



All Points Bulletin

FALL, 2008
EDITION

ISSUE NO. 3

All Points Title & Closing, Inc.

To Be Perfectly “Frank” -

Many of our customers have asked questions about our name change and have been very interested to know “What we have done with Frank”.

The answer is—given him a little breathing space. He comes in every day. He still closes loans, especially, if YOU want him there. He still is the “Go To Guy” for troubleshooting title issues and has an excellent track record for solving the “unsolvable”. Many of our customers have known Frank for many years and appreciate his ability to get the closings to the table.

Frank J. Froelke is still a practicing attorney, closing agent and legal counsel for All Points Title & Closing, Inc., formerly Midland Title Security, Inc., of

Southwestern Ohio.

Frank has been associated with the title industry for approximately 40 years. In association with Frederick K. Randolph, Frank learned the “ropes” of the title industry. He began examining titles and soon, became an expert in fixing issues that prevent or effect marketability. It was never enough for Frank just to tell someone about a problem—he wanted it to go away and never come back. This work ethic has served him well over the years and these characteristics are the foundation for the company known as All Points Title & Closing, Inc., fka Midland Title Security, Inc., of Southwestern Ohio.

As a result of his dedication,



Frank has earned a little leisure time to pursue his favorite fair weather pastime—he gets to play golf a little more often.

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ALL POINTS TITLE & CLOSING, INC., (fka Midland Title Security, Inc., of Southwestern Ohio) is now an AGENT FOR OLD REPUBLIC TITLE INSURANCE COMPANY

In August, 2008, All Points Title & Closing, Inc., was approved as an agent for Old Republic Title Insurance Company. This is **in addition to First American Title Insurance Company** with whom All Points Title & Closing, Inc., fka Midland Title Security, Inc., of

Southwestern Ohio, has had a long lasting relationship. We, at All Points Title & Closing, Inc., will continue to offer EXCEPTIONAL title insurance products, closing and escrow services in this challenging economic atmosphere.

The purpose of this addition is to allow more options for you—our EXCEPTIONAL customers and clients. The needs may vary from closing to closing—we are ready to meet those needs and dedicate our services to Successfully Closing The Deal.

Our office will be closed in observance of the following Federal Holidays:

- [COLUMBUS DAY](#)
OCT. 13, 2008
- [VETERANS DAY](#)
NOV. 11, 2008
- [THANKSGIVING](#)
NOV. 27, 2008 and
NOV. 28, 2008

OWNER'S TITLE INSURANCE - SHOULD IT BE PURCHASED 30 DAYS AFTER CLOSING?

Although a Purchaser purchasing an Owner's Policy is customarily given 30 days after the transaction to make up his/her mind, this was never a good practice for your Customer, nor is it a good practice for the Title Insurance Companies. It allows a "gap" period that could be a potentially dangerous time. This delay in purchasing could be fraught with danger for the insurer, not to mention, for the Purchaser. The advantage to a Purchaser in delaying is the extra 30 days allows them a little time to get an extra pay check or two under their

belts to make the payment of the **one-time** premium less of a strain.

Even though the custom allowed the 30 days, the title insurance companies implemented a safety net for themselves - if, during the 30 days a problem becomes known, the title insurance company may refund the premium and refuse to issue the policy.

Please inform your customers. For ultimate protection for your customer and the investment they make in the property, the

best time to purchase an Owner's Policy of Title Insurance is [at the closing](#).



DAYLIGHT SAVINGS
TIME ENDS Sunday,
November 2, 2008.

BAN ON SELLER-FUNDED DOWNPAYMENT ASSISTANCE PROGRAMS

When President Bush signed H.R. 3221—Housing and Economic Recovery Act of 2008, on July 30, 2008, many, if not all, Seller-Funded Downpayment Assistance Programs may have heard the death knell.

The response of some lenders has been to stop receiving contracts which include downpayment assistance in the form of gift funds. You may have to rewrite the contract or find some other avenue of assistance for your Borrower. If a deal is

currently in the pipeline, it may need to close on or before September 30, 2008, in order to use downpayment assistance funds.

Nehemiah Corporation, one of the more prominent downpayment assistance program providers, has announced a website where they hope to garner support for these types of programs.

Support for Nehemiah

Downpayment Assistance
Programs

www.DPAGroundSwell.org

HOUSE BILL 138—WHAT IS IT?

On September 1, 2008, House Bill 138 went into effect. Numerous important changes were made with regard to foreclosure procedures and rules:

1. The party seeking the judicial sale must file a Preliminary Judicial Report with the clerk of Common Pleas Court within 14 days after the filing of the pleadings. [A Preliminary Judicial Report (PJR) is a rated title insurance product.] Perhaps the intent is to try to eliminate some of the problems Foreclosure Sale Purchasers experience with regard to title issues.
2. The Lis Pendens date will change to
3. Service by Publication need only run 3 weeks instead of 6 weeks.
4. Taxes for the current calendar year are to be prorated and paid to the Treasurer.
5. Confirmation of Sale is to be given within 30 days of writ of execution. (ORC 2329.31)
6. The Sheriff is required to file the Sheriff's Deed within 14 days of

the date the complaint is filed with the clerk—this means that "All liens, encumbrances, etc., filed after this date DO NOT attach to the subject property" (unless the foreclosure is cancelled)

receipt of the balance of the purchase price. (ORC 2329.36)

7. If the taxes owed are greater than the Auditor's appraised value, the Court or Board of Revision may transfer the property to a city or township without offering it for judicial sale.

