

Application for Tract Index (title plant) Waiver for Attorney Dean Hoag, Jr.

Date: April 22, 2010

Name of Applicant: Dean Hoag, Jr.

Business Address:

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Nebraska: 222 South 15th Street, Suite 249N, Omaha, NE 68102
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Home Address: 5561 Ponderosa Drive, West Des Moines, IA 50266

Email: dhpag@thetitlesourcenetwork.com

Request:

I, Dean Hoag, Jr., do hereby submit for consideration the following information concerning my request for waiver of the abstractor's participation and requirements of the use and ownership of a current forty year tract index for the Title Guaranty program. I seek the waiver pursuant to Chapter 16, Iowa Finance Authority, Section 91, Title Guaranty Division, Subsection 5(b).

Application questions:

Q 1. What type of type of title plant waiver are you requesting?

I am applying for a permanent 40-year tract index (title plant) waiver for an attorney.

Q 2. What is a general description of your business?

I provide abstracting, escrow closing, title guaranty and out of state title insurance services to the residential and commercial real estate, lending and legal markets in Iowa through 10 offices in Iowa and two offices outside of Iowa.

Q3. What is your intention, if any, to develop a 40-year tract index?

It is my intent to develop 40-year tract indexes in counties where the volume and size of real estate transactions make it commercially viable to incur the capital and maintenance costs. There are Iowa counties that will not support or justify the capital investment due to the lack of transactions and the size of the transactions.

This waiver will generate revenue that can be utilized to develop 40-year tract indexes.

As an example of my intention, I am in the process of building a 40-year tract index for Dickinson County. This county meets the business model of volume and size of real estate transactions.

Q4. What are the relevant facts that you believe would justify a waiver, as stated below:

i. Why does the title plant requirement described in Iowa Code Supplement section 16.91(5) "a"(2) impose a hardship to you?

The title plant requirement of a tract index in all 99 counties would impose a financial hardship through the developing and maintaining of 99 tract indexes. There are counties that will not support or justify the capital investment or ongoing maintenance costs, due to the lack of transactions and the size of the transactions.

The title plant requirement would cause me deprivation, suffering, adversity, or long-term adverse financial impact in complying with the title plant requirement. This deprivation, suffering, adversity, or long-term adverse financial impact in complying with the title plant requirement is more than minimal when considering all the circumstances.

In addition, without a waiver, I am at a competitive disadvantage with all of the service providers that offer out-of-state title insurance. I have been in many of the counties of this state researching the public records. I have had to search these counties without the assistance of the local abstractor due to unacceptable rate and/or unacceptable time frame to produce the requested service. Without this waiver as another outlet to obtain authorized Title Guaranty Division title evidencing, I am left with only one option, ceding the order to out-of-state title insurance. I can not compete without uniform pricing, uniform product and uniform production time across the state. The waiver would provide the ability to produce all three components.

and

ii. Why is the waiver clearly in the public interest? Would the granting of a waiver:

(1) be beneficial to the public as a whole?

YES.

The granting of this waiver would be beneficial to the public as a whole by:

1. increasing competition among abstractors, thus driving down prices of abstracts making Iowa's abstract-attorney's title opinion system more cost efficient;
2. Encouraging the use of the title guaranty program adds to the integrity of the land-title transfer system, thereby helping its consumers;
3. Making the title guaranty program more competitive with out-of-state title insurance serves the public interest by decreasing the use of title insurance;
4. Improving the quality of the land-title system serves the public by adding to the integrity of the title guaranty program and better serving its customers;
5. Finally, protecting consumers serves the public interest.

(2) Increase competition among abstractors?

YES.

The availability of more than one abstractor for consumers will provide additional competition between abstractors.

(3) encourage the use of title guaranties throughout the state?

YES.

Statewide lenders demand uniform pricing, service and turn-around time. The lenders offer consistent pricing to their clients around the entire state and are able to promise standard turn-around time. The new RESPA and HUD-1A rules dictate lenders provide pricing models that have very little variance. Finally the lenders need to meet investor requirements with respect to final documentation delivery. With this waiver, I will be able to provide consistent, uniform pricing, service and turn-around time to my state-wide clients who presently use out-of-state title insurance.

