

## Examining Counsel Program and Stewart Title's Electronic Policy System (STEPS™)

### PUTTING LAWYERS FIRST

Stewart Title has more than a century of experience protecting property owners and lenders against the title risks inherent in residential and commercial real estate transactions.

Throughout our Canadian history, our unwavering philosophy has always been that the role of a title insurer in Canada should be to underwrite risk, allowing lawyers to provide legal advice and prepare documents. Stewart Title does not support programs that reduce or eliminate the lawyer's role in real estate transactions. This is why we have developed and continue to develop programs that are designed to help strengthen the lawyer's role in the real estate transaction.

*Examining Counsel Members benefit from: flexibility; efficiency; productivity; technology; and our exclusive EC fee.*

One such program is our exclusive Examining Counsel (EC) Program. As members of our EC Program, lawyers have access to our title insurance products, while maintaining their role at the forefront of the real estate transaction. By becoming an EC member, lawyers benefit by being able to offer to their clients the comprehensive protection of a Stewart Title Residential Gold Owner Policy at a highly competitive premium. They also have access to Stewart Title's Electronic Policy System (STEPS).

### FLEXIBILITY AND CONTROL

Using Stewart Title's straightforward documentation tools, lawyers and their staff can easily complete their policy requirements at their own pace via *The Conveyancer*<sup>®</sup> or STEPS. Lawyers still need to conduct the standard title search and indicate if there are any unusual matters that affect title.

EC members *do not* underwrite the transaction, Stewart Title Guaranty Company does. Stewart Title waives its rights of subrogation against lawyers in all cases except in those that include willful misconduct or gross negligence.

The EC Program compensates lawyers for their efforts in certifying title and **this legal fee can be passed onto the client or retained by counsel**. While the legal fee should be disclosed to clients, it is up to the lawyer to choose how best to serve them.

EC members are not obligated to use Stewart Title exclusively and compliance with relevant Law Society rules is encouraged.

The Program is available for residential properties of up to six units. Commercial policy orders are also available through other programs at Stewart Title.

### TECHNOLOGY MAKES A DIFFERENCE

Stewart Title is an industry leader in computer-related services and information technology, and has built technology systems that truly focus on the needs of our customers to streamline real estate practices.

EC members can order title insurance policies through both *The Conveyancer*<sup>®</sup> and our STEPS application. Either choice allows access to Stewart Title's technical support and comes with a training demonstration as part of the EC Program.





# Technology Solutions

## STEPS

Stewart Title harnessed the power of the Internet with a web-based application called STEPS. Designed to automate and simplify the process of ordering title insurance, STEPS guides users through data entry and document selection. This means **less processing time** and errors.

STEPS automates a number of important processes to reduce the amount of time Examining Counsel need to spend with a title insurance policy. The STEPS web-based application provides a quick turnaround time for title insurance policies.

The online application:

- automatically generates and assigns policy numbers for every transaction;
- allows transactions to be underwritten electronically;
- enables lawyers and their staff to print draft policies;
- calculates the premium; and
- distributes Stewart Title communications.

## STEPS INTEGRATED WITH *The Conveyancer*®

Stewart Title has a long established relationship with Do Process Software Ltd. and in 2005, we partnered with the company to deliver an integration of STEPS with *The Conveyancer*®, a real estate document production program. This integrated package means lawyers can produce all the documentation necessary to close a real estate transaction and request a title insurance policy from Stewart Title – electronically **through one application**.

STEPS integrated with *The Conveyancer*® delivers a seamless real estate closing and automated title insurance issuance from the beginning to the end of a transaction. Upon receipt of payment, lawyers could receive their final policies from Stewart Title electronically, and can simply print them from *The Conveyancer*®. EC members who do not have high speed internet access, have the option to use LOFTI and *The Conveyancer*® as a stand-alone system.

**For EC members, ordering a title insurance policy from Stewart Title is easy, quick and cost effective.**

To become an Examining Counsel Member or for a demonstration of our software, contact your Business Development Specialist.



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