



2015 ALABAMA AGENTS SEMINAR FACULTY

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***ANNE L. ANASTASI, CLTP, NTP** is Director of Agent and Lender Education for Old Republic National Title. She is one of only a few people who hold the coveted National Title Professional (NTP) and the Certified Land Title Professional (CLTP) designations showing her excellence in title knowledge, educating others and serving the industry, Anne L. Anastasi has been in the title insurance business for over 30 years. Anne owned and ran the successful Genesis Abstract group of companies prior to becoming the Director of Agent and Lender Education for Old Republic National Title. In 2010 she became the President of the American Land Title Association, the title industry's national association. In 1999 Anne served as President of the Pennsylvania Land Title Association for which she was the first female President in the Association's 80-year history. In her first few months of her tenure as ALTA president Anne testified before Congress, appeared on Cspan, held congressional briefings, met with Obama cabinet members and spoke to press outlets on the issues facing the real estate transfer system. She was referenced in the Washington Post as "someone to watch". In 2012 Anne was featured during a segment of the Lifetime Television series Designing Spaces where she described the importance of the Owner's Title Insurance Policy and walked the viewers through the closing. Anne is a renowned national speaker covering topics such as title insurance, customer service, sales and motivation. Anne has been the key-note speaker at more than 40 title industry state conventions and has addressed audiences for ALTA and RESPRO. Anne has recently published a book on the art of public speaking entitled, "Fearless Public Speaking" which has been reviewed as a "must-read" for all business people by Rick Wolff, Editorial Director for Warner Business Book. Anne graduated with honors from Colgate University with a major in Japanese.

JEFFREY M. LANG is Vice President and Underwriting Counsel for Old Republic National Title Insurance Company and is located in Minneapolis. In that capacity, he reviews transactions in excess of \$25 million or that create an extrahazardous risk for the Company. In addition, he also acts as a resource for the Company's field operations. Prior to joining Old Republic's corporate legal team, he was Manager and Counsel for another major underwriter's national commercial operation also located in Minneapolis. With nearly 20 years of title insurance experience in both an operational and legal capacity he is able to take a common sense approach to resolving often complex legal and business matters.

THOMAS E. MARVIN is Vice President and Alabama State Manager for Mississippi Valley Title Insurance Company. He has over 25 years of experience in title insurance and real estate law. He received his B.A. from Belhaven College in 1973, and his J.D. from Mississippi College School of Law in 1981. He is a member of the Mississippi State Bar.

GINA K. MATTHEWS is Vice President and Alabama State Counsel for Mississippi Valley Title Insurance Company. She has over 25 years of title insurance and real estate law experience. She received her B.A. from Auburn University in 1980 and her J.D. from the University of Alabama School of Law in 1983. Before joining Mississippi Valley Title in 1988, Ms. Matthews was a member of the law firm of Evans & Matthews in Marshall County, Alabama, where her practice emphasized real estate law. She is a member of the Alabama State Bar.

J. Price Evans, IV is Associate Counsel/Commercial Underwriter at Mississippi Valley Title Insurance Company. Mr. Evans graduated from The University of Alabama with a B.A. in Geography with specialization in Regional and Urban Planning and received his J.D., with honors, from The Birmingham School of Law. Before joining Mississippi Valley, Mr. Evans was a Commercial Underwriter at a title insurance agency and prior to that, the Land Development Manager for a home building and land development company. Additionally, he is a member of the Alabama State Bar and the Birmingham State Bar Association.

Charles W. Smith, III is Associate State Counsel at Mississippi Valley Title Insurance Company. Mr. Smith received his undergraduate degree from the University of Alabama with a major in marketing in 2005. After undergraduate school, he attended Jones School of Law and graduated in 2008. While attending Jones, he served as the Chief Justice on the Honor Court. Before joining Mississippi Valley, Mr. Smith was in private practice with a law firm in Tuscaloosa, Alabama, where he handled a broad range of cases, including collection actions, bankruptcy, unlawful detainers, personal injury, real estate litigation, probate litigation, construction and contract litigation and various other cases. Mr. Smith is a member of the Alabama State Bar and the Birmingham State Bar Association. He was born in Alexander City, Alabama and is married to Natalee Smith. They have one child, Charles (Chip) W. Smith, IV.