It is my belief that fifty percent (50%) of my out-of-state title insurance clients will switch to title guaranty certificates because of the consistent and uniform pricing, product and turn-around time. It is believed that more clients would be moved as the process of education, availability and service have their intended results.

(4) make title guaranties more competitive than out-of-state title insurance?

YES.

It is my belief that fifty percent (50%) of my out-of-state title insurance clients will switch to title guaranty certificates because of the consistent and uniform

pricing, product and turn-around time. It is believed that more clients would be moved as the process of education, availability and service have their intended results.

(5) increase the division's market share?

YES.

It is my belief that fifty percent (50%) of my out-of-state title insurance clients will switch to title guaranty certificates because of the consistent and uniform pricing, product and turn-around time. It is believed that more clients would be moved as the process of education, availability and service have their intended results.

(6) Improve the quality of land titles?

YES.

By the granting of this waiver, more land transactions are likely to pass through the abstract title opinion system and Title Guaranty, assuring the land transfers adheres to the Iowa Marketable Title Act. This should result in cleaner title.

The Title Guaranty program has helped maintain the high quality of Iowa's land title system in counties where attorneys regularly abstract without a 40-year title plant. Attorneys exempt from the title plant requirements must still comply with abstracting standards applicable to all participating abstracters. The Title Guaranty participation requirements dictate that all participating abstracters prepare abstracts in accordance with the most recent Iowa Land Title Association Uniform Abstracting Standards. No exception is made for attorney-abstracters who are exempt from the title plant requirement. An abstract prepared by an attorney without a title plant is required to contain the same information as an abstract prepared using a title plant.

In addition, Title Guaranty has featured abstracting attorneys who do not own 40-year title plants as an integral part of the system since its inception without eroding the quality of title in Iowa. Currently, approximately 25% of Title Guaranty's abstractors are attorneys abstracting without title plants. Title Guaranty has never been operated on a pure title plant basis, and the legislature's adoption of a specific waiver provision shows that the legislature did not intend to require it to operate that way. Maintaining the quality of Iowa's land titles is the process of resolving title objections before the transaction closes, rather than merely insuring over them. When Title Guaranty is used, an attorney always reviews title, which is clearly in the public interest. Waiving the 40-year title plant requirement will not circumvent the process of resolving title objections.

(7) protect consumers?

YES.

By the granting of this waiver, more land transactions are likely to pass through the abstract title opinion system and Title Guaranty, assuring the land transfers adheres to the Iowa Marketable Title Act. This should result in cleaner title and protect the consumer.

(8) encourage maximum participation by participating abstractors and participating attorneys physically located in all 99 counties.

YES.

By granting this waiver, it will certainly encourage all of my present operations to maximum participation in the Title Guaranty program. In addition, participating abstractors and participating attorneys who are able to provide consistent, uniform pricing, service and turn-around time, will see an increase and maximum participation in Title Guaranty. Those that can not provide consistent, uniform pricing, service and turn-around time will have competition that would promote maximum participation. The participation rate among those abstractors and attorneys should rise or they will lose their clients.

Or

iii Would the granting of a waiver be absolutely necessary to ensure availability of title guaranties throughout the state?

YES.

Granting of a waiver means that title guaranties are uniformly accessible throughout the state to buyers and lenders with competitive pricing, service, and quality and that there are two or more abstractors physically located in all 99 counties.

Q5. Does your waiver request include a signed, sworn statement from you attesting to the accuracy of the facts provided in the application?

YES.

Q6. Do you have experience working under the supervision and control of an exempt attorney-abstractor?

NO.

I believe review of my experience, which is attached as Exhibit A and incorporated by reference, adequately addresses this issue.

Q7. If not, then you must, at a minimum, should also provide the following:

i. What is the evidence of your abstracting experience?

The following is summary of my curriculum vitae as it relates to the issue of title evidencing. Exhibit A, attached hereto, contains my full curriculum vitae:

Education:

May 1980, University of Iowa, College of Business, Bachelor of Business Administration.