IF YOU WISH TO VIEW THE
FULL TEXT OF HB 138, PLEASE
VISIT THE FOLLOWING

WEBSITE:

[http://
www.legislature.state.oh.us/
bills.cfm?ID=127](http://www.legislature.state.oh.us/bills.cfm?ID=127) **HB 138**

The Employees at All Points Title . . .

Are hanging in there!

Although our staff has been *streamlined*, which is a polite way of saying “cut”,

WE STILL offer to close loans in your office and almost anywhere else you need us to (Sue once closed an entire file on the hood of a car in a McDonald’s parking lot).

WE STILL offer quality service and guarantee you that we will make the best effort to get your deal to the closing table fast.

WE STILL do seminars in your office or ours, customized to the needs of your employees. You tell us the topic, we do the seminar (and our presenter does not charge a fee).

WE STILL offer you the option of choosing your closer for your closing and will do our best to provide convenient closing times for your customers.

WE STILL offer to close on Saturdays if that works best for your customer.

Call All Points or visit our website to learn more about our services.



Visit our website at:

www.aptitles.com

Recipe Corner Favorite Recipes of the Staff at All Points

MAMA’S HOLIDAY FUDGE

INGREDIENTS:

3 cups sugar

3/4 cup butter or margarine

1 can (5 oz.) evaporated milk

1 pkg (12 oz.) semi-sweet chocolate, peanut butter or chocolate & peanut butter mixed chips

1 jar (10 oz.) marshmallow cream

1 teaspoon vanilla

1 cup chopped nuts (optional)

Combine sugar, softened margarine and evaporated milk in a very large microwave mixing bowl. Cover with plastic wrap, poke several holes to allow steam to escape. Microwave 10 minutes on medium high (roast).

CAREFULLY REMOVE from microwave, CAREFULLY PEEL back plastic wrap and Stir. Replace plastic wrap and continue cooking for an

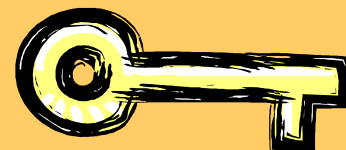
*additional 5 to 8 minutes on medium high or until mixture forms a soft ball in cold water. **CAREFULLY REMOVE** from microwave - MIXTURE WILL BE **HOT, HOT, HOT!!***

Stir in your choice of chips until melted. (Work quickly, the cooler the mixture, the harder it is to stir.) Fold in the marshmallow cream, vanilla and nuts. Pour into a buttered 13 x 9 inch pan. Chill until firm. Cut into squares. Store in the refrigerator.

Enjoy!

This is a favorite Holiday treat of the Cheek Family—the recipe is from an old microwave cook book and has been changed slightly due to personal preferences.

Submitted by Brenda Cheek



KEY PERSONNEL AT ALL POINTS TITLE & CLOSING, INC.

Steve Stitsinger, CEO

Brenda Cheek, President

Sue Biddle, Exec. Vice President

Neil C. Hunter, Vice President

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EMPLOYEE SPOTLIGHT:

Lisa Poffinbarger is an Assistant Vice President and Closer for

ALL POINTS TITLE & CLOSING, INC.

Lisa has been with All Points Title & Closing, Inc., formerly Midland Title Security, Inc., of Southwestern Ohio since September of 1998. During her employment, Lisa has obtained experience in all facets of the title company. She has worked in Processing, Shipping, Post Closing, and order processing. Lisa's current, primary responsibility is for HUD preparation and the myriad duties that are involved with getting a file ready to process. Lisa is extremely well organized, dependable and strives for accuracy. Lisa wants your closing experience with All Points to be as stress free as possible.

The All Points Bulletin is a publication prepared by the personnel at All Points Title & Closing, Inc., from contributions submitted by its employees for distribution to customers and clients. The goal is to enlighten, inform and entertain.

Calendars are coming . . .

For those of you who depend on the 8 1/2 x 11 appointment books you have received from Midland Title Security, Inc., of Southwestern Ohio, have no fear — All Points Title & Closing, Inc., plans to continue this tradition.

If you definitely want an appointment book, please let us know and we will make sure one is [reserved and delivered](#) to you.

Please e-mail Julie@aptitles.com OR call Julie at 863-7600 —she will put your name on the Reservation list.



E-Mail or call Julie at
All Points Title & Closing, Inc.,
to reserve your appointment book today.