

THE NATIONWIDE STANDARD

Vol. 2, Issue 1

A Free Newsletter for Our Clients

3/31/2006

Serving you since 1987

Our Mission

"We are committed to being the foremost provider of accurate information and quality customer service at a competitive price for our clients."

Nationwide Real Estate Tax Service, Inc.
425 Tesconi Circle
Santa Rosa, CA 95401
(707) 528-7852
(800) 528-7803
(707) 528-1420 FAX
www.nationwidecompliance.com



January 2005 to January 2007

NFDA Certification Seal is a registered trademark of the National Flood Determination Association



Rosie the Riveter

Rosie is an icon at Nationwide, just as she was for our troops and our country during World War II. She embodies the spirit of our work ethic: positive attitude, unyielding commitment, and resolute determination. She is a symbol of unification and teamwork, an expression of the soul of America and the American working person.

The story of Rosie the Riveter is profound. She symbolizes the important contributions that women made to the war effort as increasing numbers of men joined the armed services. Over 6 million women from all backgrounds all over the country worked at industrial jobs, challenging traditional notions of women's capabilities and ensuring American productivity that helped to win the war. For more information, check out these websites: www.rosietheriveter.org and http://en.wikipedia.org/wiki/Rosie_the_Riveter.

Important Notice About Nationwide

Established in 1987, Nationwide Real Estate Tax Service, Inc is a privately owned company based in Santa Rosa, CA. Nationwide Real Estate Tax Service, Inc has only one subsidiary company: Nationwide Compliance Service, which produces natural hazard disclosures for the real estate industry.

We **ARE NOT** affiliated with any other company bearing the Nationwide prefix in its name, including but not limited to Nationwide Flood Research, Nationwide Totalflood Services, Nationwide Insurance, etc.

Did You Know?

- In 1942, between January and July, the proportion of jobs that would be 'acceptable' for women was raised from 29% to 55%.
- About half of the working women were married.
- By war's end the average income for women had risen by 38%.
- By 1945, one in every three workers was female.

Quotes for the Quarter

"We first make our habits, and then our habits make us." (**John Dryden** English poet, dramatist, and critic; 1631 - 1700)

"Free speech carries with it some freedom to listen." (**Warren E. Burger** – Chief Justice of the US Supreme Court 1969-1986; 1907 - 1995)

Quarterly Activity

There are moments when a team is so wrapped up in finding a solution that they fail to correctly identify the problem... and that can lead to the *wrong* solution. This quarter's activity illustrates the importance of defining the problem first.

Recognizing the Problem:

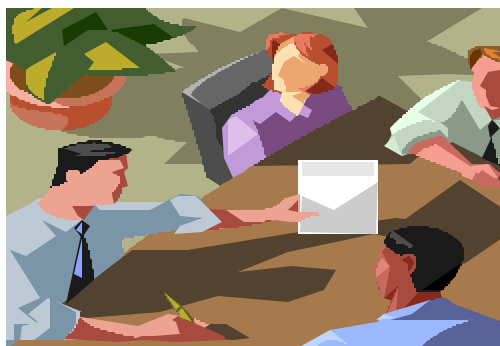
1. Place an open paper bag on its side on the floor and insert a golf ball inside.



2. Relate the following: *"After a stunning drive to the green, the defending champion is dismayed to find the ball has rolled into a brown paper bag that has blown onto the green. He is one stroke ahead and only a few feet from the hole. If he takes the ball out of the bag it will cost him one stroke. Hitting the ball while it is still in the bag will end up making him two-putt the hole. He has 3 minutes to come up with a solution before he is penalized for delaying play."*
3. Have the group define the problem and brainstorm possible solutions. Give them 3 minutes.

Lesson: It is common for individuals to attack the problem by figuring out how to get the ball out of the bag. That's going to be tough, because moving the ball costs a stroke. The real problem is to get the bag away from the ball so a stroke isn't lost. This can be done by burning or cutting the bag away.

