

2025 MLTA Spring Education Seminar • May 14-16
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ALTA 2025 Presentation – Defending Your Business From What’s On the Horizon

ALTA leadership continuously contemplates the challenges and opportunities that exist in the land title and settlement industry. ALTA Board member Quinn Stufflebeam will discuss the strategic priorities ALTA focuses on to help ensure the industry thrives in a shifting business, economic and regulatory environment.

Outline: ALTA’s Strategic Priorities Update

1) Intro: ALTA’s Mission

a. Help members excel in a changing business and regulatory environment:

- i. Advocate
- ii. Educate
- iii. Educate Build Networks
- iv. Create and promote professional industry standards

b. Introduce 2025 Strategic Priorities

2) Champion the title insurance industry and combat regulatory threats

a. FinCEN: Real Estate Anti-Money Laundering

i. Impact on Industry

ii. Expanding the GTOs

iii. August 2024 Final Rule

- Timeline
- What transactions are covered?
- What to collect and how to collect?
- Filing the form

b. FHFA Title Acceptance Pilot

i. Concern over Fannie Mae’s waiver of lender title insurance on certain transactions

ii. Fannie Mae plans for 2025 and 2026

c. Unregulated Title Insurance Alternatives

i. Fannie Mae expanded use of Attorney Opinion Letters

ii. Limited Circumstances

iii. Significantly increases risk to consumers and lenders

iv. Industry Response

- Protecting America's Property Right Act

- FAQs on title insurance vs. AOLs

v. Industry Impact

d. Other Regulator Concerns

i. FinCEN Beneficial Ownership Reporting

ii. Fannie/Freddie Multifamily Disbursements

iii. GSE Reform

iv. CFPB

v. FTC

e. Research and Data

i. Curative Analysis

ii. Claims and Claims-related losses

iii. Economic contributions of title and settlement services industries

3) Promote title insurance as the best way to protect property rights

a. ALTA Policy Forms Update

i. New and revised forms

b. Non-Title Recorded Agreements for Personal Services (NTRAPS)

i. Protecting consumers

ii. 30 states have passed versions of the ALTA model bill

c. Heirs' Property

i. What is heirs' property?

ii. Challenges to heirs' property

iii. What can be done?

iv. Legislative steps

d. Consumer Education

e. ALTA Good Deeds Foundation

4) Succeed through adaption and innovation

a. Artificial Intelligence

i. Transformative force in the title industry

ii. Data Privacy and ethical concerns

iii. AI in your operation

b. Cybersecurity

i. Identifying industry trends

ii. Industry advisory and guidance

iii. Need to evolve and adapt

c. Digital Payment Methods/Good Funds Laws

i. Payment rail (wire transfers, RTP, Fed Now, ACH)

ii. State law research

iii. Model Law

- Protection principles

iv. Resources

d. Fraud

i. Seller impersonation

- Fraudsters impersonating owners to illegally sell property
- Typically target vacant lots or unencumbered properties
- Identifying and combatting seller impersonation fraud

ii. Wire Transfer Fraud

- FBI: \$400M in losses in 2022 due to BEC scams
- New industry tools
- ALTA Best Practices – wire verification services
- Resources