

Alabama 20 Hour Title Agent Prelicensing Course Birmingham Session – February 6-7, 2020

Alabama Land Title School Promotes Meaningful Education

In 2012, The Alabama Land Title School – in response to legislation requiring that title agents complete 20 hours of prelicensing education and successfully pass a state licensing exam as a prerequisite to licensure – partnered with Karen Koogler, CEO of The Koogler Group, LLC [Alabama Course Provider #23300450] to develop and provide the 20-Hour Title Agent Prelicensing Course.

Note: This Course is approved by the MCLE Commission of Alabama for a maximum 16.7 hours credit, including 1 hour of ethics for Alabama Attorneys.

Course Textbook and State Exam – About the Author / Course Instructor

The Alabama Study Manual for Title Insurance is the textbook upon which the Alabama Title Agent State Exam is based. It's author, Karen Koogler, is the Course developer and instructor of the 20-Hour Title Agent Prelicensing Course. With 40+ years of industry experience, Karen has authored more than 30 industry textbooks and developed myriad educational testing products. She has developed and delivered state prelicensing programs in Alabama, Florida, Indiana, and Virginia and written state licensing textbooks for Alabama, Florida, Indiana, New York, and Virginia, as well as a series of Multi-State Study Manuals for licensing and industry certification. In response to ongoing changes at the Federal level, Karen wrote The RESPA Final Rule [2008] and The TRID Final Rule [2012] – and developed and delivered 8-Hour CE/CLE courses on those subjects to thousands of title agents, attorneys, and loan originators throughout the country. In response to CFPB Bulletin 2012-03 regarding Bank oversight of Service Providers, she wrote The Federal Compliance Risk Management Manual [2014]. She is currently writing several new books to be released in 2019-2020 including TechnoTitle 2030: FutureFocus on Title (Settlement) Agents: Cyber-Insecurity: The Escalating and Unrelenting Attack on the Settlement Services Industry; and From Torrens to Blockchain: The Past, Present and Future of Land Titles. A series of related Online CE/CLE Programs is also underway.

When selecting a prelicensing Course Provider, it is important to choose a Provider and Instructor with a depth and breadth of industry-specific knowledge and experience. Since January 2013, hundreds of Alabama title agents and attorneys have completed the Course taught by Karen Koogler and successfully passed the State Exam.

BIRMINGHAM – FEBRUARY 06-07, 2020

HOMEWOOD SUITES

215 Inverness Center Drive
Birmingham, Alabama, 35242
Phone: 205-995-9823

Please arrive no later than 7:30 on Thursday for morning sign-in with photo ID. Class begins promptly at 7:50.

CLASS SESSION – DAYS ONE AND TWO

7:30 to 7:50	Morning Registration
7:50 to 10:00	Morning Session, Part I
10:00 to 10:20	AM Break
10:20 to 12:20	Morning Session, Part II
12:20 to 1:20	Lunch [On Your Own]
1:20 to 1:30	Afternoon Sign-In
1:30 to 3:40	Afternoon Session, Part I
3:40 to 4:00	PM Break
4:00 to 6:00	Afternoon Session, Part II

ONLINE REGISTRATION INCLUDES COURSE TUITION, TEXTBOOK, AND ONLINE EXAM PREP

Those attending the upcoming session may register online at www.KooglerGroup.com. Click on the Course Calendar located in the upper right-hand corner of the home page. The sessions are listed under Classroom Courses. Click REGISTER, select the upcoming session, and complete your purchase information. The Online Registration includes the Alabama Study Manual 3rd Edition and access to the Alabama Online Exam Prep Program. *Please register at least 5-7 business days prior to course date, to ensure time for UPS book delivery to your business or home address.* The textbook serves as the basis for the prelicensing course and the state exam. *A copy of the ALDOI approved Exam Content Outline appears on Pages 3-4 of this Bulletin.*

ALABAMA INSURANCE REGULATION 482-1-148-.03 – PRELICENSING COURSE

- (1) An individual subject to the examination requirement set forth in Rule 482-1-148-.06 must complete a prelicensing course in order to take the title insurance agent examination.
- (2) The prelicensing course must have been completed within twelve (12) months before the date of the examination.
- (3) An individual is required to present a certificate of completion of the prelicensing course, together with photographic identification, as a condition for taking the title insurance agent examination.

