

Introducing VIP[™]:

The LDD Virtual Intermediary Program[™]

Every residential real estate transaction goes through a series of stages, involving a number of service providers assisting purchasers, vendors and mortgage lenders. Lawyers are central service providers in the real estate transaction. They:


- receive and review the agreement of purchase and sale;
- confirm title;
- receive mortgage instructions;
- facilitate title insurance;
- prepare and review closing documents;
- receive and disburse mortgage proceeds and closing funds;
- register appropriate documentation; and
- complete the transaction.

From the mortgage lender's perspective, lawyers already are the lending institution's outsourcers.

Lenders have told us that the process of receiving, formulating and disseminating information has historically been a cumbersome, paper-based process. To make efficiency gains, an easily accessible electronic or virtual intermediary, that is designed to formulate and distribute information in a manner consistent with the requirements of the mortgage lender, is desperately needed. Welcome to the world of **VIP**.

What is VIP?

VIP (Virtual Intermediary Program) is a complete, Web-based, transaction processing platform, developed by LawyerDoneDeal Corp. ("LDD"), including as an option the enhanced protection afforded by a TitlePLUS[®] title insurance policy.¹ It is the perfect combination of mortgage processing, title insurance and technology.

continued on page  3



TitlePLUS Confirmed Lenders

If you are not a TitlePLUS Confirmed Lender, here are the advantages to becoming one:

Superior Protection

TitlePLUS title insurance provides superior protection through its legal services and fraud coverages, as well as post-closing coverage for certain events.³ In particular, TitlePLUS **legal services coverage** is unusual in the industry in that it covers the lender for all the work the lawyer does in a transaction, which may not fall under a traditional title insurance risk category.

Also, a TitlePLUS policy can insure **both the purchaser and lender** in any purchase transaction, for the same cost. The policy provides protection for the actual financial losses a purchaser and lender may suffer from title defects or the negligence of the lawyer handling the transaction. All residential properties can be title insured for up to \$2 million in value under the program, including multi-unit properties (up to 4 units).

Standardization

The lender is familiar with the standard-form coverage and exclusions contained in the TitlePLUS policy. They do not change so the lender does not have to be concerned.

All documentation associated with the lender's deals is standard, regardless of which lawyer is handling the transaction and where they are located.

If the lender specifically instructs the lawyer to obtain or provide additional opinions or verifications,



these will be confirmed by the lawyer in writing.

Any additional coverage requested by the lender and approved by the TitlePLUS insurer will be incorporated in the policy directly or provided by way of written opinion from the lawyer, thus engaging the protection offered by the TitlePLUS legal services coverage.

Convenience

All lender requirements are published by LAWPRO so that all TitlePLUS subscribing lawyers are informed of the lender's requirements. This streamlines the process, so that lawyers do not need to call the lender for specific instructions on each transaction.

New Products

LAWPRO is constantly introducing new products and concepts. If you

are a confirmed TitlePLUS lender, you and your clients can take advantage of these new ideas.

Become a TitlePLUS Confirmed Lender

We have a simple letter agreement that needs to be signed by both the lender and LAWPRO. When it is signed, we publish the lender's requirements on all of our Web sites as well as with all of our subscribing lawyers. To get more details and a copy of the required agreement, just contact Jennifer Hutcheon at jennifer.hutcheon@lawpro.ca or 416-598-5881, or Mark Farrish at mark.farrish@lawpro.ca or 416-598-5866.


Our Confirmed Lender's list presently contains more than 80 lenders with national and regional presence. We would be pleased to add you to the list. ✓

Meet Jennifer Hutcheon, TitlePLUS Lender Consultant

Chris March, National Sales & Service Manager, TitlePLUS, is pleased to introduce our new Lender Consultant, Jennifer Hutcheon.

Jennifer graduated from Queen's University and has completed the real estate salesperson licensing program and the financial services underwriting course for mortgage brokers.

Prior to joining LawPRO's TitlePLUS department, Jennifer worked in the financial services industry, where for many years she was involved in all aspects of mortgage lending, including sales, underwriting and funding.

