Virginia Land Title Association 2025 Annual Convention

Description



VLTA Examiner

EACH VOICE COUNTS

The Virginia Land Title Association (VLTA) is thrilled to announce our Annual Convention, taking place October 23-24, 2025, at the Hilton Short Pump in Richmond, Virginia. This yearâ??s convention promises dynamic education sessions, powerful networking opportunities, and plenty of fun as we come together to celebrate the people and progress of our industry. Whether youâ??re a seasoned title professional or new to the field, this is your chance to learn, connect, and grow.

What to Expect?

- 7-Hours of Education CE & CLE (pending)
- Thursday Morning Legislative Breakfast **(separate registration is required)**
- Special Guest Keynote Speaker
- New Member & First Time Attendee Welcome Reception (by special invite)
- Thursday Night Opening Reception (for all registered Convention attendees)
- Friday Morning Breakfast (for all registered Convention attendees)
- Exhibitor Showcase
- Member Section Meetings (Agents, Title Examiners, and Underwriters)
- â??Friday Night at the County Fairâ?• (for all registered Convention attendees)
- And more!

VIEW THE FULL SCHEDULE & LEARN MORE HERE!

REGISTER NOW FOR EARLY BIRD PRICING

VLTA Convention 2025 Education Sessions Lineup





JAMES PICKRAL & KATHERINE CRAWFORD (1-HOUR CE & CLE PENDING)

â??Grassrootsâ?• Legislation session

Get an inside look at the legislative wins and challenges that shaped the title industry during the 2025 Virginia General Assembly session, and prepare for whatâ??s ahead in 2026. This grassroots-focused session will equip you with advocacy tools, share updates from the past yearâ??s key bills, and outline the anticipated issues on the horizon for the upcoming sessionâ??so youâ??re ready to make your voice heard.



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SARAH LOUPPE PETCHER (1-HOUR CE; CLE PENDING)

Real Estate Closings in a Post NAR Settlement World

This workshop aims to equip real estate settlement professionals with the knowledge and skills necessary to successfully navigate handling agent compensation in the post-NAR Settlement world. It covers the latest NAR Settlement updates, best practices for settlement agents, and effective strategies to handle the inevitable settlement compensation headaches.



KEVIN POGODA (1-HOUR CE & CLE Approved)

Advocating for Title Insurance: From Congress to the Closing Table

Itâ??s time to talk title! This presentation gives a brief overview of the Pilot Title Acceptance program and attorney opinion letters, both of which allow a lender to dispense with the usual requirement of title insurance. The remaining portion of the presentation will focus on how to market an ownerâ??s title insurance policy, which is much more than rehearsing coverages found in the policy or presenting the consumer with a glossy brochure. Instead, this presentation will focus on the fundamentals of persuasionâ??recognizing the objections that a consumer has to title insurance and presenting the benefits thereof in a way that overcomes those objections.



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MARILYN CUNNINGHAM (1-HOUR CE; CLE PENDING)

FinCEN Understanding the Residential Real Estate Reporting Rule

This comprehensive course offers an in-depth exploration of the Financial Crimes Enforcement Network (FinCEN), including a brief overview of its mission and the existing Geographic Targeting Orders (GTOs). The primary focus will be on the forthcoming Residential Real Estate Reporting Rule, set to take effect on December 1, 2025.



TOULA DREIFUSS (1-HOUR CE; CLE PENDING)

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Transactions with a Twist: A Practical Guide for Settlement Professionals

This presentation aims to equip real estate settlement professionals with the knowledge and skills necessary to successfully navigate transactions involving out-of-the-ordinary details to include powers of attorney, entities, estates and fiduciaries and a variety of other non-standard specifics. The materials include information on what documents to request and review, what questions to ask of the involved parties, and special underwriting requirements related to the issuance of title insurance.



JEN SKRABAK (1-HOUR CE & CLE PENDING)

Every Penny Countsâ?¦Or Escrow Gone Wild

Every penny needs to be accounted for â?? in each process â?? or your escrow (or trust) account can go wild. In this session, weâ??ll discuss escrow accounting procedures from the â??voicesâ?• of the escrow officer, the agency owner, your auditor, ALTA Best Practices, and from the Virginia Code. Iâ??ll be showing you the money!



