

Universal File Sharing: When Will It Come?

A proposal for national prior policy sharing is before the industry now, and has been for the last several years, but it needs the participation of all the largest underwriters in order to go forward.

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For now, the nation's title companies can only dream about it:

Enter a new order in the computer and automatically the last policy issued on the property pops up on the screen, ready to be used in a new commitment.

Not just any prior policy, the last one. Not just the last one issued by that company, the last one issued by any company.

Not just on some orders but on all orders. Could this be?

Might such a system ever materialize?

Benefits everywhere.

The financial benefits are obvious. Huge production cost savings. No more chasing around for prior policies. Every search/exam much less expensive. Everything goes faster. The chance of missing something is much less. Claims are reduced.

For the first time in the history of title insurance everyone has the advantage of seeing the immediate prior policy on every deal. Real automated title insurance becomes possible.



There are collateral benefits, too, and the more one looks at them the more interesting they become. For instance, if the beginning date of a search is the date of the last policy, now onscreen, few searches will result in finding anything. Everything in that last policy will be put in the new commitment, except its date. Every search is a one owner search and the great majority find nothing new.

As one long-time title agency owner, now an area manager for First American, suddenly realized, "This changes my whole company. It's smaller and simpler. Besides saving me a ton of money on every deal there are a bunch of expensive guys I no longer need."

It can't be done

One's immediate reaction is there must be a thousand reasons why such a system can never be created. Political problems, competitive problems, logistical problems, technical problems, legal problems, financial problems. Even if they could all be solved the title industry can't agree on the time of day, let alone something like this. The industry has never done anything

like this and never will do anything like this. Corporate egos alone, both agent and underwriter, will make it impossible. Etc., etc.

Yes it can.

There are those who believe otherwise. It's a small group of experienced title industry people unconnected with any underwriter. The group is called the FSH Working Group and it worked secretly for two years to design a universal file sharing system benefiting everyone.

The Working Group created a new company, FeeSimpleHosting, Inc., which it wants to donate to the title industry. Everything about its plan is unique: nothing like it has ever been proposed in the industry. It creates one internet-based Prior Policy Center for the entire nation. It uses a unique pricing system that rewards everyone. The whole thing has been completely organized, designed, and structured down to the last detail. It could be up and running within a year, increasing in power and value every year after that.

The Working Group solved every problem and decided every detail. It left nothing to argue about.

Everyone benefits.

The entire FeeSimpleHosting initiative is based on the principle that everyone must benefit if anyone is to benefit. Cash benefits must be spread fairly among all, big companies and small, agents and underwriters.

The concepts used by FeeSimpleHosting are simple, and there are just a few key principles and rules, but the details of something of this kind are always many and complex. Those who take the time to study them come away convinced that Universal File Sharing is a must for the future of the industry and FeeSimpleHosting is the way to get there.

The FSH Working Group completed FeeSimpleHosting late in 2001 and made formal presentations to the underwriter community in December 2001 and January 2002. It does not, as of this date, have the 80% underwriter acceptance required to go forward. It continues to press for that acceptance.

If you would like to know more about FeeSimpleHosting, go to www.FeeSimpleHosting.com. Read the opening page titled, "Welcome to FeeSimpleHosting."

Then, if you'd like to know still more, click on "Introducing FeeSimpleHosting" at the top of the home page and view the presentation document that was presented personally to the top managements of the five largest title insurance underwriters. If, after reading that document, you would like to know still more, click on "Table of Contents" on the home page and view a list of 53 background documents, any of which you may read by simply clicking on its title.

If at any time you have questions or comments about FeeSimpleHosting, click on the "contact us" button in the upper right corner of the home page and send us a message. If you'd like to talk to one of the principals of FeeSimpleHosting, simply say so and we will have one of them get back to you. ♣

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