



## **The Story Behind**

### **“The World’s Greatest Title Man”**

One of my finest business achievements was the day I was gifted a bottle of my favorite Bourbon by a multi-project land developer client, engraved:

### **“The World’s Greatest Title Man”**

The story behind began with his assemblage of multiple land parcels. Title examination discovered that the seller on a parcel had just away, requiring an intestate estate be opened. To complicate matters, one heir lived on the property, a second heir lived in California, but the third heir was a resident of the Maryland Penal System, and most reluctant to cooperate as we needed his acknowledged signature. After much back and forth, we were granted an appointment to meet him at the prison. My attorney, who also happens to be my wife, was able to sway him to cooperate. **The end of the story:** There are many happy homeowners living in beautiful homes built by NVR, and my developer, the happiest of all, who likes to tell the story about his “Title Man”, who went to prison for the sake of the deal!

This is what an experienced title person must do in all engagements—**Provide The Solution** to any title issue that arises to get the deal to closing! This is what I do, and have done for many years. And whether your deal is an SBA 7a, SBA 504, Conventional CRE, a Business Sale, or in need of a Quiet Title Action for Adverse Possession, Gary can do, and if Gary can’t, he will find another expert who will, as:

**Failure is Never an Option!**