THOMAS J. SKINNER, IV is the owner of Thomas J. Skinner, IV, LLC law firm. Mr. Skinner received his B. S. from the University of Alabama and his J.D. from Cumberland School of Law. Mr. Skinner serves as a Captain, Judge Advocate General Corps., U.S. Army Reserve, 87th Division (Training Support). His areas of practice include, among others, real estate and probate, where he is frequently called upon to represent title insurance companies or their insureds. He holds an Alabama Real Estate Broker's License, and he is a member of the Alabama Bar Association and the Birmingham Bar Association. Prior to owning his own law firm, Mr. Skinner, was a shareholder at shareholder at Lloyd, Gray & Whitehead, P.C., in Birmingham.

Michael A. Canfield is a computer technician with a 35 year background in the Information Technology field. His technology experience spans multiple disciplines including software design, programming logic, hardware installation, computer building, network support, information assurance, and computer forensic system analysis. From 1978 until September 2006, Mr. Canfield worked for the US Army Missile Command at Redstone Arsenal, Alabama. From 1993 until the present time, Mr. Canfield has owned and operated Canfield Computer Solutions (CCS), LLC in Huntsville, Alabama. CCS provides total technical support solutions for small and medium sized companies. CCS offers the following: custom built computers and servers; web site design and development; network design, implementation, and management; desktop support; server support; ethical (white hat) hacking services; network security threat assessment; forensic services for both accidental data loss and targeted data recovery.

****Leslie Wyatt** is director of Industry Relations at LPS SoftPro, the nation's largest real estate closing and title software provider. Leslie has worked in the real estate industry for more than 14 years. She spent six years assisting with and overseeing closings. Dealing with the real estate transaction from start to finish, beginning with the sale of the property and seeing it through the actual closing, has given her the invaluable industry experience she needed to begin her career at SoftPro. She has been with SoftPro for the past eight years, and has held various positions in training, consulting, research and development, compliance and business integrations. Leslie spent the last three years in research and development to help ensure that SoftPro was compliant with the new RESPA regulations. She is currently working on the NAIC Statistical Reporting changes, Dodd-Frank (CFPB) and other various compliance changes throughout the industry. She is a member of the American Land Title Association's Implementation Task Force and in 2010 was heavily involved with the MISMO organization working to help get all of the new HUD-1 and GFE updates/changes mapped within the latest version of MISMO (3.1). Leslie works as a business analyst on SoftPro's Business Integrations team, overseeing third-party vendor integrations with SoftPro's new 360 platform.

John Clark John has spent the last 35 years involved in the title insurance industry with an additional 10 years in banking and real estate. His efforts have been directed toward the development and growth of the client base for three major title insurance agencies. John has also created successful marketing strategies and growth programs for hundreds of small and large title companies with his national "Shared Success Program." In addition, John has developed CE training programs which have been accredited in many states for realtors, lenders, title agents, and attorneys. John has spoken at many State Land Title Association events along with a number of Old Republic National Title Agency and Direct Operations events. Sharing the stories of his career, with an emphasis on strategies for sales and marketing, has been John's most rewarding undertaking. John is dedicated to his goal of keeping the motto: "Nothing Happens Until Someone Sells Something". John is also devoted to providing outstanding customer service. John has found his career in this industry to be extremely

rewarding. John feels his training and coaching can present opportunities for others to also experience the rewards of this profession. John feels that he has a responsibility to bring the best of what he knows about sales and marketing to others whom also see this profession as more than just a job. John attended college at Wisconsin State University – La Crosse, and has career designation from the American Banking Institute which includes: Bank Operations, Installment Lending, and Mortgage Lending. John has been licensed in real estate as well as a licensed title agent. John lives in Franklin TN, with his wife Amy of 43+ years. He has two children, and three grandchildren. John is active in the community and within his church. John also has 13 years of high school coaching experience in both football and baseball, and has managed several youth sports programs.