

# 2024 PacificNW

**Land Title  
Convention**

## SKAMANIA RESORT

Stevenson, Washington  
May 20-22, 2024



# WELCOME



**Craig Trummel**  
WLTA President

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Welcome to the 2024 Pacific Northwest Land Title Convention in the picturesque Columbia River Gorge. As in the past, the event will feature a diverse program of meetings, social gatherings, and presentations for learning and networking. And don't forget to visit our vendors, who play a crucial role in making this event possible.

This year, we are breaking with tradition at the request of our membership and holding the convention on Monday and Tuesday. The Convention Committee believes this change better aligns with the evolving priorities of our members and industry. We value your feedback, so please keep an eye out for a post-convention survey from George Peters and the WLTA. Speaking of George, our Executive Director, we are incredibly fortunate to have such a respected member of our industry leading us. Thank you, George, for your years of service to the title industry and for working so hard to make this event happen.

As a resident of nearby Bingen, Washington, I hope each of you can find time after the meeting to explore this part of the Columbia River Gorge that I call home. From the rich agricultural tradition of the orchards, forests and vines to the renewable energy projects 50 miles to the east in the Columbia Hills, our industry gives businesses and individuals the confidence to explore their dreams on their land.

Enjoy your time here at Skamania Lodge. We hope you can catch up with old friends, make new friends, and maybe even learn something new 😊. The WLTA is honored to have you with us.

Craig Trummel  
WLTA President



# PNW CONVENTION-AGENDA

MAY 20-22 2024

Monday, May 20, 2024

- 11am - 5pm**      **Registration ~ Red Bluff Mezzanine**  
Convention Bags Sponsored by:  **COURTRAX**  
Lanyards Sponsored by:  **SOFTPRO**
- 11pm - 5pm**      **Vendor Setup ~ Cascade Locks Ballroom**
- 12pm - 1pm**      **WLTA Agents Meeting ~ Adams**
- 12pm - 1pm**      **WLTA Underwriter Meeting ~ Rainier**
- 1pm - 4pm**      **WLTA State Meeting ~ Adams**
- 3pm - 4pm**      **ILTA State Meeting ~ Rainier**
- 5pm - 6pm**      **Welcome Reception with Vendors ~ Cascade Locks Ballroom**  
Sponsored by:  **First American Title™**
- 6pm - 10pm**      **Dinner ~ Cascade Locks Ballroom**  
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# PNW CONVENTION-AGENDA

MAY 20-22 2024

Tuesday, May 21, 2024

- 7am - 8am** **Breakfast Buffet with the Vendors** ~ *Cascade Locks Ballroom*  
Sponsored by:  **BankUnited**  
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- 8am - 8:15am** **Welcome by Craig Trummel, WLTA President** ~ *Cascade Locks Ballroom*
- 8:15am** **Early Bird Raffle**  
Sponsored by:  **stewart**
- 8:15am - 8:30am** **Introduction of Vendors, Sponsors & Speakers**  
Craig Trummel, WLTA President
- 8:30am - 9:30am** **Championing the Title Industry**  
Richard Welshons, ALTA President-Elect
- 9:30am - 10:30am** **Socioeconomic Trends and Real Estate Market Impacts**  
Jerry Johnson, Johnson Economics
- 10:30am - 11am** **Break with vendors**  
"Be Here" Raffle
- 11am - 12pm** **Low Trust and High Stakes: The Unseen Threat to Your Business**  
Jim Blair, Fig Title
- 12pm - 1pm** **Lunch Buffett with the Vendors** ~ *Cascade Locks Ballroom*  
Sponsored by:  **stewart**  
"Be Here" Raffle
- 1pm - 2pm** **Emerging Technologies in Title and Escrow**  
Paul Hofmann, Aegis Land Title
- 2pm - 3pm** **Seller Impersonation Fraud Prevention**  
Michael Holden, Doma
- 3pm - 3:30pm** **Break with vendors** ~ *Cascade Locks Ballroom*  
Sponsored by:  **doma Title Insurance**  
"Be Here" Raffle
- 3:30pm - 4:30pm** **Creative Transaction Issues**  
(1) Craig Trummel, WFG National Title (2) Marcella Carey, Frontier Title and Escrow  
(3) Dulce Phelps, Stewart Title (4) Robin Aberasturi, Futura Title and Escrow

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# PNW CONVENTION-AGENDA

MAY 20-22 2024

Tuesday, May 21, 2024 cont'd

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4:30pm "Be Here" Raffle & Turn in Vendor Game Cards