Author: Commissioner of Insurance

Statutory Authority: Ala. Code §§ 27-25-4, et seq. (2012) & 27-25-8 (2001)

History: New October 18, 2012, effective January 1, 2013

PRELICENSING COURSE LOCATION AND AREA HOTELS

The Course will be held at the location shown on page one. While we recommend that participants stay at the venue hotel, there are other hotels in the nearby vicinity.

CASUAL DRESS / BRING A JACKET OR SWEATER

Students are encouraged to dress casually and comfortably. Jeans, shorts, and t-shirts are fine. Bring a sweater or jacket if you are easily chilled, as the classroom is maintained at a cool [72° to 74°] temperature.

BREAKS AND LUNCH

A 20-minute break will be provided each morning and afternoon session. Coffee and sodas are provided. Lunch is on your own, from 12:20 PM to 1:20 PM.

FULL ATTENDANCE AND PHOTO ID REQUIRED – COURSE CONDUCT

To receive a Certificate of Completion, students must attend the entire 20-Hour Course. Please ensure adequate time for commuting to class, so as not to be late – especially now that the course has been condensed into a two-day format, which requires an early start both mornings! Please have your driver's license or other photo ID available for first-day registration [sign-in]. Instructors have the authority and responsibility to deny credit to anyone who disrupts the class or is inattentive. The following student activities during approved class time are prohibited: (1) sleeping; (2) reading non-course books, newspapers, or other non-course material; (3) using a cellular phone or other electronic device except to take class notes or to complete mathematical exercises; (4) leaving the class other than during authorized breaks.

COURSE TRANSFER / COURSE CANCELLATION POLICY

Notice received prior to First day of class	Transfer Fee *	Cancellation Fee *
30 + days	25%	50%
08 to 29 days	50%	75%
07 days or less	75%	Forfeit Fee

* Percentage of Course Tuition

Requests for transfer or cancellation **MUST** be in writing and emailed to KarenKoogler@KooglerGroup.com.

Approved ALDOI Title Insurance Agent Exam Content Outline [2018]

Part I Regulatory Compliance

50 Questions

Section	Description	Pages	Questions on Exam
Part I - Regulatory Compliance		15-180	50
1.1	Alabama Title Insurance Act	15-24	10
1.2	ALDOI Insurance Regulation, Chapter 482-1-148	25-34	8
2	The GAO Report Impact of the Dodd-Frank Act; NAIC Data Points Overview; Matters for Congressional Consideration; Recommendations for HUD Action; Recommendations for State Insurance Regulators / NAIC	35-52	2
3	Consumer Financial Protection Bureau The Dodd-Frank Act and the CFPB; Regulatory Impact of the Act; Contacting the CFPB; State and Federal Coordination and Cooperation on Enforcement; "The Writing on the Wall for the Title Insurance Industry"	53-60	3
4	RESPA Federal Acts and Rules (RESPA, TILA, and TRID); RESPA Section 9 Overview; RESPA Section 8 Overview; CFPB Compliance Bulletin 2015-05	61-74	5
5	Affiliated Business Arrangements Creating and Operating a Viable AFBA; AFBA Checklist; Affiliated Business Disclosure; HUD Statement of Policy 1996-2	75-100	3
6	HUD SOP 1996-4 // Insurer-Agent Remuneration Practices Core Title Services; Limited Agent Compensation; Alabama Title Insurance Act Definitions; HUD Statement of Policy 1996-4	101-116	2
7	Gramm-Leach-Bliley Act The Privacy Rule; Sample Privacy Notices; GLBA Exceptions to Opt-Out Provisions; CFPB Data Security Enforcement Action; Safeguards Rule; Sharing TRID Closing Disclosures under GLBA	117-138	9
8	Rules of Agency Fiduciary Relationship - Title Insurers and Title Agents; Agency Contracts; Closing Protection Letter	139-168	5
9	Industry Ethics Brining Ethics and Values to the Bottom Line; ALTA-From Ethics to Initiatives to Best Practices; Gallup Poll on Honesty/Ethics; Ethics 101; Ethical Decision-Making; Asking Yourself the Right Questions; Southeast Land Title Association Code of Ethics	169-180	3

