

# Beyond Bootstraps and Bailouts

## Solutions and Opportunities for Independent Escrow Owners and Managers in Today's Economy

Saturday, February 28, 2009 • Renaissance Long Beach Hotel  
111 East Ocean Boulevard, Long Beach, CA 90802 • 562-437-5900



Presented by:



**T**his seminar is designed for Independent Escrow Owners and Managers. During this seminar, speakers will focus on a broad spectrum of topics relating to running the business of an independent escrow company, including information technology, diversification, employment law, Health Savings Accounts, employee benefits and financial planning.

During the group luncheon, attendees will have the opportunity to network, share ideas and discuss topics on an informal basis.

We hope you can join us!

**5 PD credits available**

### Questions?

Please contact CEA:

(916) 239-4075 • (916) 924-7323 Fax

[www.ceaescrew.org](http://www.ceaescrew.org)  
[cea@camgmt.com](mailto:cea@camgmt.com)

2520 Venture Oaks Way, Suite 150  
Sacramento, CA 95833

### Registration Fees:

**\$50** for members of the California Escrow Association and the Escrow Institute of California.

**\$75** for non-members.

**\$10** on-site additional fee.

8:00 am Registration and Continental Breakfast

9:00 am – 10:00 am Assessing and Restructuring Your Current Cost Environment in Today's Economy and Maximizing Your Revenue Going Forward

Presented by: *Michael C. Haas, Morton Alan Haas & Company, Glendale, CA*

10:00 am – 10:15 am Break

10:15 am – 11:15 am Diversifying: Breaking Into the REO Business

Presented by: *Kathy Jeffers-Volk, NRT REOExperts, LLC, Newbury Park, CA, Sara Waite, Saxon Mortgage Services, Inc., Irving, TX, Moderated by Mike Belote, Esq., California Advocates, Inc., Sacramento, CA*

11:15 am – 11:30 am Break

11:30 am – 12:30 pm The Benefit Market Place for the Small Employer – Health Savings Accounts and Employee Benefits

Presented by: *Bob Arboit, Benefits Planning Service, Newport Beach, CA*

12:30 pm – 1:30 pm Group Networking Lunch

1:30 pm – 1:45 pm Break

1:45 pm – 2:45 pm Technology – Latest Tools and Trends to Save You Money

Presented by: *David S. Rosenbaum, Esq., McDowall Cotter, APC, San Mateo, CA*

2:45 pm – 3:00 pm Break

3:00 pm – 4:00 pm Employment Law Update – How to Avoid Being Sued by Employees

Presented by: *Mike Belote, Esq., California Advocates Inc., Sacramento, CA and Linda Miller Savitt, Esq., Ballard, Rosenberg, Golper & Savitt, LLP, Universal City, CA*

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Registration Fees:  CEA and/or EIC Member – \$50 (on-site registration: \$60)  Non-Member – \$75 (on-site registration: \$85)

Attendee: \_\_\_\_\_ Firm: \_\_\_\_\_

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

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Cancellations: Registrant must cancel in writing by February 18, 2009 to receive a full refund. No refunds after February 18, 2009.

### Method of Payment:

Amount Enclosed: \$ \_\_\_\_\_  Check, made payable to CEA  Credit Card: Visa, MasterCard or American Express

Card Number: \_\_\_\_\_ 3-4 digit CVV \_\_\_\_\_ Exp: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Please complete this form and return it with your payment to:

**California Escrow Association**

2520 Venture Oaks Way, Suite 150, Sacramento, CA 95833 • 916.239.4075 – phone / 916.924.7323 – fax