

2020 Requests for Exemption from Title Agency Training Reqs.

(31A-23a-204)

		Date					
		Utah Insurance Department				Title and Escrow Commission	
Month	Name Supporting Information	Received	Preliminary Approval	Preliminary Disapproval	Applicant Notified	Concur	Non-concur
July	<p>Jeffrey Scott Breglio Year licensed as attorney – Licensed with Utah State Bar since 1998. Ins license history – Licensed Producer with Title Exam line from 2009 to 2011; then had Title Escrow since 2014, and Title Exam line recently added again effective 7/6/2020. Real estate experience – Real estate experience for over 20 years as attorney, investor, real estate agent, escrow officer, private lender and national real estate educator. For the last six years has been an escrow officer closing nearly 600 transactions. Legal real estate experience – Involved as practicing attorney in real estate law since 2001, focusing on asset protection and transactional documentation. Represents real estate brokerages, agents, contractors, private lenders and real estate investors. Has drafted and reviewed thousands of purchase contracts, seller-financing contracts and all-inclusive notes and deeds, conveyance deeds, reconveyances, trust deed assignments and modifications, title commitments, policies and clearings, and in resolving and litigating numerous other transactional issues from breach of contract to probate to quiet title actions, as well as assisting real estate agents with licensing concerns before the DRE.</p>	07/03/2020 (a state holiday)	07/09/2020		07/09/2020		

Mr. Randy Overstreet
Title and Escrow Commission
Utah Department of Insurance

July 3, 2020

Dear Randy,

I am submitting this letter under R592-8 for an attorney exemption from the experience time period requirements under 31A-23a-204(1)(a)(i) for a Utah title insurance agency application. Here is my contact information.

Jeffrey S. Breglio

Physical Address:
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Salt Lake City, UT 8115

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Salt Lake City, UT 84101

jeff@bregliolaw.com
(801) 560-2180
Escrow License Number: 306250
Title Examination License Number: TBD (applied on July 2, 2020)

Experience.

I have been involved in real estate for over 20 years as an attorney, investor, real estate agent, escrow officer, private lender and national real estate investment educator. I have been a part of over 4000 real estate transactions from just about every angle. Currently, I am also on the board of the Salt Lake Real Estate Investors Association as well as its attorney; on the board of the Utah Valley Real Estate Investors Association overseeing education; and a regular content contributor and speaker for the Utah Real Estate Investors Association. Also, I have been a licensed real estate continuing education (CE) instructor with the Utah Division of Real Estate for the last 6 years. Further, I teach a Real Estate and the Law class for landlords at Utah Valley State College in their continuing education department.

I began investing in 1999 when I purchased my first flip project and rental property. I am still an active investor to this day and own both residential and commercial properties in addition to being a hard money lender. It was at this time that I got my real estate agent's license to help facilitate my own investing pursuits but was also involved in numerous retail transactions. I held that license for nearly eight years, working for various brokerages.

While investing, I found a great need for competent legal work for real estate investors. It was then that I began practicing real estate law in general, and investment work in particular, which I have done since 2001.

In my law practice I focus on two areas of real estate: asset protection and transactional documentation. I represent real estate brokerages, agents, contractors, private lenders and real estate investors. I have drafted and reviewed thousands of purchase contracts, seller-financing contracts and all-inclusive notes and deeds, conveyance deeds, reconveyances, trust deed assignments and modifications, title commitments, policies and clearings as well as overseeing, resolving and litigating numerous other transactional issues and complications from breach of contract to probate to quiet title actions. I have also assisted real estate agents with licensing concerns before the DRE.

As I was practicing, I was often asked to speak and teach to local real estate investment and other real estate-oriented clubs. I found that I truly loved it. That began my career as a real estate investment educator. I have taught multiple thousands of Utahns on real estate issues. I have presented at real estate brokerages, the National Association of Hispanic Real Estate Professionals, the National Association of Mortgage Professionals, title companies and national real estate investment clubs. Below is a short list of topics that I competently speak on:

1. Title, deeds and clouds
2. Understanding closing documents
3. Asset protection of real estate
4. Contracting & leasing in real estate
5. Real estate and probate
6. Clearing problems from title (quiet title actions)
7. Working with subcontractors
8. Real estate taxation
9. Seller-financing deals
10. Wholesaling deals
11. Lending and borrowing protections
12. The use of entities and trusts in real estate
13. Self-direction of retirement accounts in real estate
14. Partnering in real estate
15. Multi-family investments
16. Raising funds and syndications

After nearly 15 years as an educator, I started REI Mastery U (www.reimasteryu.com), an online real estate investment educational platform with hundreds of hours of real estate educational content that boasts members from all over the country.

For the last six years I have been an escrow officer closing nearly 600 transactions. I wish now to open my own title company. I believe this extensive list of qualifications adequately supports

my petition to waive the 3 years of title examination experience as a requirement for the agency license.

If you would like even more details, I am happy to provide whatever you request.

Respectfully,

Jeffrey S. Breglio