

Licensing & Recording Conference

**September 10-13, 2018
Three Rivers Convention Center
Benton County**



Conference Exhibitors

Helion Software, Inc.

Helion Software provides software services and solutions to county governments. Our goal is to provide the best service to our clients by providing the best solutions to their business problems. Helion's solutions include: Document Management for Land, Marriage and other permanent county records, Property Assessment & Tax, Tax Appeals, Animal Licensing and Shelter Management and Point of Sale Cashier Management. For more information about how we can serve you, visit us www.helionsoft.com or call 1-866-HELION1.

Murray Giesbrecht 503-362-9394 murrayg@helionsoft.com www.helionsoftware.com

Modus Technology, Inc.

Located in Issaquah, WA, Modus is your source for scanning/digitizing your recorded documents, indexing them by AFN/recording number, so they can be instantly accessible to internal staff and the public. We scan paper, microfiche, & microfilm using "state of the art" scanners for the highest quality images. Call us for a no cost estimate! "YOUR document are OUR business"!!

Alex Coffey (425) 313-5121 acoffey@modustechnology.com www.modustechnology.com

Pioneer Technology Group

Pioneer Technology Group (Pioneer) is a leading developer of software solutions and services to local and state Governments. The team at Pioneer Technology Group has decades of experience gained from working with Clerks, Recorders and Registers across the Country. When it comes to Land Records, Landmark is the most advanced, state-of-the-art system available! The ultimate benefits of Landmark are cost savings and added efficiencies and it is easy to use. There are many time saving features throughout Landmark, all combined with improved workflows and exceptional efficiency. For more information about the company, please visit Pioneer's website.

Peter Duffy 303-635-6977 pduffy@ptghome.com www.ptghome.com

Simplifile

E-recording

Josh Holmes 800-460-5657 jholmes@simplifile.com simplifile.com

Technical Imaging Systems Inc

Digitization of both Microfilm and Paper documents. Microfilm creation both 16MM and 35MM

Darrell Tomlinson 360-567-1260 kevinb@tisimaging.com www.tisimaging.com

Thomson Reuters

Document Record Software & Services for County Auditors

Steve Strong 206-310-3714 steven.strong@thomsonreuters.com

<https://tax.thomsonreuters.com/aumentum/>

Conference Exhibitors

Tyler Technologies

Tyler Technologies' Records & Document Solutions are backed by 40 years of industry experience and expertise. Clients trust our solutions to manage 8.6 million documents and 2.8 million e-recorded documents and use our industry-leading land and vital records software to efficiently access their essential tools from a single, unified system.

Joe Silverthorne 800-247-1161 joe.silverthorne@tylertech.com www.tylertech.com

US Imaging, Inc.

Document conversion services for County Government

Eric Nejedly 303-319-9457 enejedly@us-imaging.com www.us-imaging.com

Washington State Archives

Archival Services Info

Patrick Williams 360-586-1492 patrick.williams@sos.wa.gov www.sos.wa.gov/archives

Conference Sponsor



SIMPLE WORKFLOWS

Configurable workflows to accommodate any size county with easy to use, step-by-step process.

EASY PUBLIC SEARCH

Quick search by Instrument number, book and page, name on document(s) and more.

TEAM SUPPORT

Live support from a team with over two decades of experience.



Exceptional efficiencies are made possible with **Landmark** thanks to the state of the art land records system's:

- Configurable workflows
- Easy public searching
- Built in revenue generation tools
- Fully customizable reporting



Schedule a free demo

CALL: 800.280.5281
ptghome.com/landmark

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September 10-13, 2018 | Three Rivers Convention Center | Everett, WA



Agenda

Monday, September 10

1:00pm – 2:45pm	Licensing Roundtables	Meeting Rm C
1:00pm – 2:45pm	Recording Roundtables	Meeting Rm D
2:45pm – 3:00pm	Networking Break	Foyer
3:00pm - 4:15pm	Recording Roundtables <i>Continued</i>	Meeting Rm D
3:00pm – 4:15pm	Licensing Integrity unit Fraud Training <i>An update of title and registration fraud cases presented by the Licensing Integrity Unit of the Department of Licensing</i>	Meeting Rm C
4:30pm – 6:00pm	WSACA Legislative Meeting of the Whole	Meeting Rm C

Tuesday, September 11

7:30am – 8:30am	Breakfast - <i>provided at conference hotel</i>	
8:30am – 10:00am	Recording: Peanut Butter - Begin Project Charters <i>Take what drives you nuts and make peanut butter! Begin Development of concepts identified during recording roundtbles. Formulate. Define. Join</i>	Meeting Rm C
8:30am – 10:00am	Licensing: Teamwork - We All Have a Role to Play <i>An open mic opportunity to share your new thoughts and about what's good and what we can work on together.</i>	Meeting Rm D
10:00am – 10:30am	Networking Break	Great Hall A

