

2010

Inland Empire Management

Authorized Agents for Virtual Escrow™ Technology

Virtual Escrow Technology no longer must be located within a Title Company. Any Title Representative or Title Company may offer Virtual Escrow Technology to any properly licensed Mortgage or Real Estate Company and acquire the identical benefits as if making use of an internal Title Company Virtual Escrow Department.

Kevin Cisneroz
Inland Empire Management



Virtual Escrow Technology™ no longer must be located within a Title Company. Any Title Representative or Title Company may offer Virtual Escrow Technology™ to any properly licensed Mortgage or Real Estate Company and acquire the identical benefits as if making use of an internal Title Company Virtual Escrow Department. Inland Empire Management becomes your Virtual Escrow Department, no lease agreements are necessary.

As Inland Empire Management is your Virtual Escrow™ Department we administer all aspects of the program for you. All you have to do is identify perspective clients and refer them to Inland Empire Management. If the client has no experience with Virtual Escrow™ they may need a thorough explanation of the program along with a demonstration. If this is the case you need to merely coordinate a date and time, and meet with one us (on-line) or at their location.

If the Broker is familiar with Virtual Escrow™ or has used it in the past, and does not need a demonstration, and just wants to get set up and be trained, simply provide us with the Brokers contact information. We will email them everything needed to install their company and open their trust account. We will schedule training and walk them through ensuing closings.

If you have a client that wants to use your Title Company, but is using Virtual Escrow™ with a another company, simply supply us with the name of the company, their Broker Code number, the name of the company they are currently using, and the name of their Trust Bank. We can then look them up in the system. Keep in mind we have a couple thousand brokers in our system, so the more information you can supply us, the easier it is for us to locate them and make the transfer to your Title Company. In most cases a signed transfer form is all that is necessary.

The Broker is supplied with a Title Code to use whenever a new escrow is opened. An Open Order Request is generated and is automatically delivered to your designated Title Officer or open order desk under your Title name. We install your Title fees, your Title Officers, and. Title Representatives contact information. If you should have any questions pertaining to the above please feel free to get in touch with me at any time.

Kevin

951.375.8159

909.591.9387

Kevin@ieemanagement.com

Inland Empire Management
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Contact information and Instructions

Virtual Escrow Department – contact information

Kevin
951.375.8159
909.591.9387
Fax: 909.627.6632
Kevin@ieemanagement.com

Kimberly
Virtual Escrow Officer
909.59.9387
Fax 909.902.1619
Kimberly@ieemanagement.com
www.virtualescrow.com/iee

Kathi – Trust Accounting and Reconciliation Support
714-552-7040
kbrand@virtualescrow.com

New Broker Set up Instructions

Existing Virtual Escrow Users

For any broker wishing to switch from another company supply Kimberly with the following information:

- a. Company name, broker's name, contact phone and email address.
- b. Reps name, phone and email address.

We will then get back to the Rep and Broker with what we will need to transfer the account. Normally just a signed transfer form will be required.

New Brokers Desiring a Demonstration

For new brokers wishing to see a demo contact Kevin. This is the best way to get brokers to sign-up. Just get them to agree to see a demo, always include their processor or escrow coordinator. Rep should always be present to assist and support the Client. This is also a great way to learn all about Virtual Escrow.

New Brokers Desiring to Sign-up (no demo required)

For new brokers who wish to sign up, and do not require a demonstration, simply supply Kevin with the Broker contact information, we will also need the Reps phone and email address. We will send out the set up package, and we will work with the Rep in securing all required documents.

When all required documents are secured we will install the Broker, arrange training and open the Brokers trust account.

Brokers with different levels of experience require different levels of software.

Level I is the program outlined on our website. This is the original program and the one used 95% of the time. Fee per closing \$275.00

Level II This level assumes personnel with greater level of escrow experience; therefore, additional screens are made available. Fee per closing \$175.00. Most brokers normally start on Level I

Normally speaking all Brokers start at Level I moving only to Level II with proven experienced and knowledgeable personnel

In addition to normal screens, (Level I) the broker will have access to the following screens:

- Legal and vesting screen
- Legal Description screen
- Payoff screens (in Estimates)
- Taxes and Secured Lien screen (Estimates)
- Escrow and Title fees (Estimates)
- Extended Print menu screen with legal documents

Level III All of the above applies; however, in this level by agreement the broker will not prepare any legal documents. Fees range from \$200.00 to \$225.00 per closing.

Level III is not a Lender/Broker Escrow Division like Levels I and II, it is an internal Title or Independent Escrow using Virtual Escrow Technology. Fee set by Title or Independent Escrow Companies, normally less than normally charged escrow fees. For Title Companies using Closing Solutions for Level I and Level II clients we have established a relationship with two Independent Escrow Companies to process Level III accounts.

Direct Lease Program our program is leased directly to any company having a need for an escrow processing program. Escrow experience is necessary as there is no full time Virtual Escrow Officer assisting. Initial upfront license fee with a low fixed monthly fee saves Virtual Escrow Clients hundreds of dollars every month. Direct the program towards companies with experienced escrow personnel with volume to support an escrow division. Most of our direct lease clients started on Level I, moved to Level II and then into the Direct Lease. An excellent way to lock up Title Business.