Part II Industry Information

40 Questions

Part II - Industry Information		181-258	40
10	Industry History and Evolution From Title Assurance to Title Insurance; In Support of the American Dream; A brief History Lesson; the American Recording System; Industry Evolution (Watson v. Muirhead); the Growth of the Industry; a History Lesson not Learned	181-190	1
11	Title Insurance 101 Comparative Analysis: PC Insurance and Title Insurance; Title Insurance as a non-casualty Product; Covered Risks; Alternative Products; Expanded Risk Policies; Indemnification vs. Guarantee; Insurer's Negligence vs. Duty to Indemnify; Unfair Claims Practices; Reliance on the Chain of Title; Claims Settlement and Rights of Recovery; Claims Settlement and Proof of Loss; Insurable Title vs. Marketable Title; Coinsurance and Reinsurance	191-216	2
12	Title Insurance Forms ALTA Form Commitments, Policies, Endorsements, Generally; Brief Comparison of 1992 to 2006 Form Policies; Title Insurance Commitment; Owner's Title Insurance Policy; Loan (Mortgagee) Title Insurance Policy; Title Insurance Endorsements; Closing Protection Letter	217-226	2
13	Title Insurance Commitment 2016 ALTA Title Insurance Commitment; Risk Rate and Related Services Fees; Alabama Title Insurers to File Rates with ALDOI; Commitment Review	227-236	5
14	Owner's Policy Covered Risks; Exclusions from Coverage; Conditions; Schedule A; Schedule B	237-246	20
15	Loan Policy Covered Risks; Exclusions from Coverage; Conditions; Schedule A; Schedule B, Parts I and II	247-258	10

**Part III
Title Search
Examination**

35 Questions

Part III - Title Search and Examination		259-338	35
16	Title Search and Examination The Title Process; Abstract of Title / Title Search; Title Search 101; Where to Search Title; Types of Instruments and Information; Locations of Instruments and Information; Basic Title Search; Confirming the Property Description; "Grantoring" Forward; Foreclosure Fraud; Running the Name Index; Judgment Lien Search	259-272	10
17	Source of Title Real Property; Personal Property; Title to Real Property; Types of Estates; Types of Tenuancies; Sources of Title; Deeds and Conveyance of Title; Deeds Executed by Third Parties; Types of Deeds; Deeds without Warranties; Other Types of Deeds; Wills, Inheritance, and Escheat; the Probate Process; Tax Deeds; Foreclosure; Bankruptcy	273-298	10
18	Liens and Encumbrances Liens and Encumbrances; Monetary Encumbrances; Judgments and Liens; Statutes of Limitation; Mechanics' Liens; Alabama Timeline and Summary for Liens and Encumbrances; Non-monetary Encumbrances; Easements as Encumbrances; Minor Survey Violations; Access; Public Roads; Water Rights; Mineral Estates	299-320	10
19	Surveys and Legal Descriptions Platted Lands; Survey Coverage under the 2006 ALTA Form Policies; Underwriting Guidelines on Survey Coverage; Nature and Type of Encroachment; Extent of Encroachment; Standard Survey Exception vs. Specific Survey Exception; Metes and Bounds Descriptions; U.S. Rectangular Survey System; Longitude and Latitude; Prime Meridian and Equator; Principal Meridians and Base Lines; Guide Meridians and Standard-Parallel (Correction) Lines; Range Lines, Township Lines, and Townships; Township Sections; Section Lands; Standard Measurements; Survey Certifications	321-338	5