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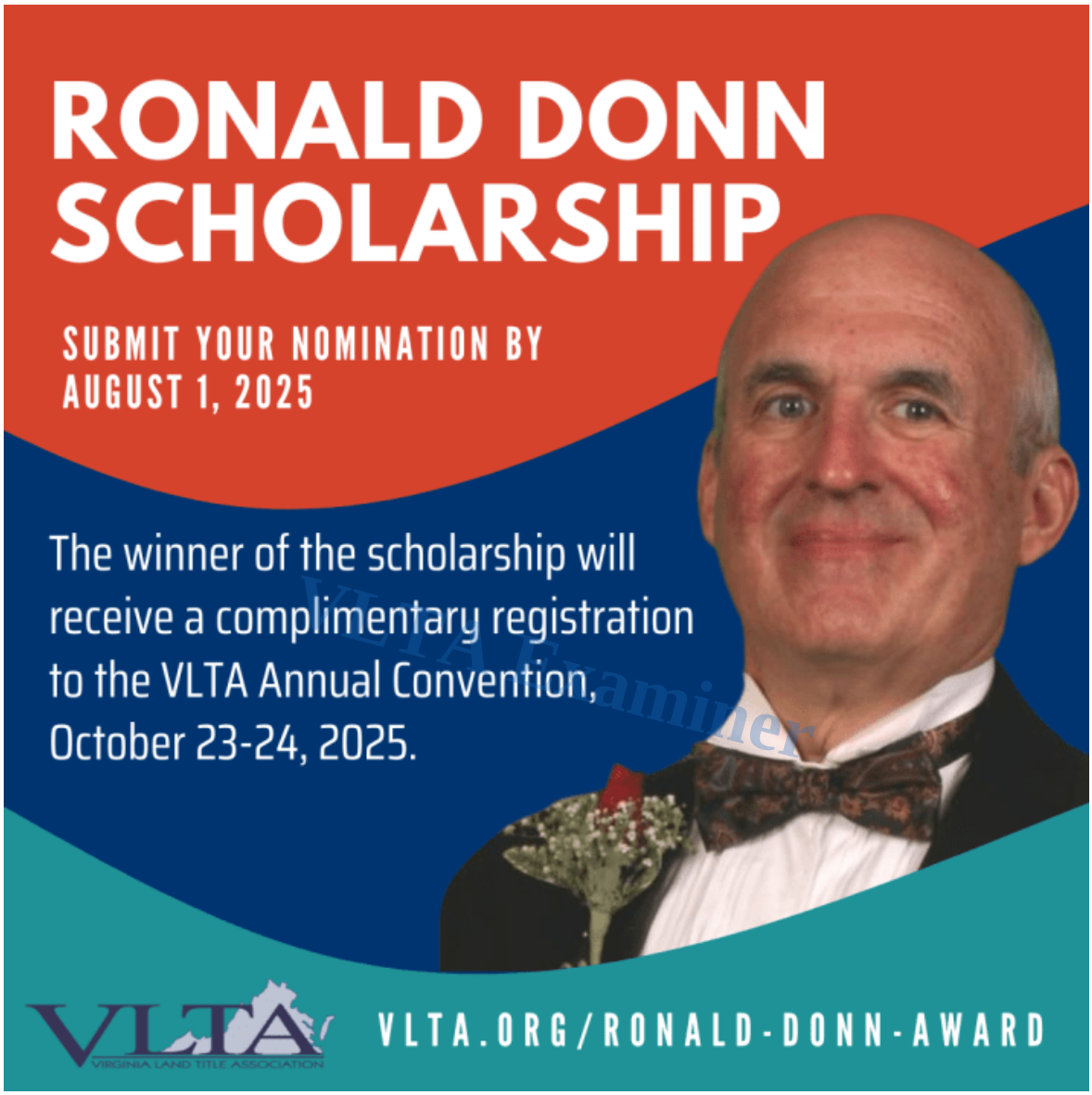
ANGELA CROOKER (1-HOUR CE & CLE PENDING)

Title Settlement Agency: Inception to Dissolution

What you need to know about obtaining and maintaining a title settlement agency license for your business. Best practices for keeping operations compliant each step of the way.



RONALD DONN SCHOLARSHIP ~ Your Golden Ticket

Say hello to the **VLTA Ronald Donn Scholarship** â?? your golden ticket to professional growth (and bragging rights). This scholarship can help cover the costs of VLTA education courses and get you one step closer to your goals.

ð??? *Why apply?* â? Free education â? Career development â? Recognition from your peers â? Ronald Donn would totally want you to

So what are you waiting for? Applications are quick, the impact is big, and the only thing missing is **YOU**.

ð??? Apply now and let VLTA invest in your future:

CLICK HERE & NOMINATE YOURSELF

CRITERIA

Applicants for the Ronald Donn Award must demonstrate the following:

- Status as a Licensed Title Insurance Agent or VCTE, preference to ***newly*** licensed or certified professionals (within past 24 months)
- Membership in good standing with the Virginia Land Title Association â?? individual or company membership
- Commitment to attend all educational sessions offered at Convention
- Willingness to report on your experiences at Convention for a brief article in the *VLTA Examiner* Magazine.

VENDOR SHOWCASE:

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CATIC
Conestoga Title Insurance
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Norman Spencer
Old Dominion National Bank
Sandy Spring Bank
SoftPro

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