



CALIFORNIA ESCROW ASSOCIATION
49TH ANNUAL EDUCATION CONFERENCE

Living the
American Dream



October 14-17, 2004
Long Beach Convention Center
and the Hyatt Regency
Long Beach, CA

Registration Brochure

CALIFORNIA ESCROW ASSOCIATION 2004 ANNUAL CONFERENCE

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October 14-17, 2004
Long Beach

General Information

Location Information

We're back to the beach for this year's conference. The 2004 CEA Conference will be held in Long Beach, California at the Long Beach Convention Center and the Hyatt Regency Hotel. You'll enjoy the revitalized Long Beach area with new shops and restaurants located directly across the street from the Hyatt. Also, the Aquarium of the Pacific, Rainbow Harbor and the beach are all within walking distance from the Hyatt. Visit www.visitlongbeach.com for city information.

The Hyatt is adjacent to the Long Beach Convention Center where most of the CEA sessions will be held. The Long Beach Convention Center is located at 300 East Ocean Boulevard, Long Beach, CA, 90802, 562.436.3636, www.longbeachcc.com.

The Hyatt Regency is located at 200 South Pine Avenue, Long Beach, CA 90802, 562.491.1234.

Please visit www.longbeach.hyatt.com for complete hotel details.

For conference attendees, CEA has a discounted room rate at the Hyatt of \$149 for single or double occupancy and \$174 for triple occupancy. Additional charges apply for business plan or regency club upgrades. Room rates are exclusive of applicable state and local taxes. Reservations must be made by **September 13, 2004**. Reservation requests received after the cut-off date will be based on availability at the hotel's prevailing rates. To make room reservations, please contact the Hyatt directly at 562.491.1234 or 800.233.1234. You may also make your reservations on-line at www.longbeach.hyatt.com and enter group code G-CAEA.

Travel

The Long Beach Airport is eight miles from the Hyatt and is serviced by American Airlines, America West and Jet Blue Airlines. The Los Angeles International Airport is located approximately 30 minutes North of Long Beach.

CEA has made arrangements for Super Shuttle service to and from any of the five major Southern California airports. Attendees may receive \$1, \$2 or \$3 off depending on the fare. In order to receive this discount, please print out an e-coupon from the conference page of the CEA website:

www.ceaescrow.org

Super Shuttle's phone number is 1-800-410-4444.

Professional Designation Credits

P.D. holders can earn up to 16.25 continuing education credits and receive a discounted registration fee. Please refer to the barcode paragraph, below, for tracking details.

Barcode Scanner Program/ PD Credit Tracking

This year, CEA will launch the new barcode scanner program and we will no longer be using the 501c PD Form for credit tracking for conference. Members only received their membership card in May which contained their barcode. **Members must bring their membership card to conference and use it to scan in and out of each session.** Replacement cards will be available at the conference registration desk for a charge of \$15.00 each. It is mandatory that Professional Designation holders scan in at the beginning of each session and scan out at the completion of each session they are attending in order to receive their credit. No exceptions. Non-PD holders have the option of scanning in and out, but it is strongly encouraged to scan so that we can have accurate attendance counts. The session scanning will serve the purpose of tracking PD credits and providing statistical data to evaluate sessions for future conference planning. Your cooperation is greatly appreciated. There will be numerous scanner machines set up to assist in moving members through efficiently and expediently.

Conference Sponsorship/Exhibit Opportunities

There are several opportunities available for companies to sponsor items and to exhibit at

this year's conference. For information about the sponsorships/exhibiting opportunities that are available, contact CEA Headquarters at cea@camgmt.com or 916.325.0600. You can also download the forms from www.ceaescrow.org.

General Information

Please complete the registration form included in this brochure and return it with your payment. Please note that registrations postmarked by September 1st will receive an early bird discount of \$50.00. Please note the following items:

Confirmation of Registration — Please include a copy of your registration form, and a self-addressed, stamped envelope with your registration. You will receive your confirmation immediately upon receipt of your registration fees.

Fees — All fees must accompany your registration. Registration deadlines include the postmark date.

Cancellation — All cancellations must be made in writing. Cancellations received on or before September 17, 2004 will receive a full refund LESS a \$50 processing fee. No refunds will be granted after September 17th.

Company Discounts — Companies sending three or more employees to the conference may enjoy a 10% discount off of the registration fee. Please note, registration forms for each employee must be sent together with one company check or credit card for the total amount due. No exceptions.

