

PYA's ALTA Best Practices Presentations



At PYA, our goal is to provide relevant, practical, and educational workshops that help title agents with the implementation of ALTA Best Practices and achieving certification. We are able to present an array of topics in time slots ranging from one to three hours. Each presentation in this menu includes time allotted for questions.

If you wish for us to custom design a presentation, please advise and we will do our best to comply with your request.

ONE - HOUR	
1.1	ALTA BEST PRACTICES: WHO, WHAT, WHY, AND HOW?
1.2	CFPB/ALTA BEST PRACTICES UPDATE: KNOWING KEY TERMINOLOGY CAN SAVE YOU MONEY
1.3	MIND THE GAPS: COMMONLY PREVENTING ALTA BEST PRACTICES CERTIFICATION
1.4	NPI RISK ASSESSMENT MADE EASY: HOW TO COMPLETE, DOCUMENT, AND TEST
1.5	GET YOUR QUESTIONS ABOUT BEST PRACTICES ANSWERED BY AN EXPERT
1.6	BACK TO BEST PRACTICES: WHERE ARE LENDERS TODAY AND INTO THE FUTURE?
1.7	CONGRATS! YOU'RE ALTA BEST PRACTICES CERTIFIED...NOW WHAT?
TWO - HOUR	
2.1	VIEW FROM THE INSIDE OF A CPA FIRM: TOP 10 OBSERVATIONS OF A TITLE GUY CONDUCTING BEST PRACTICES ASSESSMENTS
THREE - HOUR	
3.1	THREE-HOUR COMPREHENSIVE OVERVIEW: PRACTICAL INSIGHTS INTO BEST PRACTICES INCLUDES 1.2, 1.3, AND 1.4
3.2	A LENDERS LANDSCAPE OF BEST PRACTICES YESTERDAY, TODAY, AND IN THE FUTURE COMBINES 2.1 AND 1.6

ONE - HOUR

TWO - HOUR

- 1.1 ALTA BEST PRACTICES: WHO, WHAT, WHY, AND HOW?
- This presentation provides a high-level overview of some of the title industry's most frequently asked questions about ALTA Best Practices:
- Why are banks required to perform vendor due diligence?
 - How does ALTA Best Practices address lender compliance requirements?
 - What is the process for adopting Best Practices?
 - What happens during a Best Practices assessment?
 - What are the various Best Practices engagement types that lenders accept?
 - What are the common pitfalls that must be overcome to demonstrate Best Practices compliance?

- 1.2 CFPB/ALTA BEST PRACTICES UPDATE: HOW KNOWING KEY TERMINOLOGY CAN SAVE YOU MONEY
- This presentation will begin with a review of the letters lenders issue requiring varying degrees of Best Practices compliance. Next, we review the practical interpretation of what is actually required by the language in those lender letters. Finally, we discuss technical definitions of words utilized by both CPAs and non-CPAs who offer specific services to meet your needs. An agent must have a thorough understanding of what is actually required and what specific engagements third-party providers are offering in perform. CPA lingo is an essential first step to choosing the best compliance option.

- 1.3 MIND THE GAPS COMMONLY PREVENTING ALTA BEST PRACTICES CERTIFICATION
- PYA discloses the most common gaps found across the country preventing title companies from complying with ALTA Best Practices. From our review of hundreds of policies and procedures, as well as over 50 certification assessments, PYA developed a presentation that not only identifies these common gaps, but gives agents practical advice on addressing these gaps.

Even if an agent is just developing policies and procedures or considering a self-certification, he or she will better understand what actually should be included in a Best Practices Policies and Procedures Manual after viewing this presentation.

- 1.4 NPI RISK ASSESSMENT MADE EASY: HOW TO COMPLETE, DOCUMENT, AND TEST
- Take a deeper dive into one of the common gaps found within Pillar 3: the Non-Personal Information (NPI) Risk Assessment. PYA will educate on what is required under Best Practices to document the NPI Risk Assessment and how testing is conducted. This seemingly challenging requirement will be broken down and simplified, with insights into which key controls should show up on the risk assessment.

