title Group which includes Chicago Title Insurance Company, Commonwealth Land Title Insurance Company and Fidelity National Title Insurance Company. His territory includes Alabama, Arkansas, Mississippi, and Louisiana. Chris has worked in the title insurance industry for over 30 years, starting as a courier then working as an abstractor, pre-closer, closer and notary, and title examiner. After working 6 years in private practice, he started his career as an underwriter and became Louisiana State Counsel in 1997. He has worked as an underwriter for over 22 years. Chris received his J.D. from Louisiana State University in 1991. He was a member of the *Louisiana Law*

*Review* from 1989-1991 and was Senior Editor in 1990-1991. Chris received his M.B.A. in 1990 from Louisiana State University-Shreveport and received his B.S. in Business Administration in 1985 from Louisiana State University-Shreveport. He was an adjunct instructor from 1993 – 2003 at Louisiana State University-Shreveport, teaching classes in Real Estate Law and Business Law.

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**BRAD JONES**

**Old Republic National Title Ins. Co.**

Brad Jones, Esq. is Vice President-Claims Counsel for Old Republic National Title Insurance Company. Mr. Jones is rated AV-Preeminent by Martindale Hubbell. He is a frequent lecturer to attorneys and real estate professionals on real estate and title insurance-related topics and has taught business and real estate courses at Holmes Community College. Mr. Jones received the Mississippi Society of Certified Public Accountants Bronze Medal for the third-highest score on the May 1997 CPA Exam. He also is a Certified Fraud Examiner. Mr. Jones earned his B.A., Master of Taxation, and J.D. degrees from The University of Mississippi and his Master of Laws degree, in Taxation, from New York University.

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**WARREN LAIRD**

**Stewart Title Guaranty Company**

Warren serves as state counsel and manager for the state of Alabama. He joined Stewart Title Guaranty Company in 2010 after spending nearly a decade as vice president

and area counsel for another title insurer, and vice president and general counsel for a regional settlement service provider. Prior to that, he founded his own law firm and served as a district court judge in Walker County, Alabama. Warren earned his B.S. from the University of Alabama’s School of Commerce and Business Administration and his J.D. from Samford University’s Cumberland School of Law, where he is a member of the adjunct faculty. In addition, he is a frequent speaker at continuing education seminars in the southeast on real property law, title insurance and other related topics.

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**J. TYLER MCCAUGHN**

**MS State Senate - District 31**

Tyler McCaughn (Republican) is a member of the Mississippi State Senate, representing District 31. McCaughn assumed office on January 7, 2020. Tyler’s current term ends on January 2, 2024. In addition to serving in the Mississippi Senate, Tyler is a graduate of Morton High School, Jones County Junior College, The University of Mississippi, and Mississippi College School of Law. He lives in the area and is licensed to practice in all state and federal courts in Mississippi. He is a devout advocate of his clients.

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**JOE POWELL NTP**

**Fidelity National Title Group – NCS SE**

Joe Powell is Vice President & Managing Underwriting Counsel for Fidelity National Title Group – National Commercial Services Southeast. In that role, he guides a team of

lawyers and professional staff in Atlanta charged with assessing risk and providing high-level service in large transactions throughout the country. Before this, Joe served as Area Counsel with agency operations in Birmingham, underwriting for title insurance agents and approved attorneys throughout Alabama, Mississippi, and Arkansas on all Company brands. Before joining FNTG in 2011, he was in private practice in Tuscaloosa, and was a Castle Club agent for Chicago Title. Joe earned his undergraduate and law degrees from the University of Alabama (B.A. 1993, J.D. 1997); the LL.M. in Risk Management from Texas A&M University School of Law (2019); is admitted to practice law in Alabama, Mississippi, and Georgia; maintains his Alabama title insurance agent license; and is a contributor to the [Alabama Law Office Practice Deskbook](#) on real estate. In 2016, Joe earned the National Title Professional™ Designation from the American Land Title Association. He is also the recipient of the Outstanding Advocate Award from ALTA's Title Action Network. Joe and his wife of 24 years, Mikki, have 4 busy children ranging in age from 20 to 3 and serve actively at Northport Baptist Church.

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## **COURTNEY ROBBINS**

### **Amrock Title Insurance Company**

Courtney L. Robbins, Esq., began her career as an officer in the trust department at a prominent bank in Jackson, Mississippi. She then worked as a prospect research consultant for a national nonprofit before opening her own law practice, specializing in

estate planning and ERISA law. She joined Lockett Land Title in 2016 to open its fourth real estate closing office, located in Madison. Courtney performed the first eClosing in the state of Mississippi in May 2018. Courtney recently joined Amrock Title Insurance Company as Senior Underwriting and Claims Counsel.

Courtney is a Summa Cum Laude graduate of Mississippi State University and earned her Juris Doctorate from Mississippi College School of Law. Courtney is an active member of the Mississippi Bar and currently serves on the Public Relations Committee and the Membership Committee of the American Land Title Association. She also currently serves as chairwoman of the Legislative Committee of the Land Title Association of Mississippi, where she is helping to shape future laws and regulations that affect Mississippi's real estate. Courtney lives in Gluckstadt, Miss., with her husband and two children.

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## **PAUL RANDALL**

### **Randall Segrest Weeks & Reeves PLLC**

Paul Randall practices in the areas of real property and business transactions, real estate finance, closings and title insurance, business entity formation, foreclosures and collections and wills and probate. Paul has extensive experience in commercial and residential real property transactions and represents buyers, sellers, borrowers, and lenders. Paul's experience also includes all aspects of title insurance. He is a title insurance agent for Chicago Title Insurance Company, Fidelity National Title Insurance Company, First American Title Insurance

Company and Old Republic Title Insurance Company. He has been called on as an expert witness in litigation involving title insurance claims and real estate closings. Paul began his legal practice in his hometown of Woodville, Mississippi with Wilkerson & Crawford, LLP where he was an associate in a general legal practice focusing on real property and related areas of practice. Prior to returning to private practice, Paul served as Associate State Counsel with First American Title Insurance Company in Jackson, Mississippi. At First American, Paul's primary responsibilities included title insurance underwriting and managing claims.