Follow-Up: Ask your team to thoroughly define problems they encounter first, looking at all angles, before jumping to solution mode. At successive meetings, explore how your team is approaching problem solving.



What's New Online

PRESS RELEASE

Nationwide Real Estate & Tax Service, Inc., Santa Rosa, CA, has launched an improved web-based ordering system for its Tax and Flood customers throughout the Western United States. Tax-Tie (www.nationwidecompliance.com) now offers multiple ordering features that aids in lenders' tax and flood servicing transactions and record keeping.

Tax-Tie is Nationwide's long standing, easy-to-use online ordering system that offers its tax and flood customers (banks, credit unions, mortgage companies, etc) the convenience and efficiency of technology with good old-fashioned customer service.

"Our valued clients can now view all of their orders on-line, add additional services to orders already placed, and delete and renew orders placed at any time. And because our technicians research and manually verify all orders, customers are assured quality and accuracy every time," says Scott Byorum, Director of Business Development at Nationwide Real Estate Tax Service, Inc.



Hours of Operation:
Mon – Fri, 8am – 5pm

Important E-Mails:

General Info

info@nationwidecompliance.com

Business Development

jason@nationwidecompliance.com

Flood Questions

flood@nationwidecompliance.com

Tax Questions

tax@nationwidecompliance.com

Management Team:

President – Linda Walling
VP / Tax Dept. – Marci Dyche
Flood Dept. – Michelle Quilici
Geologist / IT – Dani Foster
Director of Business Development – Scott Byorum

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Easter, 4/16

"A late Easter, a long cold spring." -- French Proverb

Cinco de Mayo, 5/05

May 5th marks the Mexican army's victory over the French at the Battle of Puebla in 1862

Mother's Day, 5/14

"The most important thing a father can do for his children is to love their mother." -- Author Unknown

Memorial Day, 5/29

"Mankind must put an end to war, or war will put an end to mankind." -- John F. Kennedy

Father's Day, 6/18

"By the time a man realizes that maybe his father was right, he usually has a son who thinks he's wrong." -- Charles Wadsworth

Independence Day, 7/4

Happy 230th Birthday America!

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Tax-Tie Ordering Tip #1

At Nationwide, we strive to make your tax and flood service needs as hassle-free as possible. How data is entered and stored in our system is part of what helps us be an efficient service provider. So to help us help you, we are presenting a series of tips on how best to enter data when placing a new order on Tax-Tie.

Entering the Property Address

Use single spaces between words. Avoid using punctuation (we delete it anyway). To save time on data entry, you can also use common abbreviations for directions and road types, such as "S" for South and "St" for Street. Here's an example for "123 South West Main Street":

PROPERTY ADDRESS: (one address per contract)

? 123 SW MAIN ST

Note: The question mark next to the field will provide a tip on data entry.

Common address abbreviations include:

North =	N	Highway =	HWY
South =	S	Boulevard =	BLVD
East =	E	Road =	RD
West =	W	Street =	ST
First =	1ST	Avenue =	AVE
Second =	2ND	Circle =	CIR
Third =	3RD	Way =	WY
Fourth =	4TH	Suite =	STE

Another Did You Know?

- Honey is the only natural food that is made without destroying any kind of life
- Liquid honey does not spoil
- Honey kills bacteria and natural yeast cannot grow in it
- In rare instances honey can be poisonous, such as that made from Rhododendrons, Mountain Laurels and Azaleas.



Business Developer – Jason Engels

FEATURED EMPLOYEE

Jason Engels

Jason joined Nationwide in November of 2004. I think you will notice by the photo above that he is quite the personality around here! He definitely livens up the place!

When asked what he likes about his job, Jason replied: "I like helping potential clients find better ways to efficiently order tax and flood services." He loves interacting with people and never forgets a name or face.