California Escrow Association
530 Bercut Drive, Suite G
Sacramento, CA 95814
(916) 325-0600 / (916) 325-9990 - fax
cea@camgmt.com / www.ceaescrow.org



Special Events



CEA Golf Tournament

Thursday, October 14, 2004

Malibu Country Club

901 Encinal Canyon Road
Malibu, CA 90265
818.889.6680

9:30 am – Bus Departs Hyatt Long Beach
11:00 am – Check In
12:00 noon – Modified Shotgun Start

Separate registration form and fees required.

The Malibu Country Club is located 64 miles north of Long Beach. Bus transportation from the Hyatt is available for an additional charge; please see the golf registration form for details.

Thank You Major Conference Sponsors



Escrow Idol Lip Sync Competition

Saturday, October 16, 2004

7:00 p.m. Hyatt Regency, Long Beach

7:00 p.m. – 7:30 p.m.

No Host Cocktail Reception

7:30 p.m. – 8:30 p.m.

Dinner

8:30 p.m. – 8:45 p.m.

Installation Program

9:00 p.m. – 11:00 p.m.

Escrow Idol Lip Sync Competition



Join your friends, colleagues, and special guests for this fun-filled evening. CEA's Escrow Idol Lip Sync Competition will provide you with great entertainment!

Ms. Patty Beverly, CEA Past President, will serve as our Mistress of Ceremonies, our old friend, Rocky the D.J., will supply the music, plus our panel of judges and contestants will be sure to impress you! You won't want to miss this special event, so round up your friends, start rehearsing and sign up now!

Competition categories include: Best Female Performer, Best Male Performer, Best Group Performance, Best Duo Performance and People's Choice.

Entry Rules: Limited to the first **12** entries; Performance time is limited to 6 minutes per entry; All contestants must be registered for the event; Contestants must provide their own music; Please complete the conference registration form to enter this competition; entry deadline is September 1st.

Great Fun – Plan to Participate!

CEA Grand Prize Raffle Drawing

Enter the drawing for a chance to win \$1,000 cash.

Tickets are available prior to conference through your regional association and during conference at the hospitality desk. The drawing will be held during Saturday's luncheon – winner need not be present to win.



CALIFORNIA ESCROW ASSOCIATION

2004 ANNUAL CONFERENCE

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Schedule of Classes & Events

Thursday, October 14, 2004

8:00 am – 5:00 pm Professional Designation Exam
*Separate application and fees required in advance.
On-site registration not accepted.*

12:00 noon Golf Tournament
Malibu Country Club
12:00 noon – Shotgun Start
11:00 am – Check-In
9:30 am – Bus Departs Hyatt
Separate registration form & fees required.

4:00 pm – 6:30 pm Conference Registration Open
Long Beach Convention Center 2nd Floor – Grand Ballroom Foyer

Friday, October 15, 2004

7:00 am – 5:30 pm Registration
Long Beach Convention Center 2nd Floor – Grand Ballroom Foyer

7:00 am – 5:30 pm Escrow Expo Open
Long Beach Convention Center

8:00 am – 9:00 am Opening Ceremonies
(1.0 PD Credit)
Join your fellow delegates for a special ceremony to kick-off this year's conference.
Long Beach Convention Center

9:00 am – 9:15 am Expo Break

9:15 am – 10:45 am Concurrent Sessions
(1.5 PD Credits)
Long Beach Convention Center

#1 Notary Workshop – Notary in the Know
A must for new and renewing Notary Publics.
Pat Meyer, Certified Notary Instructor

#2 Management Workshop
An informative workshop for all levels of managers.
*Alisa Brillman, CEO, Old Republic Title Company
Rick Dosa, Corporate Counsel, Old Republic Title Company*

Friday, October 15, 2004 – continued

#3 RESPA
The fallout of RESPA reform and the bundling of services that is resulting from that.
William Burding, Jr., Executive Vice President/Orange Coast Title Company

10:45 am – 11:00 am Expo Break

11:00 am – 12:15 pm Concurrent Sessions
(1.25 PD Credits)

#4 Management – Optimizing Performance: Essential Keys to Managing Others
Beginning with the right hire, to coaching employee performance, and including major mistakes managers make.
Larry O'Brien, Creative HR Solutions & The Escrow Training Institute

#5 Transition from Refinance to Resale
An Escrow Officer's Guide – PART I
*Sandy Rose, CSEO, CEI, Old Republic Title Company
Linda Swink, CSEO, CEI, First American Title Company*

#6 Notary Exam
Class is limited; advance registration required.
Additional exam fees apply.