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**BRANDON N. ROBINSON**  
**Balch & Bingham LLP**

Brandon is a partner at Balch and Bingham. He is a member of the firm's Energy Practice and serves as chair of the firm's Cybersecurity and Data Privacy practice. Brandon's practice focuses on: (a) critical infrastructure protection and grid reliability for the energy industry; (b) cybersecurity and data privacy issues for multiple industries; and (c) emerging technologies and innovation. Specifically, Brandon counsels clients across multiple industries on various data-related issues including data breach prevention and response (all 50 states plus territories), compliance with federal, state, and sectoral privacy laws (e.g., NERC CIP, GDPR, CCPA, etc.), vendor and third party contract management, and development/review of company policies and risk management. Brandon also serves as transactional counsel on technology-based projects involving data

as well as emerging technologies including drones, electric vehicles, fiber-optic broadband infrastructure, data analytics, blockchain technologies, artificial intelligence and more. Brandon's thought leadership has been featured in numerous publications including: Law 360, Inside Counsel, Corporate Counsel, Money Management Executive, LegalTech News, the Wall Street Journal, and more.

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**BRYAN SANSING**  
**First American Abstract Company**

Bryan Sansing serves as the Senior Title Officer and President of the First American Abstract Company in Mississippi. Prior to joining First American, Bryan worked as an independent abstractor and an abstractor for Mississippi Valley Title Insurance Company. Bryan has been abstracting and examining land titles for over 25 years. He currently works in First American's Flowood, Mississippi office and resides in Brandon.

# THANK YOU

## FOR YOUR SERVICE

### COMMITTEE CHAIRS & MEMBERS

#### Legislative Committee

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(Chair)**

Will Avant  
Ryan Byrne  
Ken Farmer  
George Haymans  
Gardner Richey

legislative@ltams.org

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Will Avant  
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Gardner Richey  
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#### Education Committee

**Katy Boyer  
(Chair)**

Will Avant  
Amanda Beckett  
Ken Farmer  
Stephen Reck

education@ltams.org

### **BARRY E. SAVAGE, PLS** **Tennessee Valley Authority**

Barry Savage is currently manager of the Survey Products group at the Tennessee Valley Authority in Chattanooga, Tennessee. He manages the office operations for the survey work TVA does in a seven-state region. Prior to his service at TVA he was in private survey practice for 10 years specializing in dispute resolution and expert witness services. He has surveyed several disputed state boundaries to resolve jurisdictional conflicts. Mr. Savage is an adjunct professor at Cleveland State Community College. He teaches basic survey courses along with boundary law, geodesy, and GPS classes. He has also researched and retraced the historical surveys of Henry David Thoreau at Walden Pond. Mr. Savage teaches exam review and continuing education seminars at various state and local conferences across the country. Mr. Savage received his B.S. degree, with high honors, in Civil Engineering Technology from the University of Tennessee at Martin.

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# GAME: WORD SEARCH

K H F W O B X O J N Z H S P N Y I A X L S M J B I U Y B V M  
R P Y K C A Z Q Z Z R T M E V E A U W V H M J I V H S C M R  
R R G E M V V V K X T I N U T F O R E C L O S U R E G U R I  
N W Z U E M F R X D G S H K N T L F Q D Z Y T R E B R R M P  
J I F T W H S S T Z E K P L X I L R B E L M B W C O A T E A  
E F T X N C R P Q O C Q D W R B M E E P A L W T O C N E J R  
A D H K X W O F N S T O S E A B S E M L U H C V N V T S I I  
S K N K J S Y V W Z H V C V W H U O N E E B L V V O O Y L A  
E G U H O M E S T E A D X B P P B B I T N A O N E Z R G I N  
M U D E N C R O A C H M E N T A O Q D R D T S H Y R Q R E Q  
E Y E R R U M X A D S X X E X D R Y A S L P I E A C B A N N  
N F F Q E Y K Q Y N W E F C Q E D T D D H U N M N J Z N W O  
T P E Q A E U C F P Q H T F T J I C I M U Q G X C S X T O T  
Q O C P Z W C M J R K U P T X Y N S D T M W O E E N W E D A  
I Q T W R F R U B F W T M T U T A Z C N I E S P Q F Z E N R  
A P P U R T E N A N C E M G P W T A O X Q O P W I O Y L H Y  
M P V P T E N D O R S E M E N T I K N T C T N O S N S Z F J  
V L K M L V B R M J F S E R V G O Q A U X N X D Z S I A K I  
U A U N D E R W R I T E R U W J N N E P S B A M I S L O X D  
F T E S C R O W E Q D F E K A P H O Y F Z J M Y M W F M N D

subordination	appurtenance	encroachment	reconveyance
foreclosure	endorsement	settlement	partition
underwriter	muniment	riparian	homestead
easement	opinion	curtesy	release
grantee	escrow	grantor	defect
notary	closing	lien	plat

# SPONSORS: PLATINUM



*First American Title*™

First American Title Insurance Company provides comprehensive title insurance protection and professional settlement services for homebuyers and sellers, real estate agents and brokers, mortgage lenders, commercial property professionals, home builders and developers, title agencies and legal professionals to facilitate real estate purchases, construction, refinances or equity loans.



Old Republic National Title Insurance Company is the Nation's 3rd largest title insurance underwriter partnering with agents nationwide with products and programs to assist them in creating value and increasing business! Old Republic Title values its unique relationship with agents and continually invests in the tools and resources agents need to serve their clients and promote their businesses.



