

# SOUTHERN TITLE INSURANCE CORP.

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## Title Talk

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### Southern Title's Core Values

- Honesty & Integrity
- Courtesy & Respect
- Professionalism
- Openness & Fairness
- Safety
- Corporate Citizenship
- Teamwork

### 1031 Like-Kind Exchanges

Southern Title is pleased to offer tax deferred exchanges to our clients. A tax deferred exchange is a method by which a property owner trades one investment property for another without having to pay any federal income taxes on the transaction.

For more information, contact Marie Jennings at 1-804-648-6000

### The Southern Advantage™ -For Complete Title Protection

The Southern Advantage enhanced coverage policy provides owners and lenders complete title protection. The Southern Advantage™ policy offers many coverages not included in the standard ALTA policy. Additionally, The Southern Advantage™ coverage amount increases 10% per year for the first five years to a total of 150% of the original policy amount. This provides a strong hedge against inflation. This policy has expanded protection into

risk areas not previously offered by title insurance companies such as problems arising from violations of zoning and subdivision laws or past failure to secure proper building permits. Traditionally, title insurance only covered claims arising from defects which occurred before the policy date. The Southern Advantage™ enhanced coverage policy provides coverages for certain events occurring after the policy date in addition to all of the

coverages insured under the standard policy. We encourage all of our attorneys and agents to offer this policy to their clients. Failure to offer the enhanced coverage has led to successful litigation against the settlement agent by the consumer. For complete information on this coverage, Southern Title has brochures available to its business partners. Should you need any of these brochures, please contact Jessica Patterson at 1-800-468-0151.

### Remittance Assistance

Southern Title has developed software that will make remitting fast and easy. Our STARS program is designed with the agent in mind. This program allows

agents to input minimal information and have premiums and splits calculated for them. It also keeps a running log of all policies that have been remitted. This

program is individually customized for each agent. For a copy of this software or for more information, please call Kevin Dodson at 1-800-468-0151.

### New Look Website: [www.southerntitle.com](http://www.southerntitle.com)

Southern Title's website is receiving its finishing touches. The website will be finished in a matter of days. The new

look website will provide all of the services it did in the past, and more. The transfer from the old website to the

new website will be seamless and without interruption.

[www.southerntitle.com](http://www.southerntitle.com)



### Southern Title Your Partner In Business

You have enough competitors for your business. Your underwriter should not be one of them. By working with our agents, and not in competition with our agents, Southern Title has become the business partner of choice.

**“Southern Title’s  
2005 Financial  
Stability Rating  
A’ (A Prime)  
Unsurpassed”  
Demotech, Inc.**

**Southern Title’s  
2005 Commercial  
Real Estate  
Recommendation:  
Strongly Recommended  
Demotech, Inc.**

### Southern Family

*Southern Title would like to welcome Robert Blanton as our new Chief Financial Officer.*

### Upcoming Seminars

*Save the date: We will have a continuing education seminar on Thursday July 20th at the Glen Allen Cultural Arts Center. Formal invitations will be forthcoming.*

## Policy Coverage Amounts

The amount of coverage provided by an owner’s or lender’s title insurance policy is usually a clear-cut issue. For the owner, it’s the amount of the purchase price. For the lender, it’s the amount of the loan as reflected on the insured mortgage. Sometimes, the policy amount isn’t so easy to determine. With owner’s coverage, the policy must be written for the amount of the purchase price; this rule applies when there is a current sale transaction. If no

current sale transaction is involved, then the coverage amount is the present fair market value plus improvements. This may require an appraisal. Also, be aware of the extra hazardous risk of issuing an owner’s policy upon request by the owner when no sale is contemplated. This is the type of request you should discuss with your underwriter, because purchasing owner’s coverage outside a sale transaction can be an indication that the owner has discov-

ered a title defect and is attempting to obtain coverage for that reason. Sometimes, however, owners may wish to purchase title insurance because they are planning improvements to the property. In this case, you may issue owner’s coverage for the value or purchase price of the land, plus the anticipated value of the improvements. Should you have a question regarding this or any underwriting issue, please give us a call.

## The Patriot Act Reauthorization

With all the recent news concerning the reauthorization of the Patriot Act, we thought it would be a good time to remind you, as a settlement services provider, of your responsibilities to check for “blocked persons.” Simply enter our website [www.southerntitle.com](http://www.southerntitle.com) and log on using your

user name and password. Once you have accessed the approved agent’s main menu, click on the “Terrorist Search” icon. This will direct you to the “Blocked Persons or Specially Designated Nationals (SDN) Search”. Enter the name of the person that you are searching and hit enter. This will

access a national database that is updated daily. A printable certificate for your file will appear. Keep that in the file as proof of your search. If you should find a match or encounter “suspicious activity” STOP and report it to the Office of Foreign Assets Control at 1-800-540-6322.

## Website Feature: Fees Calculator

If your recording check amount is inaccurate, and you have to make a return visit to the courthouse to record a document, this wastes valuable time. Southern Title’s website has a tool that can help prevent this.

**Recording Fees Calculator:** Under the “Search/Closing Tools” menu, click on the “VA Deed Fees Calculator” icon. Choose a county and enter in the information on the documents that you will be recording. Hit calculate to receive the recording fees.

## Website of the Month

For Virginia agents who need a duplicate license, a new link to the State Corporation Commission’s website has been added.

[www.scc.virginia.gov/division/boi/webpages/boiproducer.htm](http://www.scc.virginia.gov/division/boi/webpages/boiproducer.htm)

Once on that page, click on “Agent/Agency Online Duplicate Licenses” and follow the instructions given.