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Agenda Continued

Tuesday, September 11

10:30am – 12:00pm	Recording: Peanut Butter - Begin Project Charters - Continued <i>Take what drives you nuts and make peanut butter! Begin Development of concepts identified during recording roundtables. Formulate. Define. Join</i>	Meeting Rm C
10:30am – 12:00pm	Licensing: How to manage an Efficient Office <i>Best practices for managing your office, including DRIVES reporting..</i>	Meeting Rm D
12:00pm – 1:30pm	Networking Luncheon	Great Hall A
1:30pm – 3:00pm	Licensing: Top 10 Licensing Hacks <i>The best practices from the field. There will be prizes!</i>	Meeting Rm C
1:30pm – 3:00pm	Recording: PRIA Update <i>E-Recording Rejections & Insights into Predictable Recording Fees, IRS Federal Tax Lines, Notary Changes</i>	Meeting Rm D
1:30pm – 3:00pm	Recording: New Recording Statutes <i>An overview of Notice of Trustee Sale documents, Discriminatory Covenants, and Fee Changes</i>	Meeting Rm E
3:00pm – 3:30pm	Networking Break	Great Hall A
3:30pm – 5:00pm	Licensing: Top 10 Licensing Hacks <i>The best practices from the field. There will be prizes!</i>	Meeting Rm C
3:30pm – 5:00pm	Licensing: Serving those that Serve <i>An overview of vehicle licensing transactions involving military customers</i>	Meeting Rm E

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Agenda Continued

Tuesday, September 11

- 3:30pm – 5:00pm Recording: PRIA Update Meeting RmD
*E-Recording Rejections & Insights into Predictable
Recording Fees, IRS Federal Tax Lines, Notary Changes*
- 5:00pm – 7:00pm User Group Dinners / Dinner on your own

Wednesday, September 12

- 7:30am – 8:30am Breakfast - *provided at conference hotel*
- 8:30am – 10:00am Great Hall A

Professional Development: The Best is Yet to Come: Why much of what we know about Generations isn't moving us forward

Doing what we've always done, is no longer getting us what we've always got! Challenged by people leaving, keeping qualified staff, and getting them all to work together? In the 95 years of social-scientists writing about generations, way too much ink has been wasted trying to differentiate generations and cautioning that we must prepare for their great distinctions. Zero scientific evidence exists for generational differences. Perhaps all this talk about why we're so different may be serving to separate us rather than bring us together! Let's investigate the latest in neuroscience about the real differences that exist decade by decade, and what brains need to thrive to augment their performance.

Objectives:

- Learn how the brain changes through the decades and should be getting more efficient and smarter with each decade.
- Gain awareness into the three most important brain capabilities: strategic attention, integrated reasoning and innovation.
- Determine whether you are obtaining the brain best or hindering the productivity of your: ImMEDIAtes (ages 13-24), Finders (ages 25-35), Seekers (ages 36-45), Thinkers (ages 46-65), and Knowers (ages 66-100+)
- Discover ideas for taking better advantage of what the brain does best in that decade.

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Agenda Continued

Wednesday, September 12

10:00am – 10:30am Networking Break Great Hall A

10:30am – 12:00pm Great Hall A

Professional Development: The power of words and speed of processing

Language shapes reality and our consciousness, and words create the world in which we live. It is language that brings teams, relationships, organizations, and forms of collaboration together. Language alters moods and affects our bodies. The words we use in conversation are rarely neutral, having histories informed by years of use. Each time a new experience overlays another meaning on a word, the information all gets collected in our brains to be activated during conversations. Our brains are hardwired to let us know where we stand with others. In less time than the blink of an eye, we are able to read a situation, and our brain and body then determines whether to operate in a protective mode or be open to sharing, discovery, and influence. This is an interactive discussion requiring audience participation interspersed throughout the session.

Objectives:

- Gain insight into how your brain and body work for and against you in all interactions and all conversations
- Recognize the necessity of trust and safety in every conversation
- Learn that choosing a different word will activate that person differently, and you can choose words that will result in better outcomes.

12:00pm – 1:30pm Lunch - *Sponsored by Pioneer Technology Group* Great Hall A

1:30pm – 3:00pm **Licensing: Serving those that Serve** Meeting Rm C
An overview of vehicle licensing transactions involving military customers.

1:30pm – 3:00pm **Recording: New Recording Statutes** Meeting Rm D
An overview of Notice of Trustee Sale documents, Discriminatory Covenants, and Fee Changes

1:30pm – 3:00pm **Recording: Department of Natural Resources** Meeting Rm E
DNR update with Kris Horton, Manager, Public Land Survey Office

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Agenda Continued

Wednesday, September 12

3:00pm – 3:30pm	Networking Break	Great Hall A
3:30pm – 5:00pm	Licensing: Subagent Oversight <i>A panel discussion of best practices for subagency oversight</i>	Meeting Rm C
3:30pm – 5:00pm	Recording: Department of Natural Resources <i>DNR update with Kris Horton, Manager, Public Land Survey Office</i>	Meeting Rm E
3:30pm – 5:00pm	Licensing: Recent Hot Topics <i>A moderated discussion of recent hot topics, including both procedural and policy changes</i>	Meeting Rm D
5:00pm – 7:00pm	Dinner on your own	

Thursday, September 13

7:00am – 8:00am	Breakfast - <i>provided at conference hotel</i>	
8:00am – 8:30am	General Session: Address Confidentially Program	Meeting Rm C/D
8:30am – 11:30am	General Session: Fraud Detection: Who's watching the money? <i>We handle a lot of money in both licensing and recording. This session will cover the best practices of fraud deterrence and detection</i>	Meeting Rm C/D
11:30am	Adjourn	