

VLTA Board of Director Spotlight: Jerry Booth, Esq.

Description



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

I have been in the title industry since the summer of 1991, when I did an internship with the Norfolk Branch of Lawyers Title in between my second and third years of law school. I knew very little about the title industry at the time, but the chance to live and work in Tidewater for the summer was certainly an easy sell for a 20-something! I mostly searched titles that summer, and I had the opportunity to do so in Virginia Beach, Norfolk, Portsmouth, Chesapeake and other record rooms in the area. I was hired the following year as an attorney at the Richmond Branch of Lawyers Title.

2. What different things have you done in the industry, and what positions have you held?

Almost too many to name, but I was title attorney and agency counsel at the Richmond Branch of Lawyers Title where I mostly worked with our agents and in-house underwriters and examiners. I also did residential closings from time to time. I was later National Division counsel for Lawyers Title where I mainly handled large commercial transactions for large corporate customers. Following that, I was claims counsel for LandAmerica handling claims across the Mid-Atlantic region. I then went into private

practice where I handled commercial real estate transactions and real estate and business-related litigation. After six years in private practice, the legendary Fred Augustine retired from Fidelity's Roanoke office in 2015, and Debbie Davidson and Frank McCormick were kind enough to offer me a position as counsel for that office. It has been such an incredible experience working with this office and our customers, and I am forever grateful to Debbie and Frank for bringing me on at Fidelity.

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

I love the people and relationships and friendships I have made over the years in the industry. That includes co-workers and customers, and even many people who work for competitors. There are some truly great and bright people throughout the industry, and I look forward to working with them every day. After being in litigation for 6 years where every day was filled with constant battles and acrimony, it has been a blessing to be back in this industry where I get to spend my days helping customers and co-workers solve problems, get deals closed, and build their businesses. As far as challenges, I think most people in real estate would agree that our industry is almost always very fast-paced and time-sensitive. We always have to be ready to dive in at a moment's notice to help solve some very challenging problems.

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?

See response to (3) above.

5. Why are you a member and serve on the Board of VLTA?

It is said that the first part of our lives is largely spent taking care of ourselves, and focusing mostly on personal growth, achievements and material security. The latter part of our lives should be spent giving back and helping others to a much greater extent. Being well into the latter portion of my career at age 60, I feel like I've had a lot of experience which may be helpful to others and the industry. VLTA was a natural fit to give back to our industry which has given me so much. I serve on the Board, and I am on the Examiner publication committee where I have submitted a number of articles, and have been able to work with some great and talented people. I am also the Chair of the Legislative Affairs Committee where I am blessed to be able to work with more wonderful and talented people. I plan to continue in that role for the foreseeable future. I would strongly encourage everyone in our industry who wants to learn more about the industry, to join VLTA and serve in some capacity.

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

I used to be an avid, albeit slow, runner before double hip replacement surgery almost 10 years ago. I completed 3 marathons, and a bunch of half marathons and 10K's. I am now relegated to elliptical machines and walking and golf, but am certainly grateful for that. I am also a VERY avid Red Sox fan along with my daughter. We have seen them play live 10 times in 3 different stadiums together, and our Sox are 10-0 in those games, most recently a 17-1 victory over the Orioles at Camden Yards in April. We are looking forward to the likely playoff showdown with the Yankees which will be right about the time this goes to publication. I also love rescuing older hounds. They are the best.

Category

1. Members

Date Created

2026/09/30

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