Fidelity National Financial, Inc., is organized into two groups, FNF Core and FNFV. FNF Core is a leading provider of title insurance, technology and transaction services to the real estate and mortgage industries. FNF is the nation's largest title insurance company through its title insurance underwriters.



Qualia has completely reinvented how homes are bought and sold. By transforming all real estate closings into premium, mobile, cloud-based experiences that everyone can easily click their way through, Qualia has transformed the real estate transaction forever. Approximately 10% of all U.S. real estate transactions currently close on Qualia - bringing together homebuyers and sellers, lenders, title agents, and realtors onto one secure shared platform to fully reset expectations of what the real estate closing experience should be.



Established in 1952, The Security Title Guarantee Corporation of Baltimore provides exceptional title services to our agents while guaranteeing financial security to our insureds. Security Title is a privately held company and adheres to a philosophy of managing our business for long-term achievement rather than only focusing on short-term objectives. Now in its third generation, Security Title has been operated by members of the Rogers family since its inception. For over 65 years this commitment to continuity has guaranteed Security Title remains dedicated to servicing the needs of its independent agents to ensure our mutual success. We know longevity is the key to a good business.

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Stewart Title Guaranty Company is a global real estate services company dedicated to constantly growing and improving to provide a better experience to independent agencies. We are using our financial strength to invest in better tools and resources to remove barriers and be a stronger partner for our network of Stewart Trusted Providers. As industry leaders, you can depend on us to deliver the expertise, products, and services you need to conduct business more efficiently, and to make doing business with us easier. At Stewart, we're not just an underwriter, we're a partner who's dedicated to creating solutions that enhance every aspect of our relationship with our trusted providers. Day in and day out our associates work hard to drive relationships and help propel your transactions and your business forward.

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**\*\*\* Thank You, Platinum Sponsors \*\*\***



## SPONSORS: SILVER

### BAKER DONELSON

For 130 years, Baker Donelson has built a reputation for achieving results for our clients, both nationally and internationally, on a wide range of legal matters. While providing legal services is our focus, it is how we deliver them that sets us apart. Our goal is to provide clients with more than what they have come to expect from a law firm. Baker Donelson commits to a deep understanding of a client's business, to enable us to anticipate clients' needs and assist in their decision-making processes. Because we offer consistent, knowledgeable guidance based on their specific goals and objectives, clients view us as a valued business partner. This allows them to focus on the growth and success of their businesses, confident their legal issues will be handled by an attentive, responsive team.



**GENERES & ASSOCIATES**

Since 1993, Generes & Associates has represented Landtech Data Corporation providing sales, training, consulting, and other services for the Landtech real estate closing, title, and escrow system. Generes & Associates also offers Escrow Accounting Services, Digital File Scanning and Indexing Services, Transaction Management, 1099-S Services, Cyber & Email Security Services,

and Internet based Network Data Backup Services. Our services are marketed primarily to title and escrow professionals across the United States. Our primary goal is to contribute to the success of our clients by providing state of the art, user-friendly technology, and professional services. We work with all our clients "one-on-one" to assure the client's proficiency in using our technology to further their business objectives in the most cost-effective manner. Professionals new to the industry can particularly benefit from our personal approach.



SoftPro is the nation's leading provider of closing, title, and escrow software, offering cutting-edge technology and outstanding support to make your business more efficient and profitable. SoftPro's award-winning software is flexible and fully customizable, produces residential and commercial closings, provides automation capabilities, hosted and on-premise installations, endless integrations with vendors and underwriters and so much more! Contact SoftPro to see a FREE demo of our award-winning software today!



# UNDERWOOD

## LAW FIRM

For nearly 50 years, Underwood Law Firm PLLC has been a leading real estate firm in Mississippi. ULF is a full-service financial-services law firm, representing creditors throughout the state of Mississippi in residential and commercial bankruptcy, eviction, replevin, foreclosure, litigation, and appellate matters as well as in general real estate law and transactional services, including closings and title matters. ULF is

equipped to safeguard creditors' interests across all real and personal property matters. At ULF, we know and appreciate that the aphorism, "Time is Money," is especially apt in the default services arena, and therefore, we strive to conclude each client matter as quickly and efficiently as possible.

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**\*\*\* Thank You, Silver Sponsors \*\*\***

## SPONSORS: BRONZE



ePN is a national eRecording service offering leading integrations with Ramquest, Softpro, Resware, and GreenFolders. Try these new integrations today and see why title companies and law firms are switching to ePN! ePN has NO annual fees and NO setup fees.

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Our team, our products, and our services are second to none. From loan collaboration to e-recording and post-closing, Simplifile offers an array of services in one place to help users securely share, record, and track documents, data, and fees with ease. Simply put, we're an electronic liaison between lenders, settlement agents, and counties, helping to streamline real estate and mortgage transactions while making our customers' day-to-day work just a little bit easier. That's who we are. That's what we do.

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Randall | Segrest is a full-service real estate title and closing law firm providing title searches, title insurance, closing services and escrow management. Our mission is to provide individualized, focused attention to your needs. Randall | Segrest attorneys are professional, approachable, and available. We have a genuine interest in you and your needs and look forward to working with you and discussing processes, progress, and anticipated outcomes.

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**\*\*\* Thank You, Bronze Sponsors \*\*\***

# GAME: WHAT ALTA ENDORSEMENT AM I?

DO YOU KNOW YOUR ALTA ENDORSEMENTS? PLAY THIS QR CODE SCAVENGER HUNT FOR A CHANCE TO WIN A PRIZE!

Scattered throughout the conference area are statements about the coverage provided by certain ALTA Endorsements. Use a QR reader to scan the QR codes located on each statement titled "What Am I." Then, write down the correct name next to the appropriate statement. When you are done, return the completed form to the registration desk.