December 1982, Drake University, The Law School, Doctor of Jurisprudence.

Experience and Licenses:

I have been a licensed Iowa attorney, in good standing, since 1983; a licensed Minnesota attorney, in good standing, since 1991; and a licensed Nebraska attorney, in good standing, since 1996.

- 1989-1995:
 - ATI, a subsidiary of Norwest Insurance, now known as Wells Fargo Bank, San Francisco, California,
 - 1991-1993 Transition Manager. Supervised the acquisition of three title evidencing and insuring agencies, two in Minnesota and one in Nebraska. Responsible for developing one South Dakota title evidencing and insuring office; one Nebraska title evidencing and insuring office; three Iowa escrow closing offices.
 - 1993-1995 Senior Vice President, Regional Manager. Supervised the acquisition of two title evidencing and insuring agencies, one in Chicago metropolitan area, seven locations, and one in Kansas City metropolitan area, six locations in Missouri and Kansas. Responsible for developing title evidencing and insuring offices in Indiana (one office), Illinois (one office), Wisconsin (one office), Minnesota (three offices), Nebraska (three offices).
- 2000-2002:
 - Managed and supervised participating Title Guaranty abstractor title plants in Linn County, Johnson County and Scott County.
 - Managed and supervised escrow closing operations in Linn County, Johnson County, Scott County and Polk County.
- 2004 to present:

- Developed an escrow closing company servicing Woodbury and Plymouth Counties.
- Acquired an abstracting company with a forty year title plant in Plymouth County.
- 2005 to present:
 - Built a forty year title plant in Linn County.
- 2007 to present:
 - Acquired abstract companies with forty year title plants in
 - Sioux County
 - O'Brien County
- July 2008 to present:
 - Acquired abstract companies with forty year title plants in
 - Clay County
 - Monona County
 - Polk County
 - Warren County

In addition, I believe that being a licensed Iowa attorney and my extensive title evidencing and abstracting experience provides the required background to represent the Iowa Title Guaranty Division in production of all Title Guaranty products, state wide, without a forty year title plant.

In addition to my experience, I supervise ten abstractors that have been abstracting, continuously, since November 12, 1984. This experience will provide additional knowledge for the preparation and production of abstracts, title products and all of the products that are offered by Title Guaranty Division of the Iowa Finance Authority.

Notwithstanding the three hundred years of aggregate experience of the ten abstractors, I am ultimately responsible and liable for the abstracting product that I produce, whether at my own hands or the hands of an employee or contract abstractor, but under my supervision and control. It is my name that is being put forth and I will have procedures in place for oversight, management and ownership of that responsibility. It is my license to practice law and all of the ethical requirements that I must adhere to, that will be my guiding principal. I will not jeopardize my license to practice law or my ethical obligations.

ii. What are your professional references?

I, respectfully, refer you to the attached letters of recommendation.

iii. Where are samples of abstracts prepared by the applicant?

I have brought examples to be reviewed at the public hearing.

iv. What is your business plan?

The current business plan is to provide service to all my clients within the counties that I have title plants. Until 2008, the plan was to acquire or build forty year title plants in the most populated and convenient counties. I was successful acquiring or building eight county plants. This business plan was very expensive, labor intensive and slow to develop. I could not provide title guaranty certificates to many of my clients due to the geographical limitation of the county title plant requirement of the Title Guaranty Division.

In order to provide service to my clients for the entire state of Iowa, a system to provided out-of-state title insurance in the counties that I did not have a title plant, was implemented. In the counties that I did not have a title plant, a title certificate was obtained from the abstractor in that county, if reasonable in cost and timeliness. If the cost and/or timeliness were unreasonable, an independent search product was commissioned. After receipt of the title evidencing, an out-of-state title insurance contract was sold and produced through the related companies with offices in states bordering Iowa.

The current business plan has been revised to match the innovative business plan of the Title Guaranty Division. I believe I will have success changing my clients from out-of-state title insurance to Title Guaranty certificates. I will have a centralized production center to produce the abstracts and certificates. This will provide the operational efficiencies for our larger clients and better management of the production thereby producing a more reliable and timely product in all ninety nine counties.

