

October 1, 2010



Dear Yvonne Hubbard,

Entitle Direct Group, Inc. is committed to success through education. As CEO and Founder, I am pleased to present the ENTITLE DIRECT College Tips Scholarship Contest.

ENTITLE DIRECT will award one winner a prize of 35% off of one semester's tuition (prize maximum of \$7,000). Entering the contest is free and easy for your students. The deadline for entries is December 7, 2010.

This contest invites students to submit their best tip – in 100 words or less – for navigating the college admissions process. It is the first in a series of scholarship contests planned to emphasize our commitment to education.

ENTITLE DIRECT is the first company to provide title insurance directly to consumers at savings of 35% or more. Our mission is to educate consumers on how to lower their mortgage closing costs and take control of their mortgage process. Licensed in 37 states and the District of Columbia, the Company is revolutionizing the title insurance industry and has won recognition for its efforts from the press including *The Wall Street Journal*, *CBS Moneywatch*, *Kiplinger's*, and *CNBC*. You may view this coverage on our website at www.entitledirect.com. A recent article from the *Los Angeles Times* is attached.

This package contains information about the scholarship contest including an announcement flier. I encourage your office to post fliers on campus bulletin boards to inform your student body of this scholarship opportunity. More information is also available at www.entitledirect.com/CollegeTips. You may also want to provide a link to this site from your office's webpage. The scholarship opportunity will also be listed on fastweb.com and scholarship.com.

If you have questions or need further information, I would be very pleased to speak with you. I can be reached at (203) 724-1150 or by email at tdwyer@entitledirect.com.

Thank you very much.

Timothy M. Dwyer

Timothy M. Dwyer
Chief Executive Officer & Founder, Entitle Direct Group, Inc.

SCHOLARSHIP C

Win 35% o

One Semester's Tu

Up To \$7,000

Go to www.ENTITLEDIRECT.COM/CollegeTips

Just provide your best tip - up to 100 words - for navigating t

Enter From October 11th to December

- NO COST TO ENTER -



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www.ENTITLEDIRECT.COM/CollegeTips

THE ENTITLE DIRECT COLLEGE TIPS SCHOLARSHIP CONTEST

www.entitledirect.com/CollegeTips



30 Years of Title Insurance

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Direct-to-consumer title insurance at
significant savings



Welcome

About Entitle Direct

Title Knowledge

Control Panel

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ENTITLEDIRECT COLLEGE TIPS SCHOLARSHIP CONTEST

Enter your best admissions tip to become eligible to win 35% off a semester's tuition up to a maximum of \$7,000! Even better, there is no cost to enter!

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Welcome to the ENTITLE DIRECT College Tips Scholarship Contest.

STARTING OCTOBER 11TH YOU WILL BE ABLE TO SUBMIT (ON THIS PAGE) UP TO ONE-HUNDRED WORDS DESCRIBING YOUR BEST TIP FOR NAVIGATING THE SCHOOL APPLICATION PROCESS.

Entitle Direct Group, Inc. continues its commitment to success through education by sponsoring a scholarship contest dedicated to secondary and post-secondary education.

Why education? ENTITLE DIRECT delivers savings on title insurance up to 35% below competitors by educating consumers so they can take control of their closing costs.

To emphasize our commitment to education, we are pleased to sponsor the ENTITLE DIRECT College Tips Scholarship Contest as a way to share helpful college admissions tips for students across the country. And, one winner will receive a prize of 35% off one semester's tuition up to a maximum of \$7,000.

NO PURCHASE NECESSARY TO ENTER. Contest is open to legal residents of the 50 United States or the District of Columbia, age 17 or older who are pursuing or returning to a secondary or post-secondary education in an accredited secondary or post-secondary school within the United States. Entries must be received between 12:01 AM ET on 10/11/10 and 11:59 PM ET on 12/7/10. Void where prohibited by law. Sponsor: Entitle Direct Group, Inc.

If you would like an email reminder once the ENTITLE DIRECT College Scholarship Contest has started, please enter your email address below:

SUBMIT

For the ENTITLE DIRECT College Tips Scholarship Contest official rules, please r

Los Angeles

Friday, Aug. 6, 2010
United Feature Syndicate

THE HOUSING SCENE

Shopping for title coverage
By Lew Sichelman

WASHINGTON -- Customers of Grande Valley Homes had to wonder why the homes they were buying were encumbered by undisclosed liens. A Texas builder for delinquent property taxes, unpaid loans to subcontractors for labor and materials.

Had they financed their homes through the normal lending process, they undoubtedly would have turned up the liens. But according to the Texas attorney general's office, the company, doing business as Grande Valley Homes, was able to perpetuate this fraud because the homes were "cash financed" and no title search was required.