6:30pm - 7:30pm Reception ~ Cascade Locks Ballroom

Sponsored by:  WFG National Title Company  
a Williston Financial Group company

6:30pm - 9pm Silent Auction ILTA & WLTA ~ Cascade Locks Ballroom

7:30pm-11pm Banquet Dinner ~ Cascade Locks Ballroom

Sponsored by:



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Wine Sponsored by:  OLD REPUBLIC NATIONAL TITLE INSURANCE COMPANY

State Announcements

Golf Announcements - Jim Blair

Golf Sponsored by:  Formerly North Meridian |  OLD REPUBLIC NATIONAL TITLE INSURANCE COMPANY



Installation of Officers - Richard Welshons

Silent Auction Winners - John Holt & Paul Hofmann

Idaho & Washington PAC Raffle - John Holt & Paul Hofmann

Vendor Game Card Drawing

Vendor Introductions & Raffles - Vendors

Next Year - Next Year - Craig Trummel, Jim Blair & Bob Rice

Wednesday, May 22, 2024

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7am - 12pm Golf - (Breakfast and Lunch included)

Golf Sponsored by:  Formerly North Meridian |  OLD REPUBLIC NATIONAL TITLE INSURANCE COMPANY



2025 Convention, May 19-21, 2025 - Coeur d'Alene, Idaho

# SPONSORS

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# SPEAKERS



## ***Robin Aberasturi***

*Corporate Compliance Officer, Futura Title & Escrow*

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Robin Aberasturi, is currently the Corporate Compliance Officer for Futura Title & Escrow, LLC and all brands, including Alliance Title & Escrow, LLC, AmeriTitle, LLC, Kittitas Title & Escrow, LLC and Pacific Alliance, LLC, operating in Washington, Oregon, Montana and Idaho. After 37 years in the title industry, Robin has worked in many different rolls including title plant posting, chaining, searching and all areas of escrow closing. In 2008 Robin was promoted to lead the Regional Escrow team handling bank owned resales throughout the company footprint. She was promoted to her current role in 2020. In addition to her current role, Robin has served on the Idaho Land Title Association Board and is a current member of the legislative committee for ILTA. Robin also serves on the TIPAC, SLRAC and Congressional Liaison committees for ALTA. She is actively involved in training company wide, to ensure the continued growth and development of associates, including training specific to today's risks in closing escrow and title. In her "non-work" time, Robin enjoys spending time with her many grandchildren, four-wheeling, gardening and crafting.



## ***Jim Blair***

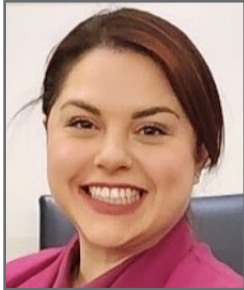
*Owner, Fig Title*

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Jim Blair IV is the owner of Fig, a title and escrow agency in Central Washington. A graduate of the University of Washington, Jim's journey into the title and escrow business began under the mentorship of his grandfather, Jim Blair II.

Driven by a passion for people, storytelling, and delivering exceptional customer experiences, Jim has not only embraced but expanded upon his grandfather's vision for the company. With a firm commitment to helping individuals achieve their dreams, Jim has elevated Fig into a trusted partner for clients navigating the complexities of real estate transactions.

# SPEAKERS



## **Marcella Carey**

*Operations Manager, Frontier Title and Escrow*

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Marcella Carey is the Operations Manager for Frontier Title and Escrow. Marcella began her title career working part-time through High School. Marcella continued working on an on-call basis through her time at Gonzaga University. Assisting with Audit Preparation throughout her early years. Marcella gained a strong understanding of the importance of Trust Accounting in Title and Escrow.

After finishing school Marcella began working primarily in Title as a Title Assistant and eventually gaining enough knowledge to become an examiner. Throughout her first couple of years full-time at Frontier she enjoyed examining and learning more about Title Plants. Once she had enough knowledge of the Title industry, she switched gears for a little over a year to become a full-time paralegal to Frontier Title and Escrow's in-house counsel.

Marcella then went to the other end of the business and dove straight into the Escrow world. Marcella enjoyed interfacing with customers and understanding the different direction of the business. As time went on, she continued to grow her knowledge of Escrow and eventually became a Limited Practice Officer. Marcella now serves Frontier Title and Escrow as an LPO and Operations Manager.

Marcella continues to want to grow her involvement in the Washington Land Title Association and the American Land Title Association. When she is not working passionately in the title and escrow industry she enjoys spending time with her English Springer Spaniel, Sergeant. As well as traveling and cooking.