If you have all the correct answers, then you will be given **ONE raffle ticket** and be entered for a chance to win a **39" LED 720P TV**.

QR CODE	Endorsement No.	I provide coverage against loss or damage sustained by the Insured: (among other things)
1		If, at Date of Policy (i) the Land does not abut and have both actual vehicular and pedestrian access to and from [insert name of street, road, or highway] (the "Street"), (ii) the Street is not physically open and publicly maintained, or (iii) the Insured has no right to use existing curb cuts or entries along that portion of the Street abutting the Land.
2		The invalidity or unenforceability of the lien of the Insured Mortgage on the ground that making the loan secured by the Insured Mortgage constituted a violation of the "doing - business" laws of the State where the Land is located because of the failure of the Insured to qualify to do business under those laws.
3		Lack of priority of the lien of the Insured Mortgage over defects, liens, or encumbrances other than those shown in the policy or a prior endorsement, except: _____.
4		The failure of a (description of improvement), known as (street address), to be located on the Land at Date of Policy.
5		The invalidity or unenforceability of the lien of the Insured Mortgage as security for each Construction Loan Advance made on or before the Date of Coverage.
6		The invalidity or unenforceability of the lien of the Insured Mortgage resulting from its provisions that provide for (a) interest on interest, (b) changes in the rate of interest, or (c) the addition of unpaid interest to the principal balance of the loan.

QR CODE	Endorsement No.	I provide coverage against loss or damage sustained by the Insured: (among other things)
7		The failure of the Land to constitute a lawfully created parcel according to the subdivision statutes and local subdivision ordinances applicable to the Land.
8		A final order or decree enforcing the Identified Risk in favor of an adverse party.
9		Enforced removal of any Electricity Facility or Severable Improvement as a result of a violation of a building setback line shown on a plat of subdivision recorded or filed in the Public Records, unless an exception in Schedule B of the policy identifies the violation.
10		According to applicable zoning ordinances and amendments, the Land is not classified Zone _____ at the Date of Policy.
11		Any assignment of the lessor's interest in any lease or leases or any assignment of rents affecting the Title and recorded in the Public Records at Date of Policy other than as set forth in any instrument referred to in Schedule B.
12		Those portions of the Land identified below not being assessed for real estate taxes under the listed tax identification numbers or those tax identification numbers including any additional land: _____.
13		Enforced removal or alteration of any Improvement resulting from the future exercise of any right existing at Date of Policy to use the surface of the Land for the extraction or development of water excepted from the description of the Land or excepted in Schedule B.
14		The invalidity or unenforceability of the lien of the Insured Mortgage as security for each Advance.
15		The lack of priority of the lien of the Insured Mortgage over the lien of any assessments for street improvements under construction or completed at Date of Policy.
16		The failure of the Land as described in Schedule A to be the same as that identified on the survey made by _____ dated _____, and designated Job No. _____.
17		The loss of priority of the lien of the Insured Mortgage, as security for the amount of the Indebtedness advanced as the Term Loan, resulting from reductions and subsequent increases of the outstanding principal amount of the Indebtedness payable as the Revolving Credit Loan.

QR CODE	Endorsement No.	I provide coverage against loss or damage sustained by the Insured: (among other things)
18		The invalidity or unenforceability of the lien of the Insured Mortgage upon the Title at Date of Endorsement as a result of the agreement dated _____, recorded _____.
19		The enforced removal or alteration of any Improvement resulting from the future exercise of any right existing at Date of Policy to use the surface of the Land for the extraction or development of minerals or any other subsurface substances excepted from the description of the Land or excepted in Schedule B.
20		The presence of any gaps, strips, or gores separating any of the contiguous boundary lines described above.

# ANNUAL CONFERENCE PASSPORT

Visit the vendor booths (or individuals) listed on this passport and have them stamp, initial their logo, or provide a secret code. To participate, you must complete the entire passport (except the “We Lead. We Deliver. We Protect.”). Once completed, return this passport to the LTAMS registration desk to receive **ONE raffle ticket** and be entered for a chance to win a **Yeti Roadie 24 Hard Cooler**.



			<p><b>We Lead. We Deliver. We Protect.</b></p>
 <p>(any committee chair)</p>		<p><b>We Lead. We Deliver. We Protect.</b></p>	
	<p><b>We Lead. We Deliver. We Protect.</b></p>		 <p>(any committee chair)</p>
<p><b>We Lead. We Deliver. We Protect.</b></p>			

The more tickets you have, the more chances you will have to win! Winners will be announced at the end of the day.

# MEETING AND EVENT CODE OF CONDUCT

## PERSONAL ACTIONS SUPPORTING THE COLLECTIVE WELLBEING

A code of conduct is a collection of rules and regulations that include what is and is not acceptable or expected behavior. The Events Industry Council has offered guidelines outlining steps that can be implemented to provide as safe an environment as possible when meeting in-person. Responsibility is shared equally among event organizers, the event venues, and the event attendees – all have a role to play.

Based on our common set of beliefs in the value of live event experiences we know to be true, as stakeholders we all have a role to play in the mitigation of risk. The code of conduct below is meant to serve as a reminder and inspiration to know that if we all collectively respect the significance of this contribution; we are advocating for the well-being of our fellow global citizens and our industry.

## CODE OF CONDUCT

### **Before Leaving Home**

- Follow relevant guidance provided by the World Health Organization (WHO), or your local health authority.
- Adhere to government issued travel restrictions and guidance issued by the region you will be travelling to and the region you are travelling from.
- Evaluate your own health and that of people you are in close contact with; contact the meeting/event organizers if you have concerns.
- Stay home if you feel sick.

