



ATTORNEYS'  
TITLE  
GUARANTY  
FUND,  
INC.

**New Service for  
ATG Members**

TO: All ATG Members  
FROM: Donna Kogut and Christine Cleroux  
DATE: March 26, 2004  
RE: Commercial Title Services Department

To broaden the scope of services available to you, ATG has become a direct agent of First American Title Insurance Company for the purpose of insuring commercial transactions. Our new agency relationship permits ATG to insure commercial property directly or to issue title policies insured by First American, the nation's largest title insurer.

Since establishing this agency relationship in February 2003, many members have been directly involved in insuring commercial property transactions ranging in size from \$1 million to \$50 million and are earning fees separate and apart from their legal fees for representing their clients.

We have formed a new department and implemented new procedures to assist members in handling commercial transactions. Underwriting and closings will be handled exclusively by attorneys and closers in ATG's Commercial Title Services Department, who are fully trained, experienced, and ready to support you in your next commercial transaction.

If you anticipate a commercial transaction in the near future, call us to discuss strategy on how you can bid effectively for this business. If you would simply like to learn more about ATG Commercial Title Services, give us a call. We have several ideas about how you can prospect for this business and bring these deals to your office. We are confident you will find that our service is excellent and our pricing is competitive.

We look forward to talking with you and working with you on these commercial transactions.

Donna Gagliardo Kogut  
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Examiner and Processor, Commercial Title Services  
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