## **Paul Hofmann**

*Owner, AEGIS Land Title Group*

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Paul Hofmann is the owner of the AEGIS Land Title Group. He started his career selling title and escrow software in the early 90's replacing, in some cases, IBM Selectric typewriters. Part of that endeavor was the digitizing of title plants, moving from batch trust accounting to a more modern electronic 3-way reconciliation model and the implementation of some of the 1st, albeit back then very rudimentary, title and escrow electronic workflows. Growing up in Kitsap County Washington, if you asked him back in the day, all he wanted to do was get out. In the 90's all he wanted to do was get out of the title business. Karma is a funny thing because in 2015 he purchased his first title company in Kitsap County, Washington, and since then has grown his company to all 7 counties in the metropolitan area.

# SPEAKERS



## **Michael Holden**

*Vice President Strategy, DOMA Title Insurance*

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Michael Holden, NTP, CLTP, Vice President Strategy, DOMA TITLE INSURANCE, INC. (DOMA). Michael has been serving the title industry since 1989. Michael received his bachelor's degree from the University of Missouri and has previously owned and operated a large title agency. He holds a master's degree in Business Administration from Ashland University. Prior joining DOMA, he was national agency manager for two different regional underwriters. As an active member of the American Land Title Association®, Michael serves on several committees and has previously served on the agents' section to the board of governors. In 2021 he was named one of the top 100 people in real estate by Top 100 People in Real Estate Magazine®. In 2021 he was awarded the professional designation as a Certified Land Title Professional™ by the Michigan Land Title Association and in 2022 he was awarded the professional designation as a National Title Professional™ by the American Land Title Association.

Michael has been a speaker for several state land title association conventions and helps provide CE classes to title agents in the Midwest. Michael has a wealth of knowledge about the history of the land title industry in the United States and publishes a monthly article titled: "The Ramblings of a Title Man." In 2007 he was recognized as "Top 40 under 40" by The Title Report™. In 2020, his second book, titled "The Ramblings of a Title Man - Second Edition" was released. His family has celebrated 100 years of service to the land title industry in 2020 and published an archival web site [www.holden100.info](http://www.holden100.info) to celebrate the century milestone for his family.

Michael and his wife Laura love leisure travel, hiking, and art collecting. Michael donates his time as an Ambassador for First Tee Cleveland and serves on the Board of Taleris Credit Union.

# SPEAKERS



***Jerald Johnson***  
*Principal, Johnson Economics*

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Jerald Johnson is a real estate market and regional economic development consultant. He has consulted on a broad range of real estate development and land use economic topics, for both public- and private-sector clients. As a Principal with Johnson Economics, Mr. Johnson is involved in research design, economic and financial modeling, and market analysis. Mr. Johnson's consulting experience includes a wide variety of real estate development and economic topics, and his clients include many of the region's major developers, as well as financial institutions and governmental agencies.

Mr. Johnson is also an adjunct professor at Portland State University's Master of Real Estate Development (MRED) program and serves as the editor for the Center for Real Estate's *Quarterly Journal*. He currently sits on the Governor's Council of Economic Advisors in the State of Oregon and has served in that capacity since July 2012.



***Dulce Phelps***  
*Associate Senior Underwriter, Stewart Title Guaranty*

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Meet Dulce Phelps, an Associate Senior Underwriter with Stewart Title Guaranty Company. With over 30 years of experience in the title industry, the University of Oregon graduate's title career began in 1992 with a summer job at a local title company in Southern Oregon. What was meant to be a break before law school turned into a career. Dulce has worked her way up the ranks, starting as a courier and gaining invaluable experience in all positions in the title department.

Dulce is a true "title nerd" with a passion for legal descriptions and maps. She takes pride in her ability to navigate the intricacies of title work, and her expertise has led her to work on a variety of transactions, from Low Income Housing Tax Credit deals to Timberland Transactions, and everything in between.

Dulce's extensive experience has given her a deep understanding of the title industry and its many nuances. She is a trusted resource for her colleagues and clients alike, and her commitment to providing the highest level of service has earned her a reputation as a true professional in the field.

Outside of work, Dulce enjoys spending time with her pets, friends, and family, traveling, and rooting for the University of Oregon's Fighting Ducks!

# SPEAKERS



## **Craig Trummel**

*Regional Underwriter, WFG National Title Insurance*

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Craig Trummel is a WFG National Title Insurance Company regional underwriter, covering Washington, Idaho, Montana, Wyoming and Utah. Craig is a Washington Title Professional and licensed attorney in Washington and Oregon, with a law degree from the University of Wyoming.

Craig's title career started with a large Pacific Northwest title agent in 2002, where he was exposed to all levels of title and escrow, from posting and examining, to escrow during the LPO transition. After the great recession, Craig went back to private practice in Klickitat County, Washington, before being rescued again by the title industry in 2016 when he was hired as an underwriter for Oregon and Wyoming operations of a national title insurer before joining WFG in 2020.