It is my belief that fifty percent (50%) of my out-of-state title insurance clients will switch to title guaranty certificates. Fifty thousand dollar (\$50,000) would be the projected, immediate monetary effect to the Title Guaranty Division if this waiver is granted. It is believed that more clients would be moved as the process of education, availability and service have their intended results.

To implement, manage and market this new business plan and products to my clients, I need to have access and the ability to abstract in all ninety nine counties for the Title Guaranty Division. This access and ability comes in the form of a statewide title plant requirement waiver.

v. What is the evidence of clients and volume of additional transactions that will be brought into the title guaranty abstract/attorney system as a result of the waiver?

It is my belief that fifty percent (50%) of my out-of-state title insurance clients will switch to title guaranty certificates. Fifty thousand dollar (\$50,000) would be the projected, immediate monetary effect to the Title Guaranty Division if this waiver is granted. It is believed that more clients would be moved as the process of education, availability and service have their intended results.

vi. What is evidence of:

- a. the number, availability, service and quality of other abstractors available to perform abstracting?**

It has been my experience that there are very good abstractors available to perform abstracting services in most of the counties of Iowa. Unfortunately this service is not consistent and uniform throughout; does not provide consistent and uniform pricing throughout; does not provide reliable, consistent and uniform turn-around times throughout. This is unacceptable to my clients and puts me at a competitive disadvantage.

and

- b. whether the grant of a permanent waiver will adversely impact the business of other participating abstractors?**

YES and NO

YES.

I do believe that granting this waiver will have an adverse impact on some of the participating abstractors because the service they provide is not consistent and uniform throughout, does not provide consistent and uniform pricing and does not provide reliable, consistent and uniform turn-around times throughout some of the counties. This waiver will force participating abstractors to improve their consistency, uniformity, pricing, reliability and turnaround times in order to be competitive and maintain their market share.

NO.

I do not believe that the granting of this waiver will have an adverse impact on other participating abstractors. I am a member of the Iowa Land Title Association and have many relationships with existing abstractors. I believe my waiver will enhance my fellow abstractors' business since I will be utilizing their services to produce title evidencing that is currently done by out-of-state title insurers. These participating abstractors understand the need for consistent, uniform pricing, service and turn-around time. I have used them in the past and look forward to increasing their utilization for maximum participation in the Title Guaranty programs.

vii. Is there evidence demonstrating your inability to abstract under the supervision and control of an exempt attorney?

YES.

It would not be feasible or financially practical for the mentoring process to be used in this situation.

QB. Have you given the Division Board enough information so they can weigh the benefits of the traditional title plant with other alternatives to ensure buyers and lenders high quality of title guaranties throughout the state, rapid service, and a competitive price?

YES.

I believe that I have met this requirement, but stand ready willing and able to augment and provide any additional information that the Division Board would need incident to this waiver request.

Summary:

I have relocated my family to Des Moines, Iowa in November of 2009 to better manage and facilitate my abstract business interests in Iowa.

I believe that being a licensed Iowa attorney and my extensive title evidencing and abstracting experience provides the required background to represent the Iowa Title Guaranty Division in production of all Title Guaranty products, state wide, without a forty year title plant.

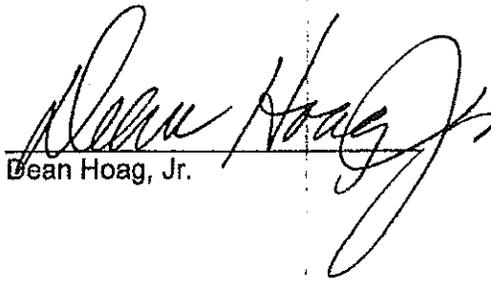
I believe that I have met the requirements as set out in Section 16.91(5)(b) of the Iowa Code and further defined by the Supreme Court in *Iowa Land Title Association vs. Iowa Finance Authority*.

