

Our thoughts and prayers are with you during this COVID-19 pandemic. Be safe.

Notaries Public Embrace Change 2020 Annual Maryland Notary Public Day

November 6 – 8, 2020

THREE Days of Learning! FREE for ALL Notary Public Professionals and Guests!

Coordinated by Elaine Wright Harris in conjunction with Prince George's Community College, Largo, MD

[Click here to visit website announcement.](#)

Friday, November 6, 2020 – Day 1 - 6:30 pm – 9:00 pm

6:30 pm	Zoom Doors Open	
6:45 pm	Greetings	Elaine Wright Harris Coordinator
7:00 pm – 7:55 pm	Expert Techniques in Performing Loan Closings TIPICs/NSAs will learn to perform error-free mortgage closings by meticulously performing the following four steps in an accurate, efficient, confident, and timely manner: accepting the assignment, handling pre-closing activities, executing the closing ceremony, and performing post-closing responsibilities. When you learn to be the best that you can be in performing mortgage closings, there is no need to fear competition.	Doug Diebolt Certified Signing Specialist
8:00 pm – 8:15 pm	Giving Back to Our Community Thank you, Notaries Public for participating in our "Give Back to Our Community" projects. This year, COVID-19 has created an increased need for a variety of support services in our community. During this time of "wearing masks" and "social distancing", we can still safely help those in need.	Wanda Moore 2020 NNA Special Honoree
8:20 pm – 9:00 pm	Notaries Care About Communities Being a notary public provides the benefit for engagement in our local communities. Serving as a Notary Public and being in business is not ALWAYS about making money. It is an opportunity to not only help our community BUT to be involved with the people that live and work in our cities. As our world is ever changing and society experiences "disconnection from people" (side effects of technology, social media and now COVID), the notary public benefits from networking face to face with our future up-and-coming business workforce AND also GET to mentor our young workers and seasoned workers that are changing careers.	Christine Wissburn



FREE Gifts for All Attendees! Protect Others and Yourself! [Click here for gifts pickup details.](#)

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Notaries Public Embrace Change – Annual Maryland Notary Public Day Program – November 6 – 8, 2020

Saturday, November 7, 2020 – Day 2

Morning General Session 8:30 am – 12 pm

8:30 am	Zoom Doors Open	
9:00 am	Opening	Elaine Wright Harris 2009 National Notary Association Notary of the Year
9:15 am – 10:00 am	Review of the New Maryland Notary Law Effective 10/1/2020	Michael Schlein Division Administrator Charities & Legal Services Division Office of the Maryland Secretary of State
10:00 am – 10:20 am	Benefits of Being a Member of the National Notary Association	Nicola Jackson Manager, Training and Education National Notary Association, Chatsworth, CA
10:20 am – 11:00 am	Embracing Change and Overcoming Obstacles	Daniel Lewis 2010 National Notary Association Notary of the Year
11:00 am – 12:00 pm	<u>Panel Discussion – Overcoming Obstacles</u> <u>“U.S. Treasury Secretary: Signing Agents Are Part Of ‘Essential Services’ During COVID-19 Emergency’</u> COVID-19 has impacted all segments of the economy. Its impact created special challenges for TIPICs/NSAs in delivering essential and highly demanded services to real estate clients. Even with social distancing and shutdowns, TIPICs/NSAs continue to provide essential services to real estate clients. During this adverse situation, panelists received premium fees. One panelist received \$1,000 for one assignment. All panelists have earned between \$4,000 - \$16,000 a month during COVID-19. Panelists are full-time and part-time signing agents. They will share how they planned and organized their time, assignments, and processes and implemented safe approaches for them and their real estate clients during such an adverse situation.	Panel Participants: 1. Duiona Baker, Severn, MD 2. Iris Carter-Collins, Laurel, MD 3. Doug Diebolt, Lafayette, IN 4. Ron Foster, Silver Spring, MD 5. Maurice Sangodele-Ayoka, Bowie, MD 6. Donnetta Reed, Mechanicsville, MD 7. Donnell Smith, Clinton, MD 8. Quishon Spivey, Baltimore, MD 9. Eric Wolley, Upper Marlboro, MD.



