

2018 Convention Minutes
June 13-15, 2018
State Game Lodge, Custer, South Dakota

Our Association was welcomed by local host, Jim Ashmore, owner of Southern Hills Title. Jim thanked everyone for their attendance and hopes everyone will enjoy their stay. He suggested places to visit and thanked those who planned the event.

Next, we met visiting Minnesota Land Title Association representative, Dan Pearson. He stated there is lots of fun stuff happening in Minnesota right now. Although it was another disappointing year from the Vikings, the real estate market has been in great shape. Listings seem to be moving in two days. Commercial and multi-family housing has also been going crazy, but millennials and new construction are lower than they would like. Real estate market inventory is averaging only a month. They will have a very active election year, which is making things interesting state-wide. It will be interesting watching the new bills heading to legislature.

After Dan, we heard from Jack Rattikin III, ALTA Board of Governors and President and CEO of Rattikin Title Company in Forth Worth, Texas. Jack spoke to us about the annual update from the American Land Title Association. ALTA is based in DC. There are 30,000 members and about 120,000 people in the industry. Jack spoke about the goals of ALTA this year. One is continuous improvement, including the staff you retain. Pay attention to which of your employees follow your same core values and exemplify customer service. You should constantly strive to be better, including with innovation. He gave several examples of companies that adapt, innovate, and do things new ways in order to be successful. Reassess what face you're putting forward. Reevaluate/revamp your website, your office. Think about things like outdated magazines, dirty or outdated walls and carpet, and what kind of space you are in. Invest in the face you're putting forward. Information Security is another area we can all improve. Talk about it every day with your staff, develop your defense and response plan, and do not let it be forgotten. Over \$5 Billion dollars have been stolen with wire frauds. Data security laws are pending. In the meantime, ALTA has published a rapid response plan. The ALTA Homebuyer Outreach Program helps train us on how to sell the importance of title insurance. Don't underestimate the power of speaking to people face-to-face. Make sure you are listed on the ALTA Registry, which is free for anyone. Jack spoke briefly on tax reform changes that reduce tax rates for sub-s corporations, but we may not receive the benefit as a service company. Be sure to speak with your CPA about it. Also keep an eye on remote online notary legislation that will be coming our way in due time. Remember to focus on your core values, create a forum for innovation, keep on top of information security, idealize the customer experience, and keep your best practices updated.

After vendor introductions and some delicious cookies and brownies, Greg Wick spoke about some hot button topics for our industry. Greg introduced Kent Grode

with UJS. Kent is the IT director of UJS and spoke about multiple advances in technological access to court documents. For the first time, UJS has introduced electronic access to necessary legal documents for abstracters. Kent gave us a live demo of the software. The work group for the software has a meeting June 25th and a release date will be determined at that point. Abstracters registered with the SDABE will be sent an email to register, and licensed abstracters will now have electronic court record access.

After a delicious lunch, we reconvened at 1:30. Jim Ashmore introduced Duane Martinz, local author and speaker. Duane spoke to the Association about navigating change, surrounding yourself with greatness, and living with abundant joy. In everything that you do, be prepared to make small, mid-course adjustments. Making small moves is key to still getting where you want to go. Change small and change often. He posed the question, "Why do you do what you do the way you do it?" Take a fresh perspective and challenge yourself, because the potential for positive change might be waiting for you. Don't fear change; embrace change. Next, he suggests we surround ourselves with greatness, and don't allow negative self talk. Your potential is far greater than what you may think. Put the past in the past. Assess your habits and cleanse the things that aren't beneficial to you or help you grow. Treat life as a gift to be enjoyed, not as a sentence to be served. Duane suggests starting a gratefulness journal and writing down 5 things every day that you're grateful for. Invest in yourself.

At 3:29 PM, Travis called the business meeting to order and declared a quorum present. A motion was made to approve the minutes from the prior annual meeting. Donna Wright moved, Traci Renkly seconded, and the room unanimously passed approval of the same. A motion was made to approve the financial report from the previous year. Traci Renkly moved, and Michael Anderson seconded. The financial report was approved. Travis Martin then gave the President's report. Travis went to Washington, D.C. this spring with Michael Larson and found it to be yet another important and worthy trip for our Association. There are multiple national topics that affect our industry and we are lucky to have members of congress who pull a lot of weight. He also attended the WLTA convention, and found a lot of similarities between our associations. Uniquely, they passed some crypto currency legislation to create a favorable situation there.

Sarah Larson presented the Treasurer's report. A motion was made to approve the report. Bobbi Jo Dondelinger moved, and Jim Ashmore seconded. The financial report was approved.

Michael Anderson presented the Legislative Committee report. He was happy to have removed the remote notary bill that was brought to Pierre this year, and the Committee will work to assist in developing a new bill this year which works well for the SDLTA. The Committee was also happy to have removed the licensing bill introduced but was voted down.

Greg Wick presented the Register of Deeds Liaison report. He stated there is an eRecording Commission meeting coming up in July and they will work on getting the ROD on board with our remote eNotary progress. Greg encourages you to speak to your local representatives, because one direct comment will equal a lot of weight.

Travis Martin presented the Bylaws Committee report. He said everyone was presented with copies of proposed changes to the bylaws in order to send two representatives to the ALTA federal summit to better represent our state. A motion was made to approve the new changes to the Bylaws. Michael Anderson moved, and Michael Larson seconded. The changes were approved.

Ellen Margheim presented the Audit Committee report and stated everything is in order.

Traci Renkly presented the Budget Committee report and stated they will work on finalizing the next year's budget.

Traci Renkly also presented the Time and Place Committee report and stated the 2020 convention will be held in Spearfish, and the 2021 convention will be in Brookings.

Nancy Aas presented the Nomination Committee report and stated the following are the nominees for the 2018-2019 fiscal year:

Nancy asked for nominations from the floor, and there were none.

Mary Beth Kok read the Resolution Committee report.

The Countersignature Committee had no report.

Greg Wick stated that the UJS Committee Report consisted of all updates heard during Greg's presentation earlier in the day. We will now have the ability to examine court files late at night or from our office desks.

Bobbi Jo Dondelinger presented the Education Committee report. She stated that the committee has existed form 1.5 years and was instated with the purpose of developing courses for potential certified abstracter test takers. They had the plan about 50% complete when they did a survey of the members to see how much interest there would be in volunteer teaching. Finding little to no interest, they decided to either disband or just keep the committee on hold. There was a suggestion from the floor by Michael Anderson to remove the committee; Bobbi Jo seconded; membership passed. The Education Committee was disbanded.

Travis Martin, by executive order, has formed a Technology Committee, with the intent of keeping an eye on and informing us of the technology coming forth that

might affect our association. He stated he will have the incoming president, Michael Anderson, staff the Committee.

Travis stated there was no old business. New business included the Technology Committee formation. Travis also informed the members that our Board of Directors had a meeting that day and voted to increase the salary for our lobbyist to \$14,000.00. There being no correspondence, the meeting was adjourned.

Submitted 6/15/2018 by Sarah L. Larson