

THE NATIONWIDE STANDARD

Vol. 3, Issue 4

A Free Newsletter for Our Clients

12/28/2007

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



Certified since January 2005

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



2008

There is so much uncertainty in the economy today, especially since the real estate downturn. Is there anything in 2008 that we can be certain of or look forward to?

Here are some "fairly certain" forecasts for the New Year:

January 30 - Scientists give a 1 in 75 chance that asteroid 2007 WD5 will hit the planet Mars on this date.

February 3 - Super Bowl XLII will be held at University of Phoenix Stadium in Glendale, Arizona.

February 29 - Leap Day.

May 22 - Indiana Jones and the Kingdom of the Crystal Skull to be released worldwide.

July 31 - Bill Gates will step down from daily duties at the Microsoft Corporation after over three decades.

November 4 - Election Day for the 44th President of the United States (plus the planned release date for the Hawaiian quarter).

December 30 - Burj Dubai expected to be the world's tallest building once completed.

Here's to a safe, happy, and prosperous New Year to all!

2006-2007 Average Delinquency Rates

For the 2006-2007 property tax season (all installments), Nationwide reported the following average delinquency rates in the West by state:

- **California** = **10.5%**
- **Nevada** = **6.7%**
- **Oregon** = **6.7%**
- **Washington** = **9.1%**

Are all of your liens protected by tax service?

Did You Know?

- A number of studies found that a medley of ordinary yawns on video played to a classroom for five minutes would induce a responsive yawn in 55 percent of the audience.
- In 1923, British scientist Sir Francis Walshe observed people who were paralyzed on one side of their bodies, who couldn't move a muscle intentionally, yet when they yawned, during the yawn, they could move on their paralyzed side!

Quote for the Quarter

"I ain't saying that the service in my bank is bad, but when I went in the other day and asked the teller to check my balance she leaned over and pushed me."

(**Rodney Dangerfield** – Comedian/Actor: November 22, 1921 – October 5, 2004)

Quarterly Activity

As our 20th year comes to a close and our next 20 years lay open before us laden with possibilities, we thank all of our clients for their business and their loyalty. You help make Nationwide a great team and a great company. So this quarter's activity is a little game on getting to know us.

Name That Head:

1. Match the correct name to the correct head listed below
2. Fax in your answer to 707-528-1420, attention Scott, by January 31, 2008
3. The client(s) with the most correct answers wins a prize (one entry/winner per company)



Employee Names:

Linda
 Marci
 Dani
 Scott
 Gail
 Bianca
 Donna
 Ron
 Katie
 Corina

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

Important E-Mails:

General Info
info@nationwidecompliance.com
Business Development
scott@nationwidecompliance.com
Flood Questions
flood@nationwidecompliance.com
Tax Questions
tax@nationwidecompliance.com

Management Team:

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

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Martin Luther King, Jr.

1/21

“Our lives begin to end the day we become silent about things that matter.”

Groundhog Day, 2/2

“The groundhog is like most other prophets; it delivers its prediction and then disappears.” - Bill Vaughn

Valentine’s Day, 2/14

“Sometimes the heart sees what is invisible to the eye.” - H. Jackson Brown Jr.

President’s Day, 2/18

“Too often we enjoy the comfort of opinion without the discomfort of thought.” - John F. Kennedy

Daylight Savings, 3/9

Spring Forward

St. Patrick’s Day, 3/17

“Every absurdity has a champion to defend it.” - Oliver Goldsmith

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Are Your Liens Protected?

By Jason Engels

Through my daily contacts and observations I have come to the conclusion that the lending industry is pretty much split 50-50... half of the industry is ordering tax service on all of their loans secured by real estate and the other half only orders tax service on their first trust deeds. Of course, that split does not include those that do not order tax service at all.

The reasons given to me by lenders ordering tax service on all loans secured by real estate far outweigh the reasons given to me by lenders who only order on their first trust deeds.

Here are some of the reasons given to me by those who don't order tax service on their seconds:

- o “We don’t feel the need, we have never taken a loss”
- o “It’s the lender in first position’s responsibility”

Compare that to the reasons given to me by those that order tax on all loans secured by real estate:

- o “We took a loss”
- o “We don’t want to take a loss”
- o “We only rely on the competency of our own staff to deal with delinquent tax issues if they arise”

Can you really rely on the lender in first position’s competency if there is a delinquent tax issue? Or would your interests be better protected by relying on your own staff using your own tax service vendor?