### **On-site During the Event**

Follow guidance from your local health authority, for everyday preventive actions to help prevent the spread of respiratory viruses including:

- Washing hands often with soap and water for at least 20 seconds, or an alcohol-based sanitizer with at least 60% alcohol.
- Avoiding touching eyes, nose, and mouth with unwashed hands.
- Covering your nose and mouth when coughing or sneezing. Throw used tissues in the trash.
- Cleaning and disinfecting frequently touched objects and surfaces using a regular household cleaning spray or wipe.
- Agree to have your temperature taken before entering the meeting/event venue, if required by the event organizers.
- Agree to wear a mask or facial covering, if required by the event organizers.



- Adhere to social distance protocols put in place by the event organizers and respect others' personal space.
- Go to the event First Aid office (or equivalent) at any time if you feel unwell or are experiencing flu-like symptoms.

### **Post-event**

Based on current contact tracing advice from many health authorities, if you test positive for COVID-19 up to 14 days after returning home, please contact the meeting/event organizers to advise them.

**Individually, I am confident that LTAMS keeps me informed as to legislative and case law developments that impact my day-to-day practice. Collectively, the title industry has a unified voice through LTAMS to influence legislation and policy in ways that protect property rights, reduce risk, and make our jobs easier.**



**Jennifer West Signs**  
Agent Member

# CONFERENCE INFORMATION

## PROGRAM REGISTRATION

Online registration is available at <https://ltams.org/annual-conference-2021> or complete and return the registration form with payment not less than 30 days prior to the event. Conference registrations will only be accepted when accompanied by a check or credit card. Registrations cannot be processed without payment. If you do not receive an email confirmation, please call 769-232-9252 or email [kfarmer@ltams.org](mailto:kfarmer@ltams.org) to verify that your registration form and payment were received.

## ON-SITE REGISTRATION

On-site registration is available for those persons who missed the registration deadline. If you plan to register at the door, you must call 769-232-9252 or email [kfarmer@ltams.org](mailto:kfarmer@ltams.org) not less than 72-hours prior to the event to confirm space is still available. Failure to call in advance may result in not being admitted to a sold-out site.

## REGISTRATION FEES

Your registration fees include admission to the program, lunch, and electronic copies of the program course materials.

## CANCELLATION POLICY

All cancellations must be received in writing. Cancellations must be received by March 1, 2021 and are subject to a \$60 cancellation fee. There will be no refunds after March 1, 2021. Registrants who are unable to attend may send a substitute or receive course materials in lieu of a refund. LTAMS reserves the right to cancel any program and assumes no responsibility for personal expenses.

## CLE CREDIT

LTAMS will seek 1 hour of General CLE credit for each 60-minute session of the program. Credit hours are estimated and are subject to the approval of the Mississippi Commission on CLE.

## PRIVACY NOTICE

Registration for, attendance at, or participation in the program and other associated activities constitutes an agreement by the registrant or participant to permit the Land Title Association of Mississippi to use and distribute (both now and in the future) the registrant or participant's image

or voice in photographs, videotapes, electronic reproductions, and audiotapes of such event and activities.

## **DISCLOSURE NOTICE**

Registration for, attendance at, or participation in the program and other associated activities constitutes an agreement by the registrant or participant to permit the Land Title Association of Mississippi to share limited personal information (such as your full name, email address and telephone number) to the program sponsors.

## **COPYRIGHT NOTICE**

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## **TAX DEDUCTION FOR EDUCATIONAL EXPENSES**

An income tax deduction may be allowed for educational expenses undertaken to maintain or improve professional skills. This includes registration fees, travel, meals, and lodging expenses. (see Treas. Reg 1.162-5) (Coughlin vs. Commissioner, 203 F 2d 307).

## **AMERICANS WITH DISABILITIES ACT**

If special arrangements are required for disabled individuals to attend this program, please contact LTAMS in writing no later than 30 days prior to the event at Land Title Association of Mississippi, 2001 Airport Road, Suite 301, Flowood, MS 39232 or email [kfarmer@ltams.org](mailto:kfarmer@ltams.org).

## **ADDITIONAL INFORMATION**

If you have questions or require additional conference information, please call 769-232-9252 or email [kfarmer@ltams.org](mailto:kfarmer@ltams.org).

# VENUE INFORMATION

## LOCATION

Located in the heart of vibrant downtown Jackson, The Westin Jackson puts guests close to all the great things to do in Jackson MS.

<b>Address:</b>	The Westin Jackson 407 S Congress Street Jackson, MS 39201	<b>Phone:</b>	601-968-8200
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## PARKING

Self-parking is available on a first-come, first-serve basis at no charge. Valet parking is available for \$5 per car per day for guests visiting the hotel. Overnight valet parking is available at \$10 per car per night. All valet charges must be paid by attendees.

## HOTEL RESERVATIONS

For registered attendees, a block of rooms has been set aside at the group rate of \$149.00 a night (plus applicable taxes). To make your hotel reservations, reserve your room no later than Saturday, April 10, 2021, call reservations at 601-968-8200 or make reservations online. After this date, reservations and room rates are based on the hotel's availability.

<b>Group Name:</b>	LTAMS Annual Conference
<b>Start Date:</b>	Wednesday, May 10, 2021
<b>End Date:</b>	Friday, May 12, 2021
<b>Last Day to Book:</b>	Tuesday, April 10, 2021

## ROOMS

With comfortable furnishings and a soothing palette, your room or suite at The Westin Jackson supports tranquility and well-being in the heart of downtown Jackson, MS. Find your personal oasis in your guest room, equipped with everything you need to feel your best. For a deep, restorative sleep, sink into our signature Westin Heavenly® Bed that envelops you in 10 layers of blissful bedding. Invigorate your senses with Westin Heavenly Bath® White Tea Bath & Body products and spa-inspired rainfall showerheads. Staying productive is effortless with a spacious work desk and ergonomic chair. Enjoy convenience at your fingertips with a fully stocked mini-bar, tech-savvy fixtures, a 50-inch Smart TV, an assortment of in-room snacks and Service Express at the touch of a button.