#7 Manufactured Home Transactions
Open forum re: manufactured home transactions and the issues involved in the processing.
J. C. Strutzel, Express Escrow

12:15 pm – 12:30 pm Expo Break

12:30 pm – 2:00 pm Luncheon
Long Beach Convention Center

2:15 pm – 3:45 pm Concurrent Sessions
(1.5 PD Credits)

#8 Withholding, 1099 Exemptions and Using the Proper Forms
What to do when your seller is not a U.S. citizen.
Michael Haas, CPA, Morton Alan Haas & Co.

#9 Transition from Refinance to Resale
An Escrow Officer's Guide – PART II
*Sandy Rose, CSEO, CEI, Old Republic Title Company
Linda Swink, CSEO, CEI, First American Title Company*



Schedule of Classes & Events

Friday, October 15, 2004 – continued

#10 Title and Escrow Claims

The names may have been changed to protect the "innocent."

Lore Hilburg, Esq., Law Office of Lore Hilburg

#11 Putting the Trust Back in Trust Accounting

What everyone needs to know to protect your company from incoming checks through trust accounting.

Kim Dawson, CEO, CSEO, CEI, LandAmerica

3:45 pm – 4:00 pm Expo Break

4:00 pm – 5:30 pm Concurrent Sessions
(1.5 PD Credit)

#12 USA PATRIOT Act Comes to Escrow: What It Means to You

Steven Garcia, Esq., Knapp Petersen & Clarke

#13 How to Utilize Technology in the Escrow Process

Jill Mushaney, CEO, CSEO, Fidelity National Title Company

#14 Advanced Bulk Sales

Selling the tractor and cows along with the farm.

Debbie Faber, CSEO, BSS, CEI, Chicago Title Company

Evening on Own – Explore Long Beach and Enjoy Great Restaurants and Entertainment

Saturday October 16, 2004

7:00 am – 5:00 pm Registration
Long Beach Convention Center 2nd Floor – Grand Ballroom Foyer

7:00 am – 4:00 pm Escrow Expo Open
Long Beach Convention Center

7:00 am – 8:00 am Continental Breakfast in Expo Area

8:00 am – 10:00 am Concurrent Sessions
(2 PD Credits)
Long Beach Convention Center

#15 Technician Workshop

Understanding pro-rations without the computer.

(Please bring a hand-held calculator)

Gretchen Howell, CEO, CSEO, Escrow Agents Fidelity Corp.

Saturday October 16, 2004 – continued

#16 State and National Legislative Updates

Hear the latest legislative issues that may affect you and your desk!

Mike Belote, Esq., California Advocates, Inc., CEA Legislative Advocate

Mr. Belote will be joined by the current President of the American Escrow Association, elected June, 2004

10:00 am – 10:15 am Expo Break

10:15 am – 11:45 am Concurrent Sessions
(1.5 PD Credits)

#17 Keeping the American Dream from Becoming the American Nightmare

Rose Pothier, Esq., Pothier & Associates

#18 Understanding the CAR Contract

What you need to know.

Anne Nelson Lanphar, Esq., First American Title Company

#19 Technician Workshop

What every Escrow Technician needs to know about processing a resale.

JoAnn Graham, CEO, CSEO, Eagle Services

#20 The Basics of Bulk Sales

Learn the difference between personal property and real property transactions.

Nancy Stalter, CEO, CSEO, CBSS, CMHS, CEI, Chicago Title Company

11:45 am – 12:00 noon Expo Break

12:00 noon – 1:30 pm Luncheon
Hyatt Regency Hotel, Regency Ballroom

1:30 pm – 1:45 pm Expo Break

1:45 pm – 3:15 pm Concurrent Sessions
(1.5 P.D Credits)

#21 Probates and Trusts

Passing title after passing away.

Roger Therion, Sr. Underwriting Counsel, LandAmerica

#22 Commercial Transactions

How to read and comply with attorney-prepared escrow instructions on commercial transactions.

Kathy DeGaine, CSEO, Old Republic Title Company

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Saturday October 16, 2004 – continued

#23 For Sale By Owner (FSBOS)

Handling escrows without agent representation and gift equity deeds.

Ginger Frankel, CSEO, Old Republic Title Company

#24 Technician Workshop

Understanding loan documents as an Escrow Technician.

Dave Shean, CSEO, CEI, LandAmerica

3:15 pm – 3:30 pm **Final Expo Break, Raffle Drawings**

3:30 pm – 5:00 pm **Concurrent Sessions**
(1.50 PD Credits)

#25 AITD and Contracts of Sale

An Escrow Officer's guide to AITD and Contracts of Sale.