Tax Service helps protect the lender by notifying them if their borrower has not paid their property taxes. Early notification to the lender can help the lender be aware of the situation before tax penalties are assessed. If a borrower doesn't pay their taxes after 5 fiscal years in California the county will proceed to auction off the property for any and all back taxes paid and the lenders lien will be expunged.

Are your liens protected?

Reprinted from Vol. 2, Issue 2, c2006



FEATURED EMPLOYEE

Ron Felly

As we ring in the New Year we turn our attention to one of Nationwide’s newer employees, Mr. Ron Felly. As of January 2008 he has been with us for 8 months!

“I really like working here,” Ron remarks. “The employees, the lenders... it feels like we are family. I like how my job has to do with being precise. It feels like I’m an investigator!”

Ron is drawn to Nationwide’s local and family ownership. He feels he is treated well and likes the security the company brings from being in business for over 20 years.

You may find that Ron’s favorite quote has a familiar ring to it: “Do unto others as you would have done unto you!” Ron believes that life is too short to be sad. “Be happy and enjoy what you do. Laugh and be funny... and laugh at yourself sometimes, too!”

Ron has a wife, two daughters, a dog, a cat, and a bird. He is currently helping one of his daughters raise a tadpole, but thinks he will donate the project to her class for educational purposes. On weekends, his favorite activity is going to the movies.

What is Ron’s favorite time of the year? “Christmas time!” he says. If you want to make his day, it’s pretty simple: “I like a compliment or a good conversation. I like days when people around me are happy and smiling!”



Just For Laughs

The Shepherd

A shepherd was herding his flock in a remote pasture when suddenly a brand-new BMW advanced out of a dust cloud towards him. The driver, a young man in a Broni suit, Gucci shoes, Ray Ban sunglasses and YSL tie, leans out the window and asks the shepherd: "If I tell you exactly how many sheep you have in your flock, will you give me one?"

The shepherd looks at the man, obviously a yuppie, then looks at his peacefully grazing flock and calmly answers: "Sure, why not?"

The yuppie parks his car, whips out his Dell notebook computer, connects it to his AT&T cell phone, and surfs to a NASA page on the internet, where he calls up a GPS satellite navigation system to get an exact fix on his location which he then feeds to another NASA satellite that scans the area in an ultra-high-resolution photo. Then the young man opens the digital photo in Adobe Photoshop and exports it to an image processing facility in Hamburg, Germany. Within seconds, he receives an email on his Palm Pilot that the image has been processed and the data stored. He then accesses a MS-SQL database through an ODBC connected Excel spreadsheet with hundreds of complex formulas. He uploads all of this data via an email on his Blackberry and, after a few minutes, receives a response. Finally, he prints out a full-color, 150-page report on his hi-tech, miniaturized HP LaserJet printer and finally turns to the shepherd and says: "You have exactly 1586 sheep."

"That's right. Well, I guess you can take one of my sheep," says the shepherd. He watches the young man select one of the animals and looks on amused as the young man stuffs it into the trunk of his car.

Then the shepherd says to the young man: "Hey, if I can tell you exactly what your business is, will you give me back my sheep?"

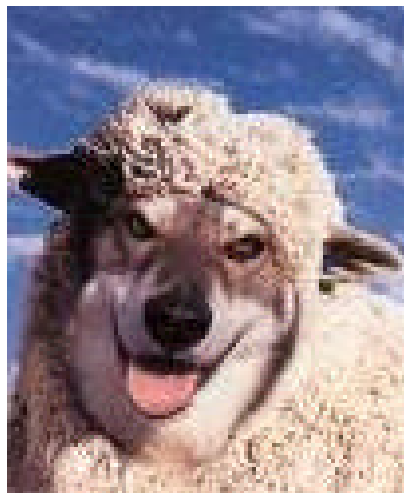
The young man thinks about it for a second and then says, "Okay, why not?"

"You're a consultant," says the shepherd.

"Wow! That's correct," says the yuppie, "but how did you guess that?"

"No guessing required," answered the shepherd. "You showed up here even though nobody called you; you want to get paid for an answer I already knew; to a question I never asked; and you don't know squat about my business..."

"...now give me back my dog."



WORD WEIRD

BALDERDASH:
Nonsense.

ETYMOLOGY: Possibly alteration of Medieval Latin *balductum*

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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