

VCTSA Success Story

Description

In 2021, I took the Virginia Certified Title Settlement Agent (VCTSA) course through VLTA. By its own definition, the VCTSA Course is “the only advanced instructional program available for title settlement agents in Virginia to promote higher standards and skills for title settlement agents to benefit the land title industry and real property consumers.”

My reasons for taking the course were not only to further my own knowledge of the details of the settlement process, but to be able to confidently identify this course as a resource to agents or anyone expressing a desire to gain a deeper dive into the settlement process.

Historically, our industry has been built using an apprenticeship model of learning. One might have an employee who shadows them on what they do each day, how they process a file, walk through documents at a closing, etc. But if asked by the employee for the WHY behind what they are doing, how many take the time to go beyond “because that is how we have always done it”? How many take the time to go into the details of WHY these steps need to be taken, how they impact other areas of the settlement process, and what it all means?

This 16-hour course goes beyond the basics and digs deep into the educational element of what we do and more importantly, WHY we do it. Do you want to know about the 3 sets of instructions a settlement agent must follow? That’s covered. What about knowing who has the authority to sign closing papers? That’s covered. The importance of handling money carefully? That’s covered. What the heck is FIRPTA? That’s covered. And absolutely everything else in between.

Once certified, there are continuing education requirements that will need to be met. I know that most groan at the idea of additional CE requirements. But this is a good thing! Since continuing education for this certification type is strictly related to the settlement process, it will only enhance your knowledge of these ever-evolving functions. Whether you are an industry veteran or someone just getting started, you will have countless takeaways from this course that strengthen your understanding and ability to be a successful settlement agent.

VLTA Examiner



Megan Meloon**Assistant Vice President / Agency Representative****Old Republic National Title Insurance Company**

Megan began her career in the title industry with Old Republic in 1996. After 9 years in internal Agency Administration and shortly after obtaining her Virginia Title License, she transitioned to become an Agency Representative. In 2012, Megan was promoted to Assistant Vice President and was the 2017 recipient of the Company's Presidents Award. Megan has also been an active member of the VLTA since joining in March of 2003. Since 2006, she has volunteered and/or chaired the Membership and Events Committees. Megan has also volunteered in the Habitat for Humanity projects under the VLTA's Habitat Partnership from 2007 until 2011. She was the recipient of the 2011 Volunteer of the Year award and is Past President for the 2019-2020 term. In 2021, she became a Virginia Certified Title Settlement Agent (VCTSA).

Category

1. Education
2. Settlements
3. Uncategorized

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