

Makin' It Easy!



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See what we're about!

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President's Corner

New Law in Virginia

Through the efforts of the recently formed Virginia Association of Community Managers (VACM), the process to obtain a Resale Certificate in Virginia has been changed to a new and potential national model. In the past requestors such as Realtors, title companies, sellers and others who needed to obtain a Virginia Resale Certificate, had to pay for the service in advance, making the party financially vulnerable should the real estate transaction not be completed. As of July 1, 2007, the new process will allow authorized parties to order the Resale Certificate, with the processing fee to be paid at closing/settlement. What makes this new law unique is the concept that as soon as the Resale Certificate is ordered, the association is required to pay the management company, and the owner/seller is required to pay the association. In this way, Resale Certificates become an assessment, due from the owner/seller, just as all other assessments.

If the real estate transaction is completed as planned, the monies are simply collected at closing, payable to the association. In the event the real estate transaction is not completed as planned, the owner/seller is required to pay the "assessment" just as they would any other assessment, with all applicable late fees, interest, lien obligations etc.

This new process will benefit all parties as it ends the dilemma of real estate professionals trying to recoup out of pocket expenses when a real estate transaction is not completed as planned. Congratulations to the dedicated members of VACM, the Virginia State Legislature, and all involved on this notable modernization. It should be noted that the flexibility of the Community Archives Electronic Information Delivery system allows Community Archives users to be in full compliance with the new law, well in advance of the July 1, 2007 implementation date.

Meet our Team!

Community Archives strives to put forth the best product in the market today and we could not do that without having a great support system and team spirit! We'd like to introduce a few members of the team that you might have contact with on a regular basis and a couple of our new team members.



Juan Martinez doing an amazing customer service job!



Our Customer Service Manager, Suzi Cappelli, hard at work.



Mickel Graham, Vice President of Sales and Marketing and Tammy Palmer, Director of Support Services, from our star studded Texas office.

Welcoming...



Bekke White, from Atlanta, Georgia

AND...



Busy, busy, busy, that is the motto of the Tucson office as Wendy Schroeder, VP of National Accounts shows Casey Alvarado and Chris Kett some of the new enhancements of our system!!



Sabine Liedel from Corona, California!

***Welcome to the Team
Bekke and Sabine!***

You will be meeting more employees in the next edition of our newsletter.

We wish the best of Luck to One of our Own



Way to go Jami!!

Jami McAllister, Community Archives West Coast Regional Executive Director, will be leaving Community Archives as she has chosen to advance her career by furthering her education.

Jami will be pursuing an advanced college degree while continuing to work in the industry. We want to wish the best of luck to her and we are sure we will be seeing more of her in the future!!

*Proud Sponsor of the 2007
CEO Retreat in La Jolla, California
June 21-23, 2007*

CAI National Conference 2007 a "HIT"



Community Archives had an impressive appearance at the CAI National Conference in Las Vegas, NV this year. We created quite the “foot-traffic” as many people were visiting the booth to see a demonstration of our Electronic Information Delivery.



Even the President of Community Archives, Mark Lewis, enjoyed showing off the capabilities of Community Archives system as he placed orders in our demo management company. We processed those orders, keeping track of the dollar amount shown on a display above the booth. “Live” demonstrations in every sense of the word.



All the Community Archives staff stayed busy speaking with attendees of the conference as they came by to drop their business cards for a chance to win a beautiful Jackie-O pearl necklace being given away.

The winner of the necklace was not present at the time of the drawing but we are proud to announce it was Mr. Jack McGrath of The Grande at Colts Neck Condo Association!

Congratulations Mr. Jack McGrath

NEW ENHANCEMENTS

The staff at Community Archives loves to hear feedback from users who think up great new ways to enhance the system and add vital usages to the Requestors ordering documents on a regular basis.

This section is for those who have consistently come up with ways to improve our product as the system is being used. Keep the ideas coming and look at a few of the enhancements that have been made due to your creative ways of thinking!!

- **“Zoom” Feature** – This feature is brought into view in the Community Wizard while answering Master Questionnaires. This allows the user to bring the Questionnaire into a larger screen while answering and reviewing the information.
- **Holiday Message** – This is great new tool allowing companies to put a message on their website immediately following the login of each Requestor which can be used to show that a company is closed for a particular holiday and the time period they will be out

of the office. This will allow Preparers a little reprieve from phone calls wondering why orders haven't been processed when the office has been closed for a day or two. Way to go Programmers!!

- **Adding new custom Lender Questionnaires** – Preparers now have the ability to add custom forms for Lenders from the Order Detail when the Lender decides their custom form is needed.
- **Compliance with new Virginia Law** – Community Archives, working closely with attorneys and accounting firms serving the Virginia market have created a resale processing protocol that meets the requirements of the new Code of Virginia (taking effect 7/1/07) while maximizing management company efficiency and profitability.

Please contact us with any questions regarding these new features or if you have any great new ideas for our system.

We look forward to hearing from you!