Jason has a positive life philosophy. He believes "you must love yourself before you can love others" and "to be of sound mind you need to be of sound body." A honey connoisseur, Jason takes care of his health and is very active. He enjoys playing hockey games in the late Charles M. Schulz Redwood Empire Ice Arena. When the weather is good, you'll find him crushing long drives out on the golf course.

"Closing a deal and solving someone's problems through our services makes my day," he says. His favorite quote is Wayne Gretzky's "You miss 100% of the shots you don't take." That's some solid advice for living!



Just For Laughs

The Bar at the Top of the Empire State Building

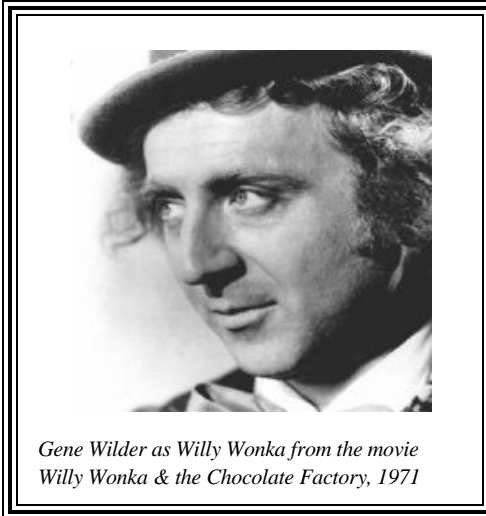
Two men sit drinking in the bar at the top of the Empire State Building. The 1st turns to the 2^d and says, "You know, last week I discovered that if you jump from the balcony over there, by the time you fall to the 10th floor, the winds around the building are so intense that they carry you around the building and back up to the balcony."

The bartender overhears this and just shakes his head in disapproval while wiping down the bar. The 2nd man says; "What, are you a nut? There is no way that could happen!" The 1st man says, "No it's true; let me prove it to you." He gets up from the bar, jumps over the balcony, and careens to the street below. When he passes the 10th floor, the high wind whips him around the building and back up to the bar's balcony.

The 2^d man tells him, "You know, I saw that with my own eyes, but that must have been a one-time fluke." The 1st man says, "No, it isn't, I'll prove it again!" And again he jumps and hurtles toward the street where the 10th floor wind gently carries him around the building and back to the balcony. Once there he urges his fellow drinker to try it.

The 2nd man says, "Well, what the hell, it works, I'll try it." He jumps over the balcony, plunges downward, and passes the 11th... 10th... 9th... and hits the sidewalk with a splat.

The bartender turns to the 1st man and says, "You know, Superman, you're a real jerk when you're drunk."



Gene Wilder as Willy Wonka from the movie *Willy Wonka & the Chocolate Factory*, 1971

The Tale

The Wallpaper Room

WONKA: "Wait a minute. Must show you this. Lickable wallpaper for nursery walls. Lick an orange, it tastes like an orange. Lick a pineapple, it tastes like a pineapple. Go ahead, try it."

GRANDPA JOE: "Oh."

MIKE: "Mmm, I got a plum."

CHARLIE: "Grandpa, this banana's fantastic! It tastes so real."

WONKA: "Try some more. The strawberries taste like strawberries. The snozzberries taste like snozzberries!"

VERUCA: "Snozzberries? Who ever heard of a snozzberry?"

WONKA: "We are the music-makers, and we are the dreamers of dreams. Come along, come along."

~ (*Willy Wonka & the Chocolate Factory*, 1971)

WORD WEIRD

Mellifluous: Flowing with sweetness or honey.

Etymology: Middle English, from Late Latin mellifluus: Latin mel, mell-, honey; Indo-European roots + Latin -fluus, flowing

FEEDBACK ABOUT THIS NEWSLETTER?

Please e-mail Scott Byorum: scott@nationwidecompliance.com

The Nationwide Standard is published quarterly for its lender clients. It can be viewed online at www.nationwidecompliance.com. Click on "LINKS".

LINKS

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