12:00 pm – 1:00 pm Lunch (Afternoon Workshops begin at 1:00 pm. See next page.)

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Saturday, November 7, 2020 – Day 2

Afternoon Workshops – 1:00 pm – 5:30 pm

1:00 pm – 1:40 pm	NotaryAct – The Ultimate Notary Journal NotaryAct is the ideal product for professional notaries who are ready to capture the electronic recording of notarial acts embracing today's technology. The NotaryAct App, available on Apple and Android, makes recording notarial acts fast and easy. Entries are securely stored and are available at any time from any web browser.	Lee Bialostok Founder and CEO
1:40 pm – 2:20 pm	Information Technology for Mobile Notaries As a Notary in the 21st century, you have to embrace technology or be left behind. Incorporating information technology into a business can make the difference between success and failure. Learn about software applications that help Notaries work smarter and more efficiently while staying on a budget.	Donnell Smith Title Insurance Producer Independent Contractor
2:20 pm – 3:00 pm	World of Apostilles This class will describe the apostille process which is a method of certifying the authenticity of documents for legal purposes internationally and present steps on how to establish an Apostille business.	Judi Lawrence President, Center City Notary
3:00 pm – 3:40 pm	Traditional, Remote and Dual Notary Embracing change requires evaluating where you are, deciding where you want to be, and developing a plan to support your decision. New laws and technology now provide the option for notary professionals to deliver services remotely to clients as well as traditional face-to-face methods. You decide whether to operate as a Traditional, Remote or Dual Notary Professional.	Wanda Moore, 2020 NNA Special Honoree Elaine Wright Harris, 2009 NNA Notary of the Year
3:40 pm – 4:20 pm	Operating an Efficient Effective Notary Business This workshop will illustrate several principles of operating an efficient and effective notary business. Some of the questions that will be answered at this workshop will include: • How do I start my notary business? • Where do I find resources? • Should I start as a sole owner, LLC or a Corporation? • How do I get an EIN? • How do I increase my revenue?	Daniel Lewis Managing Partner, Lewis Notary Services Executive Director, Lewis Training Services 2010 NNA Notary of the Year
4:20 pm – 5:20 pm	Review of Handbook for Maryland Notaries Public (Eff 10/1/2020) For both prospective and present notaries, this review of the Handbook for Maryland Notaries Public (effective October 1, 2020) will highlight the performance of four of the six notarial acts and the calculation of charges and fees for notarial services provided in the state of Maryland. In addition to the different modifications to the Handbook, Maryland Notaries Public can now perform “copy certification” and voluntarily “affix loose certificates” to records.	Elaine Wright Harris Frederick Harris Notary Public Procedures Instructors, PGCC

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Sunday, November 8, 2020 – Day 3		
Afternoon Workshops – 1:00 pm – 5:30 pm		
2:30 pm	Zoom Doors Open	
2:45 pm – 3:30 pm	Steps to Becoming a Title Insurance Producer Independent Contractor (TIPIC)/Notary Signing Agent (NSA) in Maryland, DC and VA The Title Insurance Producer Independent Contractor (TIPIC) a/k/a Notary Signing Agent (NSA) profession has developed into a viable opportunity for Notaries Public seeking to earn part-time or fulltime income. As an independent contractor, Notaries Public can assist in home loan closings by contracting document signing services with “closing agents” to ensure that real estate loan documents are properly signed by the borrower, notarized by the Notary and returned to the closing agent for processing in a timely manner.	Elaine Wright Harris 2009 NNA Notary of the Year President, Trusted Agent Services Group, LLC
4:00 pm – 5:00 pm	The Anatomy of a Loan Closing Loan closings may be performed using several styles: a low-impact closing (TIPIC basically describes the documents as in the order received), moderate closings (TIPIC basically describes the documents and rearranges some documents detailing certain documents) and high-impact closings (TIPIC rearranges and describes most documents in detail). You will have the opportunity to learn from a high-impact closer.	Eric Wolley Title Insurance Producer Independent Contractor
5:00 pm	Zoom Doors Close. See you next year!	

