

Curriculum Vitae

Eugene R. McCullough

- Current Positions: Attorney and Consultant / Expert Witness on title insurance management, escrow and related matters
- Education: Cecil C Humphries School of Law, University of Memphis, Memphis Tennessee, Juris Doctorate Degree, 1977; University of Tennessee, Knoxville Tennessee, Bachelor of Science, Personnel Management, 1973
- Licenses: Tennessee Bar, 1977; Tennessee Supreme Court, 1978; U. S. District Court Eastern District of Tennessee, 1979; Title Insurance Agent (Tennessee) 1979
- Employment History: Southern Title Insurance Corporation, President, 2008-2011; Executive Vice President – Insurance Operations, 2007-2008, Senior Vice President, Regional Executive, 2002-2007
Investors Southern Corporation, President 2008-2011
Glasgow Enterprises Corporation, President 2008-2011
Southern Title Agency Services, President 2008-2011, Vice President 2004-2008
Westfield Bank, Director, 2008-2009
Fidelity National Title Insurance Company of New York, Regional President – Agency Operations, 1998-2002;
Southern Title Insurance Company, President, 1986-1998; Executive Vice President, 1985-1986, Vice President and Assistant General Counsel, 1983-1985
Jefferson County Title Plant, Inc., Director 1997-2000
Title Services, Inc., Chief Executive Officer 2000-2002, President, and General Counsel, 1984-2000;
McCullough and Reed, Attorneys at Law, Founding Partner, 1977-1983
- Associations: Tennessee Bar Association:
Chairman, Executive Council, Real Estate Section, 2003-2004
Member, Real Estate and Probate Sections 2000-2011
Tennessee Land Title Association:
President, 2007-2008
Chairman, Pre-licensing Education Committee, 2008-2009
Chairman, Legislative Committee, 2004-2007
Board Member, 2006-2009
Speaker at Regional Seminars, 1982-2007,
American Land Title Association:
Title Insurance Underwriter Executive Committee, Chair, 1988 & 1992

Industry Experience: From an industry experience perspective, I have been actively involved in all phases of the title insurance industry from the period where I was an issuing title agent while engaged in private law practice from 1978 through 1983. During this period, I personally conducted title searches, drafted deeds and title corrective documents, prepared closing statements, handled escrows and escrow reconciliations, and issued final title policies. Subsequently, while President of Title Services, Inc., I was actively involved in supervision of the handling of over 12,000 FHA, VA and conventional loan closings. Subsequent to that time, I have remained active in dealing with title agent and approved attorney issues in 20 states through responding to underwriting issues presented for underwriter approval and management of claims presented in the ordinary course of business,.

Executive Experience: Since 1983, my primary responsibilities have been performing and managing a wide variety of underwriter and agent support functions. In the most recent position with Southern Title Insurance, I had day to day responsibilities for managing all aspects of company and 4 related entities. Southern Title operated through 8 branches covering 17 states, and had active supervision of an average of 600 active agents and 1,500 approved attorneys annually,. During my tenure with Southern, these agents produced over 865,000 policies and \$265 million in gross premiums since 2002. During this period, I accomplished the following:

- Created and successfully implemented comprehensive title agency application forms, review procedures and with written approval guidelines;
- Created and implemented title agency and approved attorney termination procedures;
- Revised and implemented 'goal focused' title agency manager compensation plans;
- Developed and implemented a comprehensive escrow account and procedures audit program;
- Supervised and managed a \$460K re-write of web based underwriter / agency support software system which was successfully deployed in 2011;
- Created detailed operational profit center budget programs that rolled into companywide budget;
- Conducted periodic budget reviews assessing achievement of quarterly and annual budget goals;
- Supervised closure of offices, downsizing of staff and implementation of expense control plans;
- Personally handled claims and managed claims departments;
- Personally worked defalcations, including: conducting immediate onsite interviews; identification of recoverable assets; securing injunctions/ receiverships; and, preparing victim impact testimony at post-conviction sentencing hearings;
- Drafted underwriting guidelines designed to minimize future claims;
- Personally handled Insurance Department market conduct exam responses;
- Developed and modified companywide procedures to insure regulatory compliance; and,
- Drafted state rate filings and developed programs to insure agent compliance with filed rates.

Public Presentations: During the past 34 years, I have authored and presented CLE and CE accredited seminars and interactive webinar presentations on a wide variety of real property related topics including the following as examples: "Overview of the Real Estate Settlement Protection Act", "Claims

Awareness", "NAIC's Model Title Agents Act", "Errors and Omissions Coverage", "Controlled Business Legislation", "Bankruptcy Issues Related to Title Practice", "Fraud, Forgery and the Integrity of Your Escrow Account", "Ethical Issues for Title Agents", "RPC 5.7 and 2.2 – How the New Rules Affect Real Estate Practice in Tennessee", "Gramm-Leach-Bliley Overview", "Basics of Title Insurance", "Check 21 and Regulation CC", "Impact of the Consumer Financial Protection Bureau on Title Practice". These presentations were made to various State Land Title Associations, Bar Associations and Title Agent Seminars throughout South Carolina, North Carolina, Georgia, Florida, Tennessee, Arkansas, Colorado, Virginia, Maryland, Texas, West Virginia and Alabama. Additionally, he has been speaker on a variety of technology related issues at the 1997 and 1998 "Title Tech" Technology national conventions in Las Vegas.

Software Related Expertise: For the past 25 years, I have been able to utilize my industry knowledge to aid in the practical design of title underwriter software and website applications designed to provide easy access to necessary services for agents and approved attorneys. While I am not a programmer, I understand software design and work closely with programmers to create agent friendly software solutions to increase underwriter efficiencies. The following is a sample of software solutions developed under my supervision and direction:

- Commitment and policy preparation software
- Automated closing service protection letter systems utilizing pre internet, computer telephony
- Web based closing service protection letter systems
- Automated system to cancel issued CPLs with integrated fax cancelation letter generation
- Commitment and policy tracking software with integrated accounting reports
- Standalone SDN (Terrorist search) system with certificates to document compliance
- Detailed rate calculation software to include endorsement charges. nonstandard rate rules, etc.
- Online resource libraries seamlessly incorporating created and third party developed resources
- Underwriter back office policy processing software
- Excel based internal budgeting programs for deployment to branches and automatic rollup
- Excel based business opportunity projection tools for prospective employees
- Hybrid Excel and web application tool to automate agency manager compensation calculations based on manager's monthly performance towards preselected underwriter goals
- Policy inventory accounting integrated with policy processing system to limit inventory abuses
- Agency management software

Current Member: American Land Title Association, Tennessee Land Title Association; National Association of Land Title Examiners and Abstractors; and, the State Bar of Tennessee Real Estate, Probate and Trust Section.