VLTA Board of Director Spotlight: Jessica Snead

Description



1. Why are you a member of VLTA?

I joined VLTA because it brings together professionals who share a common goal: protecting the land title industry in a landscape that is constantly evolving with new developments in technology, new regulations, and market fluctuations. The title industry plays a sometimes quiet but essential role in every real estate transaction. VLTA provides a unified voice for the industry to advocate for sound policy while also providing educational and networking opportunities for those of us fortunate enough to work in this field.

2. How long have you been in the title industry and how did you get started in this profession?

I have only â??officiallyâ?• been a part of the title industry since April 2025, but it feels a bit like it was my destiny. My first job out of law school was acting as a closing attorney for hundreds (maybe thousands) of residential refinance loan closings. From there I moved to the commercial closing department of a bank where the collateral ranged from commercial real estate to business inventory and even small private planes. Immediately prior to joining the title industry, I worked for many years as a foreclosure attorney, and this is where I discovered how intellectually engaging and impactful it is to work in the world of real estate title.

What drew me in, and what has kept me here, is the combination of legal analysis, problem-solving, and practical real-world impact of this work. Every â??problemâ?• we are asked to fix presents a new puzzle to solve in a way that meets the requirements of the law, mitigates risk, and hopefully results in a happy customer.

3. What excites you about what you do or what is the most challenging aspect of your job?

What excites me the most is the investigative aspect of the work. No two transactions are alike, and each one presents its own facts, challenges, and occasionally mysteries that need to be unraveled. I find a real sense of accomplishment in resolving issues that will allow a transaction to move forward.

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The most challenging aspect of the job can be that much of our work occurs behind the scenes, but the success of the deal can depend on our ability to find a solution. We are often solving complex problems under tight timelines to avoid any delays in the closing.

4. Why is the title industry a great career opportunity for those entering the workforce and what advice do you have for professionals starting their career in the industry?

What makes the title industry a great career opportunity is that there are so many different career paths and opportunities for growth because this industry combines legal analysis, real estate, risk management, finance, and customer service. Because of this variety, people from many different backgrounds can find long term success and fulfillment in this business. I personally enjoy it because it touches on so many different aspects of the law from the obvious real estate issues to estate law, criminal law and beyond. Itâ??s not an exaggeration to say that I learn something new every day.

My advice to those starting out is that consistent effort and a willingness to learn will serve you well. This industry rewards those who ask questions, develop a strong understanding of how transactions fit together, and build relationships across disciplines. Sometimes the deadlines and pressure to meet them can be intense, but if you treat everyone with the same respect and kindness that you would expect, it will pay dividends.

5. What is something that others in the industry may not know about you?

What you may not know but will not be surprised to learn is that my love of solving puzzles spills over into my personal life as well. In my free time I enjoy working on a good old fashioned jigsaw puzzle, playing the daily NYT wordle, or finding my way out of an escape room.

Category

1. Members
2. Uncategorized

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