At the end of this presentation, PYA provides a signup sheet where participants who attend can receive an electronic copy of a risk assessment template PYA developed to help title companies maintain proper documentation.

- 2.1 VIEW FROM THE INSIDE: TOP 10 OBSERVATIONS OF A TITLE GUY FROM INSIDE A CPA FIRM CONDUCTING BEST PRACTICES ASSESSMENTS
- This presentation covers 10 different issues and provides straightforward explanations from the perspective of a 35-year title industry veteran with first-hand experience with how CPAs provide solutions to problems title agents face.

Beginning with the view into how the confusion surrounding inconsistent lender demands and title agents' unfamiliarity with technical CPA lingo required to make a proper solution selection. Next, we discuss the pros and cons of various options from which title professionals can choose, with details about the timing, lender acceptability, and relative costs required for each option. Lastly, we discuss the mistakes that we see title agents routinely make in the preparation of policies and procedures manuals and procedure implementation, and while undergoing actual independent third-party compliance.

By the end, we will be ready to discuss commonly encountered questions:

- How can I be assured I am ready for an assessment?
- What will I be required to submit in advance, and when?
- How long will it take? What happens if I fail a pillar?
- What will I receive if I pass?
- How likely is it that my lender will accept the assessment?
- How much will it cost?



ONE - HOUR CONTINUED

1.5 GET YOUR QUESTIONS ABOUT BEST PRACTICES ANSWERED BY AN EXPERT

Are you asking the right questions? Are you asking the right people?

Get answers to your Best Practices questions from experts who are helping title companies all over the United States. This presentation is a question-and-answer forum where you can ask the hard questions. You will learn from the panel as well as other forum members. You are not alone in this ever-changing regulatory environment. We are all in this together, so raise your hand. You've got questions; we've got answers!

1.6 BACK TO THE BEST PRACTICES: WHERE ARE LENDERS ON BEST PRACTICES YESTERDAY, TODAY, AND IN THE FUTURE?

After the dust settles with the implementation of TILA-RESPA Integrated Disclosures in 2016, PYA anticipates that lenders will refocus attention on requiring proof of adherence to Best Practices.

For this presentation, PYA analyzes ALTA's listing of various lending institutions that are issuing letters to their title and settlement vendors requiring some level of proof of adherence to ALTA Best Practices guidelines.

We have reviewed these letters and summarized general observations and comments, which cover the following:

- How influential are these lenders?
- How much time do title professionals have to comply?
- What are lenders actually requiring?
- Where lenders are located, and how many states does each covers?
- Does the issuance of new letters provide insight into a trend in geographic expansion of Best Practices adoption?
- What can be expected this coming year?

1.7 CONGRATS! YOU'RE ALTA BEST PRACTICES CERTIFIED...NOW WHAT?

Your agents have spent time and resources to become Best Practices certified. So, what now? This presentation discusses examples of agencies that have successfully marketed their Best Practices certification. The presentation also will address potential strategic opportunities as agents consider consolidating as a means of implementing Best Practices. Finally, we will discuss methods for on-going monitoring to best maintain compliance of Best Practices assessments.

THREE - HOUR

3.1 THREE-HOUR COMPREHENSIVE OVERVIEW: PRACTICAL INSIGHTS INTO BEST PRACTICES INCLUDES 1.2, 1.3, AND 1.4

This seminar provides critical information needed when considering any form of Best Practices certification, including practical tools to help with compliance on key Best Practice elements.

- First hour - CFPB/ALTA Best Practices Update and Key Terminology You Need to Know: How to Save Money When Selecting an Independent Third-Party Best Practices Service Provider (1.2)
- Second hour - Mind the Gaps: Commonly Preventing ALTA Best Practices Certification (1.3)
- Third hour - NPI Risk Assessment Made Easy: How to Complete, Document, and Test (1.4)

3.2 A TITLE GUY'S VIEW OF BEST PRACTICES YESTERDAY, TODAY, AND IN THE FUTURE COMBINES 2.1 AND 1.6

This presentation covers 10 different issues and provides straightforward explanations from the perspective of a 35-year title industry veteran who knows first-hand how CPAs provide solutions to problems title agents face. This presentation is a combination of (2.1) and (1.6).

