



CONDUCTING CONGRESSIONAL MEETINGS

Meeting Agenda



This agenda is meant to serve as a recommended guide to structure your conversation.

INTRODUCTION (2-3 minutes)



- ▶ State delegation leader will start the meeting with a quick introduction of themselves (*name, company, hometown*) and the land title industry (*reference background from ALTA's "Our Title is Protection" handout*)
- ▶ Highlight any relevant connections to the Member of Congress' district or state
- ▶ Emphasize the importance of what the industry does to provide peace of mind and protect property rights for consumers

OVERVIEW (2-3 minutes)



- ▶ Talk about your experience/years in the industry, number of people you employ or in your company (*reference data from ALTA's "Our Title is Protection" handout for helpful national and state information on jobs and wages in our industry*)

TELL YOUR STORY (5-7 minutes)



- ▶ Tell a story about how you've assisted your customers during the COVID-19 pandemic and beyond through innovation and other creative approaches to closing and securing their property rights (*digital closings/Remote Online Notarization, drive through closings, etc.*)
- ▶ Talk about why you work in the title industry and the joy you derive from helping your customers and giving back to your community
- ▶ Highlight the importance of the SECURE Notarization Act and the ability for everyone nationwide to have access to Remote Online Notarization with uniform minimum consumer safeguards, including the use of tamper-evident technology, multifactor authentication of a signer for identity proofing, and an audiovisual recording of the notarial act (*reference SECURE Notarization Act handout*)
- ▶ Reference the "Importance of Fair and Sensible Regulation" one pager and discuss current regulatory initiatives by federal agencies and the title insurance industry's numerous efforts to help consumers

ASK (2-3 minutes)



- ▶ **Ask the Member or staff to cosponsor the SECURE Notarization Act, and make sure to note their response and report it back to ALTA**
- ▶ **Reiterate the value of title insurance in protecting property rights and providing peace of mind for homebuyers**
- ▶ Offer to be a resource for the office on any issues related to the land title industry, and thank them for their time. Let ALTA know if any positive or negative things were said about the title insurance industry