

# Introducing the LandAmerica Experts and Speakers Bureau 2006

Looking for compelling topics for your next conference, seminar, or publication? Want to leverage experienced industry thought leaders to inspire and educate your audiences?

The LandAmerica Experts and Speakers Bureau provides subject matter specialists to share insights, offer best practices, and address the financial services and real estate industry's most pressing issues. Staffed by seasoned LandAmerica senior-level executives, our bureau offers years of business, real estate, and personal experiences that combine to create dynamic, thought-provoking keynotes, panel presentations, and articles.

## Our 2006 Program Includes:

- Going Global: Commercial Real Estate Investment Risk Mitigation
- Leveraging Superior Service as an Industry and Business Differentiator
- Remarkable Women: Secret Strategies of the Successful Female Executive
- The Quest for the Best: How to Attract, Nurture, and Retain Your Top Talent
- The Real Estate Transaction: Circa 2012

## Topic Overviews

**Going Global: Commercial Real Estate Investment Risk Mitigation**—Among the many players in the international real estate transaction, LandAmerica has a proven track record in helping global companies confidently secure real estate investments overseas.

Although title insurance has been historically an American concept, globalization is fueling interest and demand for title insurance and the due diligence necessary to adequately prepare the international investor. From addressing legal and technical issues to land and building viability, LandAmerica takes on the issues of risk versus return and shares its proven insight on the steps necessary to a complete a successful transaction.

## Topic Highlights—

- Learn what options are available to obtain clear title as well as how due diligence “must haves” help mitigate risk.
- Learn about the global real estate transaction process and the difference between domestic and international laws.
- Learn how to prioritize opportunities, assess risks, and prepare for international transactions.
- Learn how to manage your investment and maintain value, even in the ever-changing global landscape.

## Available Format—

- Keynote Address
- Panel Discussion
- Round Table

## Audience—

- Corporate Executive Leadership and Senior-Level Management
- Commercial Real Estate Attorneys
- Financial Planners
- Global Investors

**Leveraging Superior Service as an Industry and Business Differentiator**—The real estate transaction services industry is more competitive than ever. Tight profit margins and highly regulated pricing are a few of today's most pressing industry challenges — so how does a company dedicated to service obtain and keep a competitive edge?

Working closely with a Harvard University professor and quality expert, LandAmerica developed a superior service program designed to create loyalty at both customer and consumer levels. In this forum, LandAmerica executives speak candidly about one of the company's most important business imperatives designed to create a service experience that is genuinely meaningful to customers and measurable to the bottom line.

#### Topic Highlights—

- View the mechanics behind LandAmerica's gutsy new unconditional Superior Service Guarantee at its residential closing offices nationwide.
- Learn how the Superior Service Guarantee — with best practices in the areas of assessment, training and certification — has redefined the process to provide unparalleled quality control standards for all customers.
- Explore why LandAmerica developed its signature National Customer Satisfaction Program and how this methodology, based on a Customer Value Index (CVI), will redefine the industry.

#### Available Format

- Keynote Address
- Panel Discussion
- Round Table

#### Audience

- Corporate Executive and Senior-Level Management
- Operations Management
- Customer Relations and Quality Management
- Strategic Planning and Marketing Management

**Remarkable Women: Secret Strategies of the Successful Female Executive**—Are all careers created equal? What's the secret to career success for women in today's complex and changing business world? How can women achieve their own definition of success in a highly competitive job market?

LandAmerica leadership includes an impressive team of female executives who have accomplished outstanding personal and professional success while blazing the trail for the next generation of women in the workforce. Learn what it takes for today's professional female to create a career marked by advancement, earning power, and a uniquely personalized definition of success.

#### Topic Highlights

- Learn to define success based on individual life goals.
- Obtain a critical perspective of maintaining life balance while competing for challenging and pivotal positions.
- Learn how to address management challenges among a highly diverse and competitive workforce.

- Identify and employ the mentoring skills to help your career and pave a path for others.

#### Available Format

- Keynote Address
- Panel Discussion
- Breakout Session

#### Audience

- Professional Women; all levels
- Human Resources Senior and Mid-Level

#### Management

**The Quest for the Best: How to Attract, Nurture, and Retain Your Top Talent**—The only way to stay competitive in today's business world is to attract and retain the best and brightest employees. Faced with daunting competition for highly motivated professionals and soaring human asset management costs, businesses of all shapes and sizes are wondering how to manage and retain top talent in today's non-stop, 24/7 world.

LandAmerica, winner of Richmond's 2005 All-Star Employee Development Award, is recognized as an industry leader in human asset management and has excelled in managing and retaining its top talent while adjusting to dramatic growth (doubling in size since 2000). In this forum, a LandAmerica Human Resources executive will share best practices and methodologies for talent management.

#### Topic Highlights

- Review the step-by-step strategic planning process that revolutionized LandAmerica's Human Resources infrastructure.
- Explore recruiting, training, and retention solutions that ensure employee and business success.
- Learn how to integrate resources that encourage employee development and advancement.
- Learn how to provide self-service access to company policies, compensation, and benefit programs by utilizing technology.

#### Available Format

- Keynote Address
- Panel Discussion
- Round Table

#### **Audience**

- Human Resources Executive, Senior, and Mid-Level Management

**The Real Estate Transaction: Circa 2012**—The value proposition of real estate has changed dramatically over the last ten years. As we look ahead in this highly regulated and competitive industry, what factors will impact us most, and what will the real estate transaction experience be in 2012?

In this compelling view into the future of the real estate transaction, LandAmerica shares its perspective on how several defining trends will shape not only the real estate transaction process, but ultimately the American landscape.

#### **Topic Highlights**

- Learn which federal and state regulatory issues will have the most significant impact on the industry.
- See how consumer demands could shift the real estate transaction services industry from a B2B to a B2C model.

- Discuss the impact of aging “Baby Boomers” and the changes inherent in a more culturally diverse consumer housing market.
- Predict what the real estate transaction delivery process will look like in the future.

#### **Available Format**

- Keynote Address
- Panel Discussion
- Round Table

#### **Audience**

- Corporate Executive and Senior-Level Management
- Strategic Planning and Marketing Management

**For speaker profiles and more information about how your organization can benefit from an event featuring a LandAmerica subject matter expert, please contact us via email at [experts@landam.com](mailto:experts@landam.com).**



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#### **About LandAmerica Financial Group, Inc.,**

LandAmerica Financial Group, Inc. is a leading provider of real estate transaction services, serving residential and commercial customers in more than 800 offices and through a network of more than 10,000 Agents Partners throughout the U.S., Mexico, Canada, the Caribbean, Latin America, and Europe.

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