# ATTENDEE REGISTRATION FORM

## ① REGISTRATION TYPE

REGISTRATION TYPE	EARLY REGISTRATION (Before 12/31/2019)	LATE REGISTRATION (After 01/01/2020)	QTY	EXTENDED COST
<input type="checkbox"/> Abstractor	\$125.00	\$150.00		
<input type="checkbox"/> Agent	\$225.00	\$250.00		
<input type="checkbox"/> Agent Staff	\$100.00	\$125.00		
<input type="checkbox"/> Underwriter	\$225.00	\$250.00		
<input type="checkbox"/> Honorary <input type="checkbox"/> Govt. Employee	\$150.00	\$150.00		
<input type="checkbox"/> Associate	\$225.00	\$250.00		
<input type="checkbox"/> Real Property Section Members	\$225.00	\$250.00		
<input type="checkbox"/> Non-Member (Join and Save)	\$350.00	\$375.00		
<b>Totals Attendee Costs:</b>	---	---		

## ② PAYMENT INFORMATION

BILL ME*	PAY BY CHECK	CHECK NUMBER	PAY BY CREDIT CARD	CHARGE AMOUNT
<input type="checkbox"/> Invoice Me	<input type="checkbox"/> Check Enclosed		<input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express	
CARD NUMBER			CVV	EXP. DATE
BILLING ADDRESS (IF DIFFERENT FROM OFFICE ADDRESS)		CITY	STATE	ZIP CODE
NAME ON CARD (PRINT)			CARDHOLDER'S SIGNATURE (IF SENDING BY PAPER)	

## ③ ATTENDEE INFORMATION

NOTE: This info will be used to complete the name badges!

ATTENDEE #1	FIRST NAME	LAST NAME
	EMAIL ADDRESS	COMPANY NAME
ATTENDEE #2	FIRST NAME	LAST NAME
	EMAIL ADDRESS	COMPANY NAME

RETURN BY MAIL TO: LTAMS, 2001 Airport Road, Suite 301, Flowood, MS 39232

RETURN BY EMAIL TO: kfarmer@ltams.org

# SPONSORSHIP REGISTRATION FORM

## ① SPONSORSHIP LEVEL & OPPORTUNITY

Annual Conference				Annual Conference Add-ons (Per Day)			
SPONSORSHIP LEVEL	--	MEMBER	NON-MEMBER	SPONSORSHIP LEVEL	QTY	MEMBER	NON-MEMBER
<input type="checkbox"/> Platinum	--	\$ 2,500.00	\$ 2,850.00	<input type="checkbox"/> Lunch		\$ 1,600.00	\$ 2,000.00
<input type="checkbox"/> Gold	--	\$ 2,000.00	\$ 2,350.00	<input type="checkbox"/> Breakfast		\$ 800.00	\$ 1,000.00
<input type="checkbox"/> Silver	--	\$ 1,000.00	\$ 1,350.00	<input type="checkbox"/> Coffee Break		\$ 240.00	\$ 300.00
<input type="checkbox"/> Bronze	--	\$ 500.00	\$ 850.00	<input type="checkbox"/> Charging Station		\$ 160.00	\$ 200.00
				<input type="checkbox"/> Lanyards*		\$ 160.00	\$ 200.00
				<input type="checkbox"/> Bottled Water*		\$ 160.00	\$ 200.00
<b>Totals Sponsorship:</b>	--			<b>Total Addons:</b>	--		

\* Plus, cost of production and delivery.

In addition to the above-selected sponsorships, we will also contribute door prizes (qty):  1  2  3  4  Other

## ② CONTACT INFORMATION

APPLICANT NAME (INDIVIDUAL)		COMPANY NAME	
OFFICE ADDRESS	CITY	STATE	ZIP CODE
PHONE NUMBER	EMAIL ADDRESS		

## ③ PAYMENT INFORMATION

BILL ME*	PAY BY CHECK	CHECK NUMBER	PAY BY CREDIT CARD	CHARGE AMOUNT
<input type="checkbox"/> Invoice Me	<input type="checkbox"/> Check Enclosed		<input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express	
CARD NUMBER	CVV	EXP. DATE		
BILLING ADDRESS (IF DIFFERENT FROM OFFICE ADDRESS)	CITY	STATE	ZIP CODE	
NAME ON CARD (PRINT)	CARDHOLDER'S SIGNATURE (IF SENDING BY PAPER)			

\* If invoice me is selected, payment will be due no later than 60 days prior to Conference.

All advertising copy and artwork is subject to approval by LTAMS, and we reserve the right to not approve submissions for any reason, including, but not limited to inappropriate content, disparagement of or direct comparison with another LTAMS member or overly distracting imagery incongruent with the accompanying LTAMS platform or materials.

RETURN BY MAIL TO: LTAMS, 2001 Airport Road, Suite 301, Flowood, MS 39232

RETURN BY EMAIL TO: [kfarmer@ltams.org](mailto:kfarmer@ltams.org)

# MEMBERSHIP APPLICATION

LTAMS membership is based on a calendar year; all memberships expire on Dec. 31st of the year you obtained membership. Memberships automatically renew on Jan. 1st each year for the full amount. If you pay with a credit card, your card will be charged on Jan. 1st of each year for membership dues unless you cancel your authorization by logging into your [My Account](#) portal. If you pay by a check, an invoice will be emailed to you on Jan. 1 of each year and must be paid within 30 days. If payment is pending, your membership will be inactive. Failure to pay within 30 days will result in your membership being cancelled.

