



# Fidelity National Title Company of Oregon

A v a i l a b l e   S e m i n a r s

	Seminar	Summary	C/E	Instructor (s)
EXCHANGES	Who, What, When, Where, Why and How of Tax Deferred Exchanges	Everything you need to know about Tax Deferred Exchanges	Core	Toija Beutler
	Advance Exchange Seminar	Topics include Seller Financing, Improvement Exchanges and Reverse Exchanges.	Core	Toija Beutler
	Roundtable Discussion—Exchange Issues	Second homes, refinancing, related parties, LLC's, and reverse exchanges.	Core	Toija Beutler
	Unlucky 13 Common 1031 Pitfalls	Deadlines, related party issues, partnership and vesting issues.	Core	Toija Beutler, Teresa Fuhrer
	Marketing to Investors/Basic Exchange	15 minute presentation on marketing investors, utilizing Metroscan to create target investor lists and techniques for various investor types. 45 minutes on basic exchange issues with emphasis on increasing sales opportunities.	Core	Toija Beutler, Teresa Fuhrer
REAL ESTATE LAW	Roundtable Discussion—Legal Issues	Open to all legal issues.	Core	Pat Ihnat
	Earnest Money Agreements	Drafting techniques and use of the Oregon Real Estate Forms earnest money agreement form.	Core	Pat Ihnat
	Seller Claims	Areas of Seller Liability and the steps to take for Sellers to avoid liability in a sale	Core	Pat Ihnat
	Seller Financing	Choosing a trust deed or contract and a drafting checklist.	Core	Pat Ihnat
	Bankruptcy	The differences in the most common bankruptcy Chapters, the automatic stay, transfer of property before and after filing.	Core	Pat Ihnat
	Foreclosures	Pre-foreclosure considerations, the differences between mortgages, trust deeds and contracts and foreclosure procedures.	Core	Pat Ihnat
	Judgments	The answers to the most common questions concerning judgments and their effect on real property transactions.	Core	Pat Ihnat
	Construction Liens	Oregon Construction lien statutes and their affect on title insurance and available endorsements.	Core	Pat Ihnat
	Conveyances	Deed forms and a review of the differences in and the validity of conveyances.	Core	Pat Ihnat
	Probate	How probate affects real property, why it may be necessary or desirable and the alternatives.	Core	Pat Ihnat
	Living Trusts	The creation of living trusts, why they may be used in estate planning and their effect on the title of real estate.	Core	Pat Ihnat
Easements	How easements are created and terminated, title insurance issues.	Core	Pat Ihnat, Terry Lucas	
TITLE/ESCROW	Preliminary Title Reports Explored	Basics of Title Insurance, how to read prelim, endorsements, fees, purpose of recording, more.	Core	Roland Wong
	Title Policies	A summary of the nature of title insurance, the most common policies and their coverage.	Core	Roland Wong
	The Basics & Beyond of Escrow	The escrow process discussed in detail, cost calculation of title & escrow, what happens during process.	Core	Staff

	<b>Seminar</b>	<b>Summary</b>	<b>C/E</b>	<b>Instructor (s)</b>
<b>LDBS</b>	Acquiring Land for Development	What you need before you purchase a piece of development property.	Core	James Christmas
	Land Development Process	The start to finish process of creating a subdivision, partition plats, and condominium projects.	Core	James Christmas
	Zoning	Explores the different zoning codes, overlays & jurisdictional difference. Also looks at online tools.	Core	James Christmas
<b>TECHNOLOGY / SOFTWARE / MARKETING</b>	Technology...The Fun Stuff	In depth discussion on all facets of technology. Hardware, RE software, toys & gadgets. What an agent REALLY needs to streamline their business.	Elective	Brett Hatch
	Internet and Your Business	Introduction to the Internet and how it can help an agent's business. Discuss browsers, websites, how to surf for information.	Elective	Brett Hatch
	E-Marketing Strategies	Seminar explores 5-step approach to creating and implementing an E-marketing plan. Various E-marketing ideas are shared with specific emphasis on getting the email opened.	Elective	Jeff Meucci
	Microsoft Outlook 1 & 2 (1 or 2 Hour)	Exploring Microsoft Outlook 2003, utilizing contact manager, calendar, email functions, tasks, PDA's, and E-marketing.	Elective	Jeff Meucci
	Marketing Strategies 2005	In this one hour seminar, you will learn how to strategize, create and execute your marketing strategy for 2005. We explore numerous NEW tools for communicating to your target audience utilizing direct mail, PR, email and face-to-face contact. You will leave this seminar with your 2005 marketing strategy in place!	Elective	Jeff Meucci
	Microsoft Publisher/Marketing Design	A look at this powerful Desktop Publisher. Learn about branding, design, and how to create your own Publisher Templates.	Elective	Jeff Meucci
	Microsoft Publisher—Advanced Issues	A more in-depth look at the advanced features of Publisher. Seminar explores mail merge, layering, color palette's and printing options.	Elective	Jeff Meucci
	Expresscopy Workshop	A one hour step-by-step workshop that takes you through the process from start to finish. Learn how to prepare your file, place your order, and how to use the Expresscopy templates. We provide you with a step-by-step worksheet to post at your desk.	Elective	Jeff Meucci
	Microsoft Excel	Seminar teaches you how to work with data, merge, split and format cells, build charts & graphs, create formulas, mail merge, use short cuts, and importing/exporting.	Elective	Kerry Turner
	Farming & Smart Marketing	How to setup your own farm area, discussion into types of farms. Niche and target marketing also discussed.	Elective	Kerry Turner
	New Agent Bootcamp	This 5 Hour intensive course covers all aspects of the Real Estate business including: How to build a successful real estate business, agent technology & marketing tools, information systems and resources, title insurance and escrow services.	2 Core/ 3 Elective	Monica Soren, Jeff Meucci, Kerry Turner, Staff
	Taking Your Business To The Next Level	This 2 hour course challenges the seasoned agent to create a vision for their business, implement systems, and create referral opportunities. We show you how!	Elective	Monica Soren, Jeff Meucci
	Selling To The Affluent	How to sell your service effectively to the affluent.	Elective	Teresa Fuhrer
	Strategic Alliances & Strategic Partnerships	Learn how business to business partnering can increase your referrals, your knowledge and expertise and create efficiencies in your business	Elective	Teresa Fuhrer

Hands-On Training Available at Fidelity's Training Room  
Sign Up @ [www.fidelitytraining.com](http://www.fidelitytraining.com)