VOLUME 2, ISSUE 1
ACCURATE

"Agency Side Calculator"

TITLE SOFTWARE

SOUTHERN TITLE INSURANCE CORPORATION

FULL SERVICE UNDERWRITER SOFTWARE

Southern Title Insurance Corp is making its state of the art, web based Agency Support and Back office Policy Processing software, along with its full service standalone Claims Management software, available to Regional Underwriters.

Eugene R. McCullough
President, Southern Title

A Software Solution for TEXAS Production

"As I have acknowledged, Southern's Underwriter/Agency Software is not currently capable of handling rate calculations or processing for policies generated in Texas. As those of you who do business there are fully aware, the rates, rate rules and title issuance procedures in Texas are very convoluted and require strict compliance with the TDI requirements. Due to the complexity of the rules, Southern has always utilized a stand alone program that was designed by someone very familiar with TX rates and rules. This program is called "**AccuRate for Texas**" and Southern used this program to properly calculate rates and gather all the statistical data as Texas requires. Then we would export a portion of that data into our Underwriter/Agency software so that processing could be handled as normal.

Southern Does not own "AccuRate for Texas", but it is also for sale. Since this is a possible software solution, I wanted you to become familiar with this product. In this first of a 3 part newsletter on AccuRate, we focus on the portion of the program that is deployed to each of the agent's desktop computers allowing the agent to easily calculate the correct rate for a wide variety of common situations and at the same time capture the essential statistical data that the TDI requires annually. The data in this module can then be processed by importing data into your current *or future* processing system."

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Accurate consists of 2 modules	1
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TDI INSURANCE MANUAL: DETAILED LOOK AT WHAT TEXAS REQUIRES

Underwriters operating in Texas are subject to strict compliance with rate rules and detailed operating procedures that are laid out in the "Title Insurance Basic Manual". AccuRate is designed to comply with the current rules, rates and procedures. For a copy of the TDI manual, see:

http://www.tdi.texas.gov/title/titleman.html

ACCURATE ON THE AGENT'S DESKTOP

One of the objectives in good software is to avoid the necessity of rekeying critical information into a system. Rekeying of submitted information always brings in the possibility of errors that can be eliminated with the direct import of the original information.

AccuRate consists of 2 modules, one that the agent uses to enter policy specific information and another the Underwriter uses to process the data. AccuRate allows for the information the agent keys in his desktop version to be exported in a variety of ways to the Underwriter version.

The import function of TX agent data is currently not in Southern's system, but it should not be hard to accomplish. Southern used AccuRate from 2007 though 2010 as its primary source of Texas policy data.

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Food for thought….

Today you are presented with an opportunity that has never existed before. By working together, Regional Underwriters could operate on a common platform that would allow them to pool their resources and secure modification of their common software at a much lower cost than was previously possible. Use of a common platform could also open the possibility of more efficient processing of policies through a jointly owned facility. Use of a common platform would enable Regionals to share development costs to achieve better intergration with Agency software companies and Loan Origination Software packages….a real opportunity to be competitive with the 'Big 4' underwriters.

The alternative is for each of the Regionals to continue to independently spend money on their own proprietary software and never have enough resources to fully develop the system they need.

This software package is not perfect, but its a great step in the right direction. By working together, you could create the perfect package to compete with the 'Big 4'!

Highlights of the AGENT module

Underwriter's Name, address and logos can be customized into the initial splash and subsequent screens.

Instant access to all current Texas County Codes.

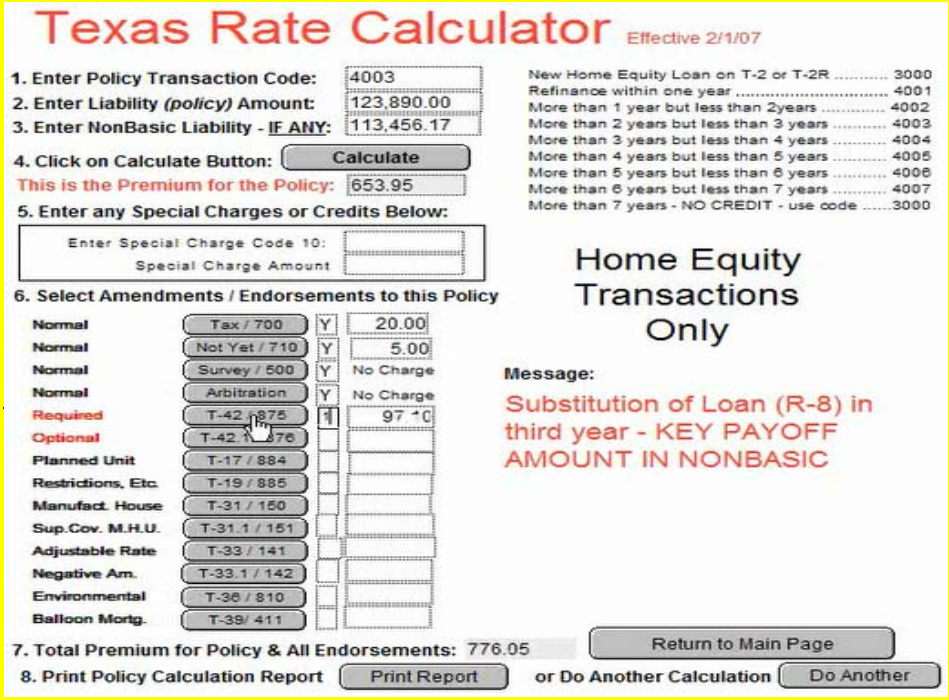
Instant access to all Policy Transaction Codes.

Agent's module is divided into a variety of introductory tabs to make choosing the correct rate structure relatively foolproof.

Properly calculates all endorsement charges.

Provided both 'current' and 'prior' rates when rates change.

Collects statistical data for agent's annual TDI reports and exports same to the underwriter for import into its processing system. **See the Video at the link below:**

http://sticl.southerntitle.com/videos/TxAccuRate1.wmv

SAMPLE RATE CALCULATION PAGE