**Part IV
Settlement
Escrow**

25 Questions

Part IV - Settlement / Escrow		339-446	25
20	The Settlement Process Industry Investigations, Class Action Suits, etc.; Escrow as a Fiduciary Relationship; The Settlement Process; Pre-closing (Processing) Procedures; Closing Procedures and the "TRID" Rule; Other Closing Considerations; Notaries Public; Electronic Notarization; Marking up the Title Commitment; Post-closing Procedures; Prepaid Interest, Taxes and Insurance; Document Preparation and Closing; FIRPTA; Escrow Responsibilities; Closing Disclosure Certification and the U.S. False Claims Act; Title/Closing Agent Liability; Fraud Committed by Lenders; Fraud Perpetrators; Get it in Writing; Source of Funds; Paying R.E. Agents at Closing Table; Understand what is "TRID-Required" vs. "Industry-Driven"; Sample Forms	339-376	9
21	Real Estate Contracts Parties; Property Description; Fixtures / Personal Property; Purchase Price; Deposit / Receipt of Escrow Funds; Financing Terms; Settlement Date and Location; Title Insurance / Settlement Services / Choice of Provider; Alabama - Availability of Title Insurance; Occupancy / Possession; Expenses, Prorations; Brokerage Fee, Settlement Statements; Terms / Times / Expiration / Acceptance; Closing Date; Risk of Loss; Inspections / Reports / Damages / Repairs; Default; Miscellaneous Terms and Provisions; Conveyance / Marketable (Merchantable) Title; Closing Documents / Recording Fees; Taxes and Assessments; TRID Rule Impact on Brokers, etc.	377-394	4
22	TRID [TILA-RESPA Integrated Disclosure] SAMPLE DISCLOSURES Sample Loan Estimate; Sample Closing Disclosure; Sample Seller's Closing Disclosure; Terminology; Creditor Liability; Title Insurance Premium; Understanding What is "TRID-Required" vs. "Industry-Driven"	395-412	4
23	UPL Issues Federal Perspective; Administrative (Non-UPL) Practices; the Unauthorized Practice of Law; 2012 Update Regarding Compliance with Loan Closing Instructions	413-424	4
24	Cybersecurity Cyberthreats Impacting Title (Settlement) Agents; NYDFS Cybersecurity Requirements for Financial Services Companies; Business Email and Email Account Compromise; A Chain is only as Strong as its Weakest Link; Industry Cyberfraud Example; Escrow Accountability; Electronic Funds Transfers; Cybersecurity Policies and Procedures for Wire Transfers; Notifying Customers of Your Wire Transfer Policy; Cyberliability Insurance	425-446	4

**TOTAL EXAM
150 Questions**

Total Questions on Exam (plus 7 questions that will not count for or against the score) 150 + 7 = 157.

Maximum Time allowed to complete Exam in minutes = 180.

Minimum Correct for Passing Score [70%] = 105 Questions.

Important Information Relating to Title Agent Licensing for Attorneys Licensed by Alabama State Bar

In light of amendments to Section 27-25-3, the ALDOI amended Rule 482-1-148-.01 which appears below:

This course is approved by the MCLE Commission of Alabama for a maximum 16.7 hours' credit, including 1 hour of ethics for Alabama Attorneys.

482-1-148-.01 Purpose, Scope, and Authority

(1) The purposes of this chapter are as follows:

(a) To set forth rules and procedural requirements the Commissioner deems necessary to carry out the provisions of Chapter 25 of Ala. Code Tit. 27, relating to the licensing of title insurance agents; the issuance of title insurance agent appointments; the authorization of prelicensing course providers and approval of prelicensing courses; and the various types of disciplinary action concerning licenses and grants of authority.

(b) To set forth the procedures for the renewal of licenses of title insurance agents, as required by Ala. Code § 27-25-4.2 (2012).

(c) To implement the continuing education requirements for title insurance agents set forth in Ala. Code § 27-25-4.4 (2012).

(2)(a) This chapter shall apply to individuals and business entities applying for and renewing a title insurance agent license, to persons authorized to provide prelicensing and continuing education courses for title insurance agents, and to all title insurance companies appointing title insurance agents.

(b) Pursuant to Ala. Code § 27-25-3, attorneys licensed by the Alabama State Bar are exempt from the licensing requirements of this chapter. If a licensed attorney chooses to do business through an entity law firm, that entity law firm shall be likewise exempt from the licensing requirements of this chapter. Should a licensed attorney choose to do title insurance business through an entity separate and apart from a law firm, that entity will be subject to the title agent licensing requirements of this chapter and at least one individual must be licensed as an individual title insurance agent, even if that person is a licensed attorney who would otherwise be exempt from licensing. Likewise, should an individual who is not a licensed attorney seek to do business as a title insurance agent through an entity law firm, then the entity law firm would be subject to the licensing requirements of this chapter.

(3) This chapter is adopted pursuant to Ala. Code §§ 27-19 25-3, 27-25-4, and 27-25-8 (1975).

Author: Commissioner of Insurance Statutory Authority: Ala. Code §§ 27-25-4, et seq. (2012), 27-25-8 (2001) & 27-25-3 (2016)
History: New October 18, 2012, effective January 1, 2013; 1 Revised/Effective May 10, 2016.