Permanent Waiver Prayer:

I hereby request the granting of a permanent waiver of the title plant requirement pursuant to Section 16.91(5)(b) of the Iowa Code which is to be determined and administered by the Title Guaranty Division of the Iowa Finance Authority. I believe that my experience as attorney, abstracter and owner of abstract companies fulfills all of the requirements dictated by Section 16.91(5)(b) of the Iowa Code and further defined by the Iowa Supreme Court.

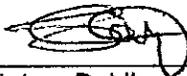
I, the undersigned, Dean Hoag, Jr., do hereby and herewith attest to the accuracy of the facts provided in the Application for Tract Index Waiver and this supporting statement. They are true and accurate as I verily believe.

Dated and executed this 30th day of April, 2010.


Dean Hoag, Jr.

State of Iowa,
Polk County,

On this 30th day of APRIL, 2010 before me, the undersigned, a Notary Public
in and for the State of Iowa, Personally appeared Dean Hoag, Jr., to me personally known,
who, being by me duly sworn, did say that he is executing the foregoing instrument.



Notary Public



Exhibit A Curriculum Vitae

- 1981-1982: Beving, Swanson & Forest, Des Moines, Iowa. Law clerk. Duties to include, but not be limited to, assisting associate with review of abstracts and preparation of title opinions.
- 1984-1986: Richard Herman Law Office, Ankeny, Iowa. Associate. Duties to include, but not limited to, review of abstracts and providing preliminary title opinions.
- 1989-1993: ATI, a subsidiary of Norwest Insurance, now known as Wells Fargo Bank, San Francisco, California, Transition Manager 1991-1993. Supervised the acquisition of three title evidencing and insuring agencies, two in Minnesota and one in Nebraska. Responsible for developing one South Dakota title evidencing and insuring office; one Nebraska title evidencing and insuring office; three Iowa escrow closing offices.
- 1993-1995: ATI, a subsidiary of Norwest Mortgage, now known as Wells Fargo Mortgage, Des Moines, Iowa, Senior Vice President, Regional Manager. Supervised the acquisition of two title evidencing and insuring agencies, one in Chicago metropolitan area, seven locations, and one in Kansas City metropolitan area, six locations in Missouri and Kansas. Responsible for developing title evidencing and insuring offices in Indiana (one office), Illinois (one office), Wisconsin (one office), Minnesota (three offices), Nebraska (three offices).
- 1995-1998: Capital Title Company, Lincoln, Nebraska. President. Managed the growth of an affiliated business entity which provided title evidencing, insurance and escrow closing services.
- 1998-2000: LandAmerica Financial Group, Lawyers Title and Commonwealth Title, Richmond, Virginia, Agency Representative and Underwriting Counsel. Supervised, audited and managed over 100 agents in the Midwest Region, Nebraska, Missouri and Kansas. Provided underwriting and examining support for the Midwest Region.
- 2000-2001: United Title and United Settlement Services, Cedar Rapids, Iowa. Chief Executive Officer. Managed and supervised participating Title Guaranty abstracter title plants in Linn County, Johnson County and Scott County. Managed and supervised escrow closing operations in Linn County, Johnson County, Scott County and Polk County. Company sold to a subsidiary of Homeservices, Iowa Realty, in August 2002.
- 2000-2002: Real Estate Links, Moline, Illinois. Chief Operating Officer. Managed and supervised title evidencing and insuring agency. Managed and supervised escrow closing operations. Company sold to a subsidiary of Homeservices, Iowa Realty, in August 2002.
- 2001-2002: Homeservices, Iowa Title, Des Moines, Iowa. Chief Operating Officer. Managed and supervised participating Title Guaranty abstracter title plants in Linn County, Johnson County and Scott County. Managed and supervised escrow closing operations in Linn County, Johnson County and Scott County.