① IDENTIFY MEMBERSHIP TYPES					
MEMBERSHIP DESIGNATION	QUANTITY EACH		ANNUAL MEMBER DUES (PRORATED RATE)		TOTAL DUES PER DESIGNATION
<input type="checkbox"/> Agent Member* ( <i>attorneys &amp; licensed agents</i> )		x	125.00 each	(\$0.35 per day)	=
<input type="checkbox"/> Agent Staff Addon (non-voting)		x	35.00 each	(\$0.01 per day)	=
<input type="checkbox"/> Abstractor Member		x	75.00 each	(\$0.21 per day)	=
<input type="checkbox"/> Underwriter Member		x	125.00 each	(\$0.35 per day)	=
<input type="checkbox"/> Associate Member		x	350.00 each	(\$0.96 per day)	=
<input type="checkbox"/> Government Employee Member (non-voting)		x	0.00 each	(\$0.00 per day)	=
			Total		=

② PRIMARY MEMBER			
		<input type="checkbox"/> Agent <input type="checkbox"/> Agent Staff <input type="checkbox"/> Abstractor <input type="checkbox"/> Underwriter <input type="checkbox"/> Associate <input type="checkbox"/> Government Employee	
PRIMARY MEMBER APPLICANT NAME (MUST BE AN INDIVIDUAL)		COMPANY NAME	
OFFICE ADDRESS	CITY	STATE	ZIP CODE
PHONE NUMBER	EMAIL ADDRESS		
ADDITIONAL #1	ADDITIONAL MEMBER APPLICANT #1 NAME (MUST BE AN INDIVIDUAL)	EMAIL ADDRESS	
	MEMBERSHIP DESIGNATION	<input type="checkbox"/> Agent <input type="checkbox"/> Agent Staff <input type="checkbox"/> Abstractor <input type="checkbox"/> Underwriter <input type="checkbox"/> Associate <input type="checkbox"/> Government Employee	

④ PAYMENT INFORMATION		MAIL TO: 2001 AIRPORT ROAD, SUITE 301, FLOWOOD, MS 39232	
<input type="checkbox"/> Check # [ _____ ] Payable to LTAMS Enclosed		<input type="checkbox"/> Charge my: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express <input type="checkbox"/> Discover	
CARD NUMBER	CVV	EXP. DATE	
BILLING ADDRESS (IF DIFFERENT FROM OFFICE ADDRESS)	CITY	STATE	ZIP CODE
NAME ON CARD (PRINT)	CARDHOLDER'S SIGNATURE		

BY SUBMITTING THIS MEMBERSHIP APPLICATION, APPLICANT CERTIFIES TO THE ASSOCIATION THAT THE INFORMATION CONTAINED HEREIN IS TRUE TO THE BEST OF HIS/HER KNOWLEDGE AND BELIEF. FOR QUESTIONS, PLEASE CONTACT [ADMIN@LTAMS.ORG](mailto:ADMIN@LTAMS.ORG).

The Land Title Association of Mississippi (LTAMS) is a nonprofit organized as a 501(c)6 under the U.S. Internal Revenue Service. Contributions or gifts to LTAMS are not tax-deductible. However, they may be tax deductible under other provisions of the Internal Revenue Code. Beginning in 2021 and each year thereafter, we estimate 25% of dues will go to the association's lobbying activities. Please consult your tax advisor. If you would like to view our required public disclosures (Form 990), please visit our page on GuideStar.

RETURN BY MAIL TO: LTAMS, 2001 Airport Road, Suite 301, Flowood, MS 39232

RETURN BY EMAIL TO: [kfarmer@ltams.org](mailto:kfarmer@ltams.org)

## MEMBERSHIP AT A GLANCE

**161**

Agent Members

**27**

Agent Staff Members

**24**

Abstractor Members

**16**

Associate Members

**3**

Govt. Emp. Members

**23**

Underwriter Members

**Henry Ford once said, "Coming together is a beginning, staying together is progress, and working together is success." By working together, we can help improve the land title industry in Mississippi.**