Jennifer is the primary TitlePLUS liaison with lenders and would be pleased to hear from you. She can assist you in becoming a Confirmed Lender, and she would be happy to attend at your offices for training and to provide product update sessions. You can contact Jennifer at jennifer.hutcheon@lawpro.ca or 416-598-5881. 



Introducing VIP

continued from page  1

The VIP initiative provides simple, anywhere/anytime platform access to authorized users. It contains a powerful file management/document production capability that ensures complete and accurate transaction processing.

Lenders post their commitments on the Web and lawyers access them with personalized security credentials via the Internet. Lawyers prepare documents, carry out due diligence and obtain title insurance using the automated capabilities of VIP. Reports are automatically system-generated in a format that is optimal for the party requiring the information.

The entire solution focuses on consistency and standardization as its cornerstone.

The result is a significant reduction in paper flow and administrative costs, combined with an increase in productivity and in the quality of the end product.

Who is involved with the creation and support of VIP?


LawyerDoneDeal Corp. innovates, creates and implements complete, state-of-the-art file management, document production and transaction processing solutions for the legal profession.

Lawyers' Professional Indemnity Company (LawPRO®) is a Canadian insurance company that is licensed to provide professional liability insurance and title insurance in numerous jurisdictions across Canada. Through its TitlePLUS operation, LawPRO provides comprehensive title insurance and legal services coverage for residential

purchase and mortgage-only/refinance transactions handled by lawyers. TitlePLUS title insurance is available in all provinces, except Quebec.²

LawPRO and **LDD** are working together to bring cutting-edge, Web-based products, like VIP, to the service providers in the real estate transaction.

The VIP initiative is also supported by the Working Group on Lawyers & Real Estate. Representing County & District Law Presidents' Association (CDLPA), Ontario Bar Association (OBA), and Ontario Real Estate Lawyers' Association (ORELA), the Working Group undertook an extensive series of meetings in 2003-04 when considering how to enhance communication and workflow between lenders and lawyers. VIP

continued on page  4

Introducing VIP

continued from page 3

is considered a lender and lawyer-friendly approach to maintaining the historic relationship between lawyers and their lender clients, while introducing 21st century technology for everyone's benefit.

What can VIP do for you?

VIP provides for the seamless movement of data into all Web-based TitlePLUS title insurance delivery channels. Although VIP is designed to integrate seamlessly with TitlePLUS policy issuance, it is not compulsory to purchase a TitlePLUS policy in order to use the system.

LDD provides a mechanism for data availability in an export file from VIP to third parties, in a prescribed XML format, at a cost of \$10 per file.

For transactions where a TitlePLUS policy will be purchased, VIP has the benefit of the TitlePLUS program's relationships with over 2,700 real estate lawyers in Ontario alone, all of whom are eligible to subscribe for access to this innovative Web-delivery program. In brief, this means that there exists an

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opportunity to outsource a lender's back-office by utilizing 2,700 "virtual storefront" opportunities. Moreover, your borrowers will close their transactions in the presence of a lawyer, who is qualified to answer legal questions and explain the legal documents being signed.

VIP is unique; it does not focus on a centralized, single-source document production and document management centre, as we do not believe that this is the most efficient means for delivering services to a financial institution. Instead, we work with lawyers, who have relationships with both lenders and borrowers in all areas of the country, and are required to adhere to the processing and due

diligence guidelines embedded in LDD's Web-based systems.

In addition, because VIP is Web-based, it retains the flexibility to develop and deploy customized programs on behalf of lenders that target a wide range of potential customers.

If VIP is of interest to you, contact Mark Farrish at mark.farrish@lawpro.ca or 416-598-5866. ✓

- 1 TitlePLUS is underwritten by Lawyers' Professional Indemnity Company.
- 2 In Manitoba, contact Reider Insurance Services at 204-338-3888. In Saskatchewan, contact a member broker of IBAS. In Alberta, contact Phoenix Group Edmonton Inc. at 780-482-6936 or 1-800-563-5325.
- 3 Please refer to the policy for full details, including actual terms and conditions.

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