Nor was title insurance, which would have protected these first-time buyers against either having to pay their builder's liens or the homes.

The multimillion-dollar title-insurance business has come under scrutiny because the way policies are sold and how they are priced. Some title insurance coverage is largely unnecessary, but here's a clear case where it would have saved unsuspecting buyers a lot of headache and a lot of cash they didn't have.

This is why mortgage companies insist on a search of the title. Before they lend anyone any money, lenders want to be sure the borrower owns the property and there is nothing to cloud the line of title.

According to the American Land Title Association, one of the most common problems that abstractors reveals a problem -- such as an unpaid contractor or a former owner's lien. For the most part, those issues are resolved prior to closing. Sometimes, though, these abstractors overlook something that could not be found in a search of the public records. Most lenders not only require title searches but also an insurance policy to protect the lenders' investment should a problem surface sometime after closing.

But most borrowers don't realize that they can shop for title insurance. They can shop for lenders.

For the most part, homebuyers choose whomever their lender suggests. And there's nothing wrong with that. After all, a lender wants a clean closing as much as you do. Besides, who better know the local market than the professionals who work in the industry every day?

But if you are hoping to save some serious money -- and a big number, one of the largest on the final tally -- it often pays to shop for the best deal. Timothy Dwyer, founder of Entitle Direct, a title insurance to-consumer shopping channel, says borrowers can cut their title insurance premiums by an average of 35 percent by using his service.

We'll get back to that in a moment. First, while it is nearly impossible to generalize about title insurance, here are some things you should know -- There are two types of title insurance: the required loan policy provided by the lender and the owner's policy that protects the buyer. The lender provides the loan policy, but who pays for the owner's coverage depends on the state. In much of the West, the seller buys the policy for the buyer. On the East Coast, the buyer typically pays.

If you choose not to take the owner's insurance, you may be able to get a waiver, depending on your state. But realize that the loan policy provides absolutely no protection should a defect in the title present itself.

For example, assume there's a defect that can be cured but the title-insurance company can establish that the value of the property with the defect is above the amount owed on the loan at the time the lender has suffered no loss. And if there is no loss, then the claim can be denied.

At the same time, however, you will now have a property defect that reduces the value of the property if it is not cured.

Also, depending upon the nature of the title defect and the closing documents, the lender may require the owner to correct the defect. Some deeds of trust contain a provision requiring the borrower/closing agent to provide the lender that the title to the property is "clean" and to maintain that status for the duration of the loan.

If the lender has this right and exercises it, the owner would be responsible for curing the defect. If you have an owner's policy, the insurer would cover the problem. But if you have no coverage, you would have to pay out of pocket whatever it costs in legal fees to make the defect go away.

Again, it doesn't happen often, and I'm not shilling for title insurance, but this is the way it works.

-- Insurance rates are one-time fees that are paid at closing. Rates vary in different ways in different places. In Florida and Texas, each state has a set rate to charge the same rate, so there may be a zero price differential between states. When shopping for title coverage, you will be shopping not for price but for the competence of the closing agent.

Elsewhere, state regulators approve rate requests. Once a rate is approved, an insurer can only lower its rate, but never raise it.

-- There are different rates for different situations. There's a standard rate for a lender's policy and a reduced simultaneous rate if lender's and owner's policies are issued together.

If you are refinancing, you won't need a new owner's policy.

-- Roughly 80 percent of the premium goes to the closing orchestrates the entire settlement. The agent researches lender and the seller, pays recording fees and taxes, files paperwork at the local courthouse, and sends the buyer's new lender.

In addition, closing agents, who may or may not be attorneys for closing the loan. But it is considered unethical to raise purchase an owner's policy.

-- Shopping for service is tough enough, but shopping for insurance is nearly impossible. Which is why former investor Dwyer started Entitle Direct, an online platform (www.entitledirect.com) where consumers can shop for prices. The company is currently operating in California and the District of Columbia and is seeking approval in eight other states.

Of course, if you go with Entitle, you will have to close with the company. But the savings can be substantial, with the elimination of the 80 percent commission paid to the agent.

On a \$750,000 house in California with a \$600,000 mortgage, Entitle charges \$1,647 for both lender's and owner's policies simultaneously while a competitor might charge \$2,480. That's a savings of \$833, or 34 percent.

In Florida on a \$250,000 property with a \$220,000 mortgage, Entitle run \$1,350 elsewhere while Entitle charges just \$887, or a savings of 33 percent.

Law Sichelman has been covering real estate for more than 20 years. He is a regular contributor to numerous shelter magazines and home finance-industry publications.

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