- 2002-2007: Union Title Company, Lincoln, Nebraska. President. Managed the growth of an affiliated business entity which provided title evidencing, insurance and escrow closing services. Expanded into two counties in Nebraska for a total of three locations.
- 2007-2008: Professional Title & Escrow Company, Lincoln, Nebraska. Chief Executive Officer. Started a specialized, commercial title evidencing and insuring agency which had offices in Lincoln and Omaha.
- 2008 to present: Professional Title Company, Omaha, Nebraska. President. Assumed the Omaha office from previous partnership which specialized in commercial title evidencing and insurance.
- 2004 to present: TRN Settlement Services, Sioux City, Iowa. Partner. Developed an escrow closing company servicing Woodbury and Plymouth Counties.
- 2004 to present: Midwest Community Title, Moline, Illinois. Partner. Managed and supervised title evidencing and insuring agency. Managed and supervised escrow closing operations.
- May 2004 to present: Iowa Abstract and Title, LeMars, Iowa. Partner. Acquired Iowa Abstract and Title which owned a 40 year title plant and is a participating Title Guaranty abstractor.
- January 2005 to present: Republic Abstract and Settlement, Cedar Rapids, Iowa. Partner. Built a 40 year title plant in Linn County which has been certified by the Iowa Land Title Association and is a participating abstractor with the Title Guaranty Division. Responsible for management and oversight of the office.
- February 2007 to present: Sioux County Abstract, Orange City, Iowa. Partner. Acquired Sioux County Abstract which owned a 40 year title plant and is a participating Title Guaranty abstractor.
- February 2007 to present: Rerick Abstract, Primghar, Iowa. Partner. Acquired Rerick Abstract which owned a 40 year title plant and is a participating Title Guaranty abstractor.
- July 2008 to present: Security Land Title Company, Spencer, Iowa. Partner. Acquired Security Land Title Company which owned a 40 year title plant and is a participating Title Guaranty abstractor.
- July 2008 to present: Monona County Abstract Company, Onawa, Iowa. Partner. Acquired Monona County Abstract Company which owned a 40 year title plant and is a participating Title Guaranty abstractor.
- July 2008 to present: People Abstract Company, Des Moines, Iowa. Partner. Acquired Peoples Abstract Company which owned a 40 year title plant and is a participating Title Guaranty abstractor.
- July 2008 to present: Warren County Abstract Company, Indianola, Iowa. Partner. Acquired Warren County Abstract Company which owned a 40 year title plant and is a participating Title Guaranty abstractor.
- July 2008 to present: Professional Escrow Services, Sioux City, Iowa. Partner. Acquired Professional Escrow Services which provides escrow services in Woodbury and Plymouth counties.

- July 2008 to August 2009: Republic Abstract of Story County, Story City, Iowa. Partner. Acquired Republic Abstract of Story County which owned a 40 year title plant and is a participating Title Guaranty abstracter. Divested in August 2009.
- July 2008 to August 2009: Republic Abstract of Dallas County, Adel, Iowa. Partner. Acquired Republic Abstract of Dallas County which owned a 40 year title plant and is a participating Title Guaranty abstracter. Divested in August 2009.
- 1993 to present: Licensed Nebraska Title Insurance Agent, Nebraska Department of Insurance, Lincoln, Nebraska. Authorized and appointed agent for Old Republic National Title Insurance Company, Fidelity National Title Insurance Company, Lawyers Title Insurance Company and Commonwealth Title Insurance Company.
- 1998 to present Speaker and Presenter at the following:
 1. National Business Institute, Continuing Education Speaker for attorneys, abstracters, loan officers, real estate agents and title insurance agents. Topic "Understanding Title Insurance Policies and Commitments"
 2. Iowa Mortgage Bankers Association, Topic "Titles & Abstracting"
 3. Nebraska Continuing Legal Education, Nebraska Bar Association, Topic "The New and Improved 1998 Homeowner's Title Insurance Policy, The Whole Story Policy"
 4. Nebraska Land Title Association, Topics "Closing 101", "Closing 102", "Construction Lien Law", "Ethics Panel"
 5. Missouri Land Title Association, Topic "Closing 101"
 6. Nebraska Escrow Association, Topic "Reading a Title Commitment", "Clearing Title"

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James E. Rogers, Esq.

