



## I SELL TITLE INSURANCE

Written by Mike Pryor, ALTA President

I sell title insurance.

Some people don't like to say they "sell" for a living, much less that their product is title insurance.

I sell title insurance.

I "sell" it because I believe in it.

I do not hang my head and apologize for selling title insurance. I provide a thorough and accurate search of the title, resolve ownership issues, provide lien records, keep the court-house records accurate, collect unpaid child support, facilitate collection of government taxes and assessments, and require proper conveyances and acknowledgements. My work keeps the housing market and the overall economy from being bogged down by inaccuracy, uncertainty and fraud. My vocation protects my neighbors from falling into disruptive disputes over their property rights. My community is better for the work I do.

I sell title insurance.

I cannot imagine allowing a family member, friend or acquaintance to purchase real estate without insisting on title insurance. And not just ANY title insurance. I want them to have a well searched title policy, because I know how disruptive and unsettling a claim can be. I want my family and friends to pay for a policy that they NEVER have to use. I hope the same thing for them regarding their fire insurance.

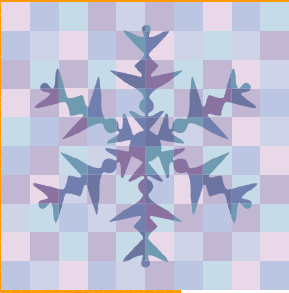
Our industry is constantly being criticized for our low claims payout. I salute every title insurance agent who has made that happen! Our GOOD work keeps our customers... our friends and neighbors... from experiencing claims. We have done our job. WELL DONE.

Benjamin Franklin is often quoted as saying "an ounce of prevention is worth a pound of cure". Those wishing for a change to the metric system might wish to parse words with Franklin, but the fact remains, title agents are the "ounce of prevention" that enable one of our country's greatest privileges...Home Ownership.

Yes, our industry has its critics. Yes, our industry has those whose bad practices should be eliminated. Yes our industry needs to be pro-active in demanding ethical market practices. But our industry should NEVER allow ANYONE to characterize the overwhelming super majority of our work as anything other than the PROTECTION OF THE AMERICAN DREAM.

I know my product. I know its value. I know the importance of the process.

I sell title insurance.



## Employee Anniversaries

Audra Baltierra, Mt. Carroll~ 1992

Dan Mennenoh, President~ 1982

Sue Schofield, Freeport~ 1998

Vicki Wiebenga, Morrison & Sterling~2000

Karen Zehr, Galena~ 1996

## Did You Know?

Title Professionals-

\*Collect \$325 million in past due child support, so children can be properly cared for.

\*Collect \$1.75 billion in delinquent Federal taxes, lessening the tax burden for everyone.

\*Save consumers over \$10 billion annually in interest costs through timely closings, putting those dollars to work in the hands of the American Homeowner.

\*Assure the public of what they own, so that no one can take what is theirs.





## New Winter Hours

### **Whiteside County**

500 North Cherry Street, P.O. Box 310

Morrison, IL 61270

1.815.772.2159 FAX 1.815.772.4799

*Office Hours 8:30-4:30*

202 East Sixth Street

Sterling, IL 61081

1.815.626.1066 FAX 1.815.626.6788

*Office Hours 8:30-4:30*

Happy New Year  
from all of us at  
H.B. Wilkinson  
Title Company!





# H.B. Wilkinson Title Company

## Office Locations:

### Carroll County

108 East Market Street  
Mt. Carroll, IL 61053  
1.815.244.9566 FAX 1.815.244.2731

### Jo Daviess County

(Also servicing Dubuque County, Iowa)  
321 North Bench Street  
P.O. Box 215  
Galena, IL 61036  
1.815.777.3318 FAX 1.815.777.1754

### Lee County

(Also servicing Bureau County)  
218 South Ottawa Avenue  
Dixon, IL 61021  
1.815.284.1160 FAX 1.815.284.1165

### Ogle County

(Also servicing DeKalb County)  
203 South 5<sup>th</sup> Street  
Oregon, IL 61061  
1.815.732.7840 FAX 1.815.732.4761

### Rock Island County

(Also servicing Henry & Mercer Counties  
in Illinois & Scott County, Iowa)  
322 16th Street  
Rock Island, IL 61201  
1.309.794.0518 FAX 1.309.794.0617

### Stephenson County

216 West Exchange Street  
Freeport, IL 61032  
1.815.232.2511 FAX 1.815.232.3798

### Whiteside County

500 North Cherry Street  
P.O. Box 310  
Morrison, IL 61270  
1.815.772.2159 FAX 1.815.772.4799

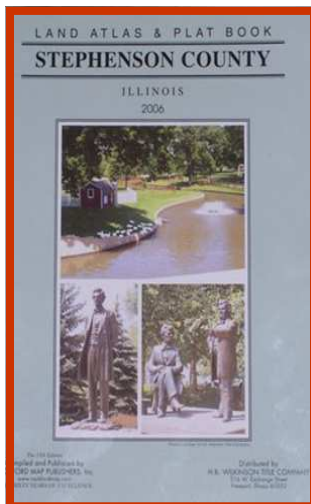
### Winnebago County

202 East Sixth Street  
Sterling, IL 61081  
1.815.626.1066 FAX 1.815.626.6788

### Winnebago County

(Also servicing Boone County)  
7025 Rote Road, Suite 105  
Rockford, IL 61107  
1.815.229.1925 FAX 1.815.229.1924

## Plat Books For Sale



**Whiteside County:** On sale at our Morrison, Sterling, Mt. Carroll, Dixon, and Rock Island offices.

**Stephenson County:** On sale at our Freeport, Galena, Mt. Carroll, and Oregon locations.

**\$25.00**

