



To assist you in making the presentation  
titled  
**“The Impact of Fraud on the Real Estate Industry”**

1. Obtain the PowerPoint presentation from either PRIA’s PREP presentations page or PRIA’s Land Fraud Committee page. The presentation is the same whichever page you chose. You may also contact Carolyn Ableman, PREP National Coordinator, at [ableman@priamail.us](mailto:ableman@priamail.us), or by phone at 206-972-8451.
2. Review the Land Fraud PowerPoint, as well as the Presentation Guide page which follows. Hopefully you will have all the talking points you need.
3. If you like, you can send a “save the date” notice to PREP Chapter participants, or you can do a press release (sample documents follow).
4. Create and send out the meeting agenda. The presentation should take approximately one hour with discussion.
5. Send completed survey results to Carolyn Ableman at [ableman@priamail.us](mailto:ableman@priamail.us) or phone her at 206-972-8451 to give her your overview of the meeting. *Thank you!*

This presentation is being sponsored by PRIA.

# Presentation Guide for “The Impact of Fraud on the Real Estate Industry”

## Program Overview

The PowerPoint presentation is designed to provide PREP Chapter co-chairs a tool to promote a local discussion and gather perceptions about fraud on the real estate industry.

The presentation presents the survey questions and results given to over 8,000 participants in early 2012. The presentation also discusses ways to combat fraud and provides a survey for the local chapters to take at their PREP meeting.

[PRIA's Land Fraud Workgroup](#) would like to hear about your meeting and any survey results so they remain aware of the current and evolving effects of fraud.

## What can PRIA and PREP members hope to gain from discussing Land Fraud?

- Increased communication and information sharing
- Help to protect the public with decreased local land and mortgage fraud
- Local Success Stories - confidence that this problem is being successfully addressed
- Overall willingness to help; the desire to maintain industry integrity is essential

## Suggested Meeting Format

- When a survey question appears on the screen, ask the audience to participate by answering the same question with a show of hands.
- Then display the broader survey answers on the next slide and compare the national results with your results. You will want to discuss any differences or similarities in the responses between your PREP Chapter participants and the national survey responses.
- Note that you can also use the survey questions (on a separate document at the end of this document) to refer to or to use in collecting your responses, if you choose. Some groups hand everyone a survey as they enter the meeting room and ask them to complete the survey before the meeting starts.

## Follow-up/Next Steps

- How does your group plan to follow-up?
- What additional resources does your group need to combat fraud?
- Would your group like to participate and share ideas regarding fraud prevention by contributing to [PRIA's Fraud Resource Center](#)?
- Are there other surveys your group would like to see on any other topics?

Sample Save-the-Date flyer/notice  
for "The Impact of Land Fraud on the Real Estate Industry"



# Save the Date

Recorders

Insert chapter name Meeting

Title Companies

Day of week, calendar date  
from and to time

Registration Fee: (if any)

R.E. Brokers / Agents

**Presentation: The Impact of Land Fraud on the Real Estate Industry**  
(a survey and discussion prepared by Ernst Publishing and PRIA, adapted for PREP Chapter use)

Escrow Agents

The Property Records Industry Association (PRIA), in conjunction with the Land Fraud Workgroup, has created a presentation focused on national survey results to the issues of land fraud on the real estate industry for local PREP Chapters. Included with the presentation is an opportunity for you to voice your opinions and your suggestions. Join us as we focus on current land fraud activity at the local level and move on to develop tips on how to avoid and prevent land fraud.

Lenders

Please save the date and join us to learn more about what we can do to notice, notify, and help each other slow down and possibly stop land fraud.

Contact your PREP Co-Chairs to reserve a spot!  
Add PREP co-chairs names, phones and emails



**SAMPLE NEWS RELEASE  
for PREP Chapters when presenting  
“The Impact of Land Fraud on the Real Estate Industry”**

**FOR IMMEDIATE RELEASE**

Insert date

**CONTACT:** PREP chapter co-chair

phone number for co-chair

email for co-chair

**INSERT CITY, STATE** – The local **insert Chapter name** Chapter of the Property Records Education Partners (PREP) will be meeting on **day of week, month day year** at **time** at **location**. This chapter meeting will focus on a national survey about land fraud, while seeking local viewpoints and possible solutions.

PREP chapters are located throughout the nation, sponsored by the Property Records Industry Association (PRIA) to bring local and regional industry members together to address industry related issues. The local **insert Chapter name** PREP Chapter is chaired by **insert name of government co-chair, affiliation**, government co-chair and **insert name of business co-chair, affiliation**, business co-chair. This group has been meeting periodically since **insert date**.

In conjunction with PRIA’s Land Fraud Committee, PREP Chapters provide the means to strengthen communication and interaction at the local level between many industry business and government partners who deal with the effects of land fraud.

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*(NOTE: This sample document could also be revised for use as an invitational message from the PREP chapter to the various industry partners dealing with some aspect of land fraud.)*



## THE IMPACT OF FRAUD ON THE REAL ESTATE INDUSTRY

1. Do you believe fraud in real estate transactions has increased or decreased in the last year?
  - a. Increased
  - b. Decreased
  - c. Stayed the same
2. What types of fraud are a concern for you?
  - a. Robo-signing
  - b. Integrity of the permanent record
  - c. Identity theft
  - d. Fraud at the closing table
  - e. Fraud within the loan transaction
  - f. Foreclosure fraud
  - g. Other: \_\_\_\_\_
3. What is your perception of the level of industry fraud?
  - a. High
  - b. Medium
  - c. Low
4. Have you personally experienced fraud?
  - a. Yes
  - b. No
5. If yes, was fraud
  - a. Perpetrated by the borrower?
  - b. Perpetrated by the loan officer?
  - c. Perpetrated by the title agent?
  - d. Perpetrated by the recorder's office?
  - e. All of the above
  - f. Other: \_\_\_\_\_
6. Have Consumer Financial Protection Bureau (CFPB)/RESPA changes to HUD and GFE helped to mitigate fraud?
  - a. Yes
  - b. No
  - c. Unsure
  - d. Have no knowledge of these regulations
7. What suggestions do you have for the CFPB to further assist in combatting fraud in real estate transactions?

**A PRIA presentation for a PREP meeting**  
**The Impact of Fraud on the Real Estate Industry**

8. Do you believe a national recording system (where all the document indexes and images are in a shared central site) would have any impact on fraudulent recording?
  - a. Yes
  - b. No
9. Would a national recording system
  - a. Help eliminate fraud?
    - i. Yes
    - ii. No
    - iii. Explain
  - b. Increase potential fraud?
    - i. Yes
    - ii. No
    - iii. Explain
10. Do you use any technology solutions today to help combat fraud in land records?
  - a. Yes
  - b. No
11. If yes, what does your technology do? (select all that apply)