January 25, 2010

Iowa Finance Authority
2015 Grand Avenue
Des Moines, IA 50512

Re: Dean Hoag, Jr. Recommendation

Dear Iowa Finance Authority:

I write this letter in support of Dean Hoag, Jr., and his application for waiver of the 40 year title plant requirement.

I am a licensed Iowa lawyer from the Omaha/Council Bluffs area. I have known Dean for several years. I first became acquainted when he was managing Community Title which handles real property transactions in Iowa and the Omaha/Council Bluffs area.

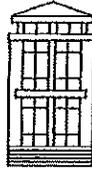
I am impressed with Dean's high level of skill, honesty and ethical standards. Dean is extremely thorough in preparing his work product and managing his staff. Dean has earned the respect of many of colleagues and has a solid reputation.

I recommend Dean Hoag, Jr.

Sincerely,

James E. Rogers, Esq.

F. James Bradley
Byron G. Riley
Michael K. Denney
Patrick M. Courtney
Donald G. Thompson
Kelly R. Baler
Gregory J. Seyfer
Dean A. Splna
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January 26, 2010

Iowa Finance Authority
Title Guaranty Division
2015 Grand Avenue
Des Moines, IA 50512

RE: Dean Hoag, Jr.

Gentlemen:

I write this letter of recommendation in support of Dean Hoag, Jr. and his Application for Tract Index Waiver and Permanent Waiver for Attorney.

I am an attorney in Cedar Rapids and President of my firm, Bradley & Riley, PC. As a part of my practice I am a Title Guaranty Participating Attorney. In addition, I serve on the Iowa Racing and Gaming Commission and am the acting chairman.

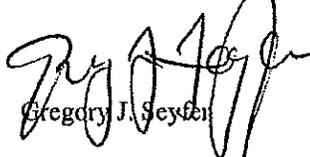
I have known Dean for more than 10 years. I first became acquainted with Dean when he was managing United Title and United Settlement in Cedar Rapids.

I have always been impressed with Dean's high level of skill, honesty and ethical standards. Dean is extremely thorough in preparing his work product and managing his staff. Dean has earned the respect of his colleagues and has a solid reputation. Without hesitation I would say that Dean is as knowledgeable concerning abstracting as anyone I have been acquainted with in my 28 years of practice.

I recommend Dean Hoag, Jr. and fully support his Application.

Sincerely,

BRADLEY & RILEY PC



Gregory J. Seyfer

tlc

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ATTORNEYS AND COUNSELORS AT LAW

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May 11, 2010

Iowa Finance Authority
Title Guaranty Division
2015 Grand Avenue
Des Moines, Iowa 50312

RE: Dean Hoag, Jr., and Peoples Abstract Company

Ladies and Gentlemen:

This is a letter of recommendation in support of Dean Hoag, Jr., and Peoples Abstract Company for his Application for Tract Index Waiver and Permanent Waiver for Attorney.

I am a practicing attorney in the City of Des Moines and practice throughout the State of Iowa. My firm is well-acquainted with Iowa Finance Authority, and, in particular, the Title Guaranty Division. My partner, Aaron M. Hubbard, and I have assisted in seminars presented by the Title Guaranty Division.

I have known Dean for many years. I first met him in law school at Drake University back in 1980. I believe that, if approved, Dean will continue his high level of skill, honesty and ethical standards in his work product.

We are familiar with all of his staff and work with them on a daily basis. I have no doubt that Dean employs the most highly-skilled individuals working in this area.

I highly recommend Dean for his Application.

Sincerely,



Mark A. Critelli
Attorney at Law

MAC/dan

Copy to: Dean Hoag, Jr.

15110108 05/12/10 09:11:51



Iowa Land Title Association



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May 1, 2010

Loyd W. Ogle, Esq.
Division Director
Title Guaranty
2015 Grand Avenue
Des Moines, IA 50312

Re: Waiver Application from Dean Hoag, Jr.

Dear Loyd:

On behalf of the Iowa Land Title Association and its membership, I would like to reiterate our belief that abstracting from a title plant will provide a superior search and therefore is in the best interest of the citizens of Iowa.

Sincerely,

John R. Eisenman,
President

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