

5 THINGS to look for in a title company

Borrower expectations are rising. They want their transactions handled more smoothly and efficiently than ever before, and it's up to financial institutions to rise to the challenge. When it comes to first mortgages, purchases and refis, your borrower's opinion of your institution will be shaped by everything that happens during the transaction, all the way through closing.

That's why your choice of title partner is so important. The title company should enhance the borrower experience in meaningful ways. Here are just a few things you should look for in a title company.

1

What types of loans can your title company close?

Your title company should be able to close the types of loans you offer, no matter what they are:

- Purchases • Refinances • New Construction • VA, FHA and USDA
- Seller side • And more

A versatile title partner means you always have someone to rely on, no matter how complex the transaction.

2

Is the title company ready for today's tech demands?

Borrowers expect that you have strong technology to move things along quickly. That's a lot easier if your title company has software that integrates with your LOS.

Servion Title is on top of tech. For example, our title software integrates with Encompass®, so we can transfer all title commitment information to you in one click.

3

Does the title company provide support for all your trailing documents?

No matter your origination channel, the title company should have the ability to track:

- Security instruments • Title policies • Assignments • Powers of attorney
- Consolidation extension and modification agreements

4

Can the title company meet borrowers on their terms?

Today's borrowers, like all of us, are used to having things delivered to us. Not just pizza or mail, but virtually everything.

- Do the title company's closers travel to meet borrowers for closings?
- Are mobile notaries available?
- Or is closing restricted to the title company's office?

5

Is the title company staff available and responsive?

Servion Title has a dedicated hotline you can call to reach a closer. So when the unexpected happens at the closing table, we'll be there to support you.

Learn more about how Servion Title can help you with purchases, first mortgages, and refinances at

myservion.com/title