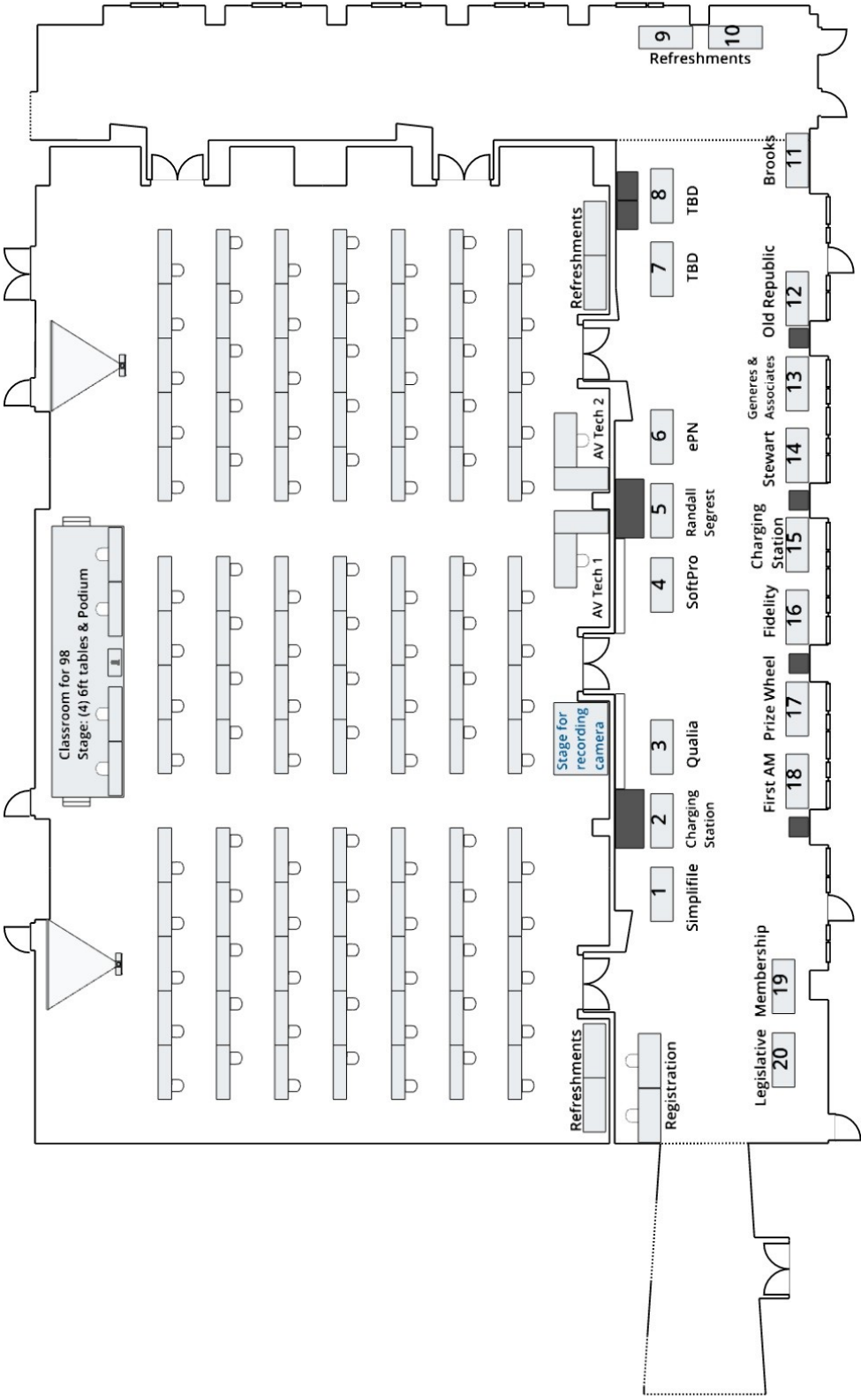
**Kenneth Farmer**  
Underwriter Member







# VENUE FLOOR PLAN



# SCHEDULE AT A GLANCE

## TUESDAY, MAY 11, 2021

08:00 am - 06:45 pm	<b>Registration &amp; Exhibit Hall Open</b> .....	Lobby Area / Exhibit Hall
08:30 am - 09:00 am	<b>Opening Remarks / President's State of the Association</b> .....	Jackson Room
09:00 am - 10:00 am	<b>Cyber-Security Breaches: Legal Landscape and Risk Management</b> .....	Jackson Room
10:00 am - 11:00 am	<b>Securing Yourself, Your Staff and Your Facilities</b> .....	Jackson Room
11:00 am - 11:15 am	<b>Break with Exhibitors</b> .....	Lobby Area / Exhibit Hall
11:15 am - 12:15 am	<b>Underwriter Panel</b> .....	Jackson Room
11:15 am - 12:15 pm	<b>Meeting: Standing Committees</b> .....	Oxford Room
12:15 pm - 01:15 pm	<b>Networking Lunch</b> .....	Lobby Area / Exhibit Hall
01:15 pm - 01:30 pm	<b>Announcements / General Business</b> .....	Jackson Room
01:30 pm - 02:30 pm	<b>Keynote: The Nuts and Bolts of Mississippi's Lien Law</b> .....	Jackson Room
02:30 pm - 03:30 pm	<b>Cyber Security in Real Estate Transactions</b> .....	Jackson Room
02:30 pm - 03:30 pm	<b>Meeting: Board of Directors &amp; Committee Chairs</b> .....	Oxford Room
03:30 pm - 03:45 pm	<b>Break with Exhibitors</b> .....	Lobby Area / Exhibit Hall
03:45 pm - 04:45 pm	<b>Looking Ahead: The New ALTA Policies</b> .....	Jackson Room
04:45 pm - 06:45 pm	<b>Networking Reception - Cocktails &amp; Light Hors D'oeuvres</b> .....	Lobby Area / Patio

## WEDNESDAY, MAY 12, 2021

08:00 am - 05:00 pm	<b>Registration &amp; Exhibit Hall Open</b> .....	Lobby Area / Exhibit Hall
08:30 am - 09:00 am	<b>Opening Remarks, Awards, and Announcements</b> .....	Jackson Room
09:00 am - 10:00 am	<b>ALTA Surveys and Description Basics</b> .....	Jackson Room
10:00 am - 11:00 am	<b>Legislative Panel</b> .....	Jackson Room
11:00 am - 11:15 am	<b>Break with Exhibitors</b> .....	Lobby Area / Exhibit Hall
11:15 am - 12:15 am	<b>Workshop: How to Read and Plot Legal Descriptions</b> .....	Jackson Room
12:15 pm - 01:15 pm	<b>Networking Lunch</b> .....	Lobby Area / Exhibit Hall
01:15 pm - 01:30 pm	<b>Announcements / General Business</b> .....	Jackson Room
01:30 pm - 02:30 pm	<b>Workshop: Identifying, Classifying and Locating Easements</b> .....	Jackson Room
02:30 pm - 03:30 pm	<b>The Process of Abstract and Title Examination</b> .....	Jackson Room
03:30 pm - 03:45 pm	<b>Break with Exhibitors</b> .....	Lobby Area / Exhibit Hall
03:45 pm - 04:45 pm	<b>Endorsements with a Digital Twist</b> .....	Jackson Room
03:45 pm - 04:45 pm	<b>Meeting: Standing Committees</b> .....	Oxford Room
04:45 pm - 05:00 pm	<b>Closing Remarks, Thank You, and Adjourn</b> .....	Jackson Room