## **Richard Welshons**

*Vice President, DCA Title, The Title Team*

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Richard Welshons has over 40 years of title insurance industry experience. He began his career in the industry when he joined Dakota County Abstract Company ("DCA"), an agency founded by his father, Paul, and grandfather, Amos. He was named President of the company in 1989 upon the retirement of his father. Richard and his brother Dave owned and ran the company until they sold to North Dakota Guaranty and Title in 2022. In addition to being a member of ALTA's Board of Governors, Welshons serves on the Board of the ALTA Good Deeds Foundation, is involved in many ALTA Committees and Engagement Groups and has been awarded the National Title Professional designation. Richard has served on the Board of Directors of the Minnesota Land Title Association continuously since 1997. He served as its President from 2001 to 2022 and as its Secretary/Treasurer from 2023 to the present. In addition to his role on the MLTA Board, he also serves as a Director of the Association's Political Action Committee. Active in his local community, Welshons has served on the Board of Directors for the Hasting Area Chamber of Commerce, the Hastings Area YMCA and the Hastings Public School Foundation. He has participated in many other community committees, boards and commissions throughout the years. He and his wife Jodie reside in Hastings, Minnesota.

# VENDORS

# OFFICERS



## **Idaho Land Title Association**

### *2023-2024 Officers*

Brock Condie, President  
Bob Rice, VP Southwest  
Michelle Jirava, VP Panhandle  
Darci Davis, VP Southeast  
John Holt, Sec/Treasurer  
Denise Potts, Past President

## **Oregon Land Title Association**

### *2023-2024 Officers*

Charlie Cookson, President  
Matt Sandler, Past President  
Dulce Phelps, Vice President  
Ian Kyle, Secretary/Treasurer

## **Washington Land Title Association**

### *2023-2024 Officers & Directors*

#### **Officers/Directors**

Craig Trummel, President  
Jim Blair, Vice President  
Meri Hamre, Immediate Past President  
Jim Blair, Agents Section  
Megan Powell, Underwriters Section  
Sean Holland, Co-Legislative  
JP Kissling, Co-Legislative  
Sari-Kim Conrad, OIC Liaison

#### **2022-2024 Directors**

Ashley Callahan  
Ben Case  
Gerry Guerin  
Gale Hickok  
Paul Hofmann

Peter Johndrow  
Dan MacMillan  
Maureen Pfaff  
Jensen Salisbury

#### **2023-2025 Directors**

Lori Bullard  
Anthony Carollo  
Meri Hamre  
Bernt Nasset

Chris Rollins  
Erin Stines  
Michelle Taylor

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# PNW LAND TITLE CONVENTION GOLF TOURNAMENT 2024

**Contact: Jim Blair**  
jblair4@figtitle.com

Golfers will tee off for Scramble Play on Wednesday at 8:00 AM. A grab and go breakfast will be provided. Lunch will be provided after playing as well from The Backyard Grill. Please order with Jim Blair when coming off the course.

The course is a walking Par-3, limited carts are available for those that cannot walk, please contact Jim Blair (jblair4@figtitle.com) to reserve one. Hand carts are available as well for \$5. Club rentals are \$15.

**Dress Code:** Clothing is strongly suggested for everyone's enjoyment.

## **About The Course**

The Gorge 9 is a walking short course highlighting the unique Pacific Northwest and Columbia Gorge landscape, with tall timbers, picturesque lakes, and local wildlife. Swing your clubs from multiple tee locations as the course is perfect for players of all skill levels and provides a variety of play for numerous return visits. Synthetic tee boxes and greens provide more consistent play with a continued focus on sustainability, using less water and chemicals to maintain.



## **Golf Scramble Rules Breakdown**

1. All team members tee off on every hole.
2. Teams must use a minimum of 2 drives per team member. Failure to use 2 drives per team member results in a 3pt deduction per drive on final score.
3. Team members must select the most desirable shot and all team members hit their following shot from this ball position. This repeats on every shot until the hole is finished.
4. Team members must hit all shots from within one club length of the selected shot.
5. Once on the green, the selected shot must be marked before any putt is taken.
6. All putts must be made from within 1 putter head length of the marked location.
7. Players may not use the club or putter head length to move closer to the hole.
8. Players moving their ball to the selected shot may place their ball for the best lie, however, they may not move the ball to improve the type of lie they have (cannot move the ball out of a hazard, out of the rough, or onto the green).
9. The player whose ball is selected may not improve their lie.
10. The score is recorded as if the team is a single player.



