



**State of Utah**

SPENCER J. COX  
*Governor*

DEIDRE M. HENDERSON  
*Lieutenant Governor*

## Insurance Department

JONATHAN T. PIKE  
*Insurance Commissioner*

### Title & Escrow Commission Meeting

(<https://insurance.utah.gov/licensees/title/tec/>)

**Date:** **August 18, 2025**

**Place:** **In Person**

**Virtual**

Taylorsville SOB

Google Meet

**Time:** **9:00 AM**

4315 S. 2700 W.

Flaming Gorge Room

Taylorsville, UT 84129

### ATTENDEES

#### *TITLE & ESCROW COMMISSION*

xChair, Nathan Sprague (*Insurer, Utah County*)

xKim Cruz (*Insurer, Salt Lake County*)

xVice Chair, Kevin Parke (*Agency, Salt Lake County*)

xJeff Mathews (*Public, Morgan County*)

xDoug Newell (*Agency, Carbon County*)

#### *DEPARTMENT STAFF*

Jon Pike, *Insurance Commissioner*

xReed Stringham, *Deputy Comm.*

Tracy Klausmeier, *P&C Dir.*

Randy Overstreet, *Licensing Mgr.*

Michael Covington, *CE Specialist*

Patrick Lee, *Finance Dir.*

xSteve Gooch, *PIO Recorder*

#### *PUBLIC*

Matt Sager

Mike Sumner

TJ Johnson

Whitney Galvan

Wade Taylor

Joseph McPhie

Blaine Einzinger

Wendy Jeffery

Maureen Dunn

Blake Heiner

Terrie Lund

Frank Medina

TeJay Rasband

Tina Williams

Brooke Adair

Tristan Hammett

Steve Hiatt

Matt Ryden

Sarah Wade

Carol Yamamoto

Shellie Ennis

Frank Ivory

Crystal Keele

James Swan

Trevor Mooney

Roger Gardiner

Jeff Wiener

Cort Ashton

Kim Holbrook

"bhozman"

"Freedom Title Insurance Agency"

### MINUTES — *Not Approved*

#### *General Session: (Open to the Public)*

- **Welcome** / Nathan Sprague, Chair (9:03 AM)
- **Telephone Roll Call**
- **Adopt Minutes of Previous Meeting**
  - *Timestamp 02:00*
  - **Motion by Kevin to adopt minutes. Seconded by Kim. Motion passed x5-0.**
    - YEA: Nate, Kim, Kevin, Jeff, Doug

- NAY: None
- **Concurrence Reports**
  - Licenses
    - *Timestamp 03:22*
    - **Motion by Kevin to concur. Seconded by Kim. Motion passed 5-0.**
      - YEA: Nate, Kim, Kevin, Jeff, Doug
      - NAY: None
  - Penalties
    - Summit Escrow & Title Insurance Agency, Docket #2025-4819
      - *Timestamp 05:00*
      - The respondent failed to file its 2024 annual report by the May 1 deadline and was assessed a \$250 forfeiture.
      - **Motion by Kevin to concur. Seconded by Kim. Motion passed 5-0.**
        - YEA: Nate, Kim, Kevin, Doug, Jeff
        - NAY: None
    - REI Title LLC, Docket #2025-4825
      - *Timestamp 07:41*
      - The respondent stipulated to a \$500 forfeiture for failure to file its 2024 annual report by the May 1 deadline.
      - **Motion by Kevin to concur. Seconded by Kim. Motion passed 5-0.**
        - YEA: Nate, Kim, Kevin, Doug, Jeff
        - NAY: None
- **Update on 2025 Goals**
  - ULTA report
    - *Timestamp 09:06*
    - The ULTA convention was held last month. It was a success and lots of good topics were discussed.
  - New ULTA liaison
    - *Timestamp 10:00*
    - Kim Cruz will act as the new ULTA liaison.
- **Marketing Questions / Reed**

*Final determinations posted at <https://insurance.utah.gov/licensees/title/tec/#marketing-questions>.*

  - Q1: Are title sales reps allowed to give a shout out to agents on social media?
    - *Timestamp 12:55*
  - Q2: Did R592-6 change to allow stickers on self-promotional items?
    - *Timestamp 26:15*
  - Q3: Can a title company sponsor a breakfast for an event that does not include CE?
    - *Timestamp 28:00*
- **New Business**
  - Need for requirement to maintain a physical office - [31A-23a-406\(2\)\(i\)](#) / Reed
    - *Timestamp 31:15*
    - The UID was contacted by an entity in Minnesota that is threatening to sue over the requirement that a title agency have a physical office in Utah.
    - The TEC and industry discussed the importance of maintaining a physical office in the state for consumer protection, enforcement, and client accessibility.
  - Proposal: Title insurers monitor agency producers / Reed
    - *Timestamp 45:45*
    - Reed presented a proposal for title insurers to monitor how agency producers handle escrow funds. He emphasized that it is just a proposal and is an attempt to stop rogue escrow agents from stealing consumer funds.

- Discussion followed about the few positives and many negatives about the UID's proposal, largely focusing on the burdensome nature of the requirement. It was noted that 31A-23a-407 is a sufficient backstop that protects consumers and is already in effect.
- The TEC formed a subcommittee to explore capitalization requirements for new title agencies. The subcommittee members are:
  - Kim Cruz
  - Terrie Lund
  - Mike Sumner
  - Matt Sager
  - Joseph McPhie
  - TeJay Rasband
  - Frank Ivory
  - Cort Ashton
  - Wade Taylor
  - Roger Gardiner
  - Blaine Einzinger
- The first subcommittee meeting will be September 8, immediately following the regular TEC meeting.
- Ultimately, Reed withdrew the proposal for title insurers to monitor agency producers.
- Exam review workshop / Reed
  - *Timestamp 01:24:40*
  - Prometric will hold its annual exam review workshop on October 1 from 1:30-5:00pm. One TEC member is required to attend.
  - Kim and Nate will attend for the TEC. Mike Sumner will attend as well.
- Five-year review of R592-1 / Steve
  - *Timestamp 01:26:15*
  - Discussion followed about the need for the rule.
  - **Motion by Kevin to continue R592-1. Seconded by Kim. Motion passed 5-0.**
    - YEA: Nate, Kim, Kevin, Doug, Jeff
    - NAY: None
- **Old Business**
- **Other Business**
  - Status of construction money rule / Matt
    - *Timestamp 01:28:05*
    - Cort Ashton, Matt Sager, and Joseph McPhie have been working on it, but it's not ready yet. It should be done shortly.
- **Hot Topics**

***Executive Session*** (None)

- **Adjourn** (10:34 AM)
  - **Motion by Kevin to adjourn. Seconded by Kim. Motion passed 5-0.**
    - YEA: Nate, Kim, Kevin, Doug, Jeff
    - NAY: None
- **Next Meeting: September 8, 2025** — Flaming Gorge Room, Taylorsville State Office Building

**2025 Meeting Schedule**

Jan 13** ONLINE	Feb 10** ONLINE	Mar 10 Flaming Gorge	Apr 14 Flaming Gorge	May 12* Flaming Gorge	Jun 9 Flaming Gorge
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Jul 14 Flaming Gorge	Aug 18 Flaming Gorge	Sep 8 Flaming Gorge	Oct 20* Flaming Gorge	Nov 10 Flaming Gorge	Dec 8** ONLINE
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\*Proposed TEC/REC meeting immediately following

\*\*Online only

*These minutes were prepared with the assistance of Google Gemini AI.  
They have been reviewed and improved by a human person and are accurate.*