Sandy Rose, CSEO, CEI, Old Republic Title Company

#26 Domestic Partnership Act

Understanding the new vesting.

*John Hoag, Regional Counsel, Senior Underwriter, Sr. VP,
Stewart Title Guaranty Company*

#27 Technician Workshop

Things an Escrow Technician must know about reviewing a Preliminary Title Report.

Laurie Psenner, Financial Title Company

#28 Computer Savvy – Microsoft Outlook

Organize your desk and your desktop.

Terry Thomason, Stewart Title Company

7:00 pm – 11:00 pm **Escrow Idol Lip Sync Competition**
Hyatt Regency Hotel, Beacon Ballroom

Sunday October 17, 2004

(All sessions to be held at the Hyatt Regency Hotel)

8:30 am – 12:00 noon **Registration Open**
Regency Foyer

9:00 am – 10:30 am **Education Session**
(1.5 PD Credits)

#29 Roundtable Workshop – Hot Topics:

Join our roundtable discussions with your fellow escrow professionals on hot topics such as trust accounting, CAR Contracts, types of escrow instructions, prelim problems, cancellations and office etiquette/good customer service.

Facilitators Include:

Fran Butler, CSEO, CEI, First American Title Company

Kim Dawson, CEO, CSEO, CEI, LandAmerica

Rosanna Medeiros, CEO, CSEO, Cuesta Title

Deb Perry, CEO, CSEO, Stewart Title Company

Linda Swink, CSEO, CEI, First American Title Company

Phyllis Yanagihara, CEO, CEI, Remax Gold Coast Escrow

10:30 am – 11:00 am **Break – Hotel Checkout**

11:00 am – 12:30 pm **Education Session**
(1.5 PD Credits)

#30 Join us for Brunch and “EZ Success”

Ella Zanowic's unique style will help us cope with the every day stress of running our desks. Intuitive decision-making, being accountable and problem solving.

Ella Zanowic, EZ Success

Buffet Brunch – Please check this box on the registration form if you plan to attend

12:30 pm **Departures**

Thank You
Conference Sponsors
(at time of publication)

AdvantageWare
City National Bank
Commercial Escrow Services
Mellon 1st Business Bank
RBJ Computer Systems, Inc.

Mark Your
Calendar Now

For the 50th Annual
Education Conference
October 13-16, 2005
Ontario, CA



CALIFORNIA ESCROW ASSOCIATION 2004 GOLF TOURNAMENT REGISTRATION

We are excited to present the CEA 2004 Annual Golf Tournament to be played at the MALIBU COUNTRY CLUB, 901 Encinal Canyon Road, Malibu, CA 90265, 818.889.6680. Please make your plans now to join us!

- DATE:** Thursday, October 14, 2004
TIME: 12:00 noon Modified Shotgun Start, 11:00 a.m. Check In
PLACE: MALIBU COUNTRY CLUB, 901 Encinal Canyon Rd., Malibu, CA 90265
COST: \$95.00 PER PLAYER
DETAILS: Scramble Tournament-cost includes green fees/cart, range balls, box lunch, prizes for longest drive, closest to pin, putting contest, post-tournament awards and raffle.

Please complete this form with your name and/or your foursome:

TRANSPORTATION AVAILABLE – The golf course is located 64 miles north of Long Beach. Bus transportation is available (sponsored in part by Golden State Overnight) from the Hyatt in Long Beach. If you wish to take the bus, there is a \$10 charge per person. Please indicate Y or N below next to “BUS” (after “COMPANY.”) The bus will leave the Hyatt in Long Beach at 9:30 a.m.

PLAYER _____	COMPANY _____	BUS ____
PLAYER _____	COMPANY _____	BUS ____
PLAYER _____	COMPANY _____	BUS ____
PLAYER _____	COMPANY _____	BUS ____

CONTACT PHONE # _____

EMAIL ADDRESS: _____

COMPANY _____

CHECK ENCLOSED IN THE AMOUNT OF \$ _____

Check must cover \$95.00 per player for golf and \$10.00 per player for bus transportation if desired.

Make check payable to California Escrow Association

DEADLINE TO REGISTER: September 23, 2004

RETURN TO:
 MARK CONIGLIO • CITY NATIONAL BANK • 4275 EXECUTIVE SQ. #750
 LA JOLLA, CA 92037 • Ph: 858-642-4980 / Fax: 858-642-4965
 E-mail: mark.coniglio@cnb.com



California Escrow Association
530 Bercut Drive, Suite G
Sacramento, CA 95814

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49th Annual Conference Registration Materials

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