

# The Stewart Title *Connection*



Newsletter for Legal Professionals

July 2006

## Stewart Title: One of *FORTUNE* Magazine's Most Admired Companies

Stewart Title was recently named to *FORTUNE* magazine's annual list of Most Admired Companies, landing as #4 on the "mortgage services" industry list for 2006. We were the highest-ranking title insurance company on the list, receiving exceptional marks for our use of corporate assets and our financial soundness.

Since our founding in 1893, Stewart Title has maintained strong, steady growth and in 2005 we generated revenues in excess of \$2.4 billion. In recognition of such reliable performance, Stewart Title was also included in lists of *FORTUNE* magazine's top 100 fastest growing companies and *FORTUNE* 1000.

We thank you for your support and for helping us achieve this milestone!

### Financial Strength

Furthermore, Stewart Title's financial strength and claims paying ability are recognized by leading companies that measure financial performance, such as Demotech Inc. (A<sup>+</sup>), Fitch Ratings (A+) and LACE Financial (A). We are consistently honoured with superior ratings, based primarily on the fact that Stewart Title is the only title insurer to have 31 years of consecutive growth in reserves and policy holder surplus.

### Claims Expertise

With this kind of financial strength and a claims team of 11 knowledgeable claims counsel and clerks, as well as several support staff led by our Vice President of Claims, Sandra Thwaites, we provide our clients with superior expertise and quality service.



**stewart**  
title guaranty company

## Ease of Use

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Stewart Title is continually developing programs designed to make it easy for legal professionals to order their clients' title insurance policies, while maintaining their position at the forefront of the real estate transaction.

### Examining Counsel (EC) Program

Lawyers who become members of our EC program benefit from easy to use technologies (STEPS; STEPS/ *The Conveyancer*®; and Automatic Payment Process), quicker turnaround times on their policy orders; as well as competitive premiums.

### Stewart Title's Electronic Policy System (STEPS)

STEPS benefits legal professionals by automating and simplifying the process of obtaining title insurance. This program generates and assigns policy numbers; prints draft policies; calculates the premiums; and distributes Stewart Title communications. It also guides users through data entry and documentation selection, which means less processing time and errors, and faster turnaround times.

### STEPS/ *The Conveyancer*® Integrated

Stewart Title in conjunction with Do Process Software Ltd. now offers STEPS and *The Conveyancer*® Integrated. Introduced to users in November of last year, this program means legal professionals can deliver seamless real estate closings and request title insurance policies from Stewart Title – electronically through one application!

EC members who do not have high speed Internet access can use LOFTI and *The Conveyancer*® as a stand alone system.

### Automatic Payment Process

Remitting policy payments is quick, and cost effective. As of July 4, 2006, Stewart Title's lawyer customers were able to pay for their clients' premiums with our new Automatic Payment Process. By using this new method of remitting, legal professionals can pay via credit card or pre-authorized debit and can reduce postage costs; pay for their policies as ordered; and eliminate the hassle of cutting cheques.

To sign up, contact us at (416) 307-5042 or (866) 969-9102 or email Anne Valentine at [avalenti@stewart.com](mailto:avalenti@stewart.com).





## Underwriting

Stewart Title offers custom underwriting for many forms of title and survey defects. Simply call one of our underwriters prior to closing to discuss your transaction. Our knowledgeable team understands that each transaction is unique, and has the ability to resolve complicated issues efficiently.

## Business Development Representatives

Stewart Title's expert Business Development Representatives are available to:

- ▶ provide information about the benefits of using Stewart Title and our title insurance;
- ▶ provide you with literature for your clients; and
- ▶ train you and your staff on new programs and streamlined technologies.

For more information about any of our products or services that can make your practice more efficient, contact your local Business Development Representative. Contact Anne Valentine at 416-309-4957 or [avalenti@stewart.com](mailto:avalenti@stewart.com) to find out who your local representative is.



## Lecture Series 2006

Traveling across Ontario once again, Stewart Title's 2006 Lecture Series is on its way to a city near you. This year's series is sure to be a hit!

Our lecture series is made up of several seminars that provide a forum for real estate lawyers and their staff to discuss recent events in the industry, and receive quality continuing education on various topics.

This year's seminars will be hosted in several cities throughout the province. There is no fee to attend and both the seminar materials and breakfast will be provided. Keep a look out for further details in upcoming issues of Ontario Reports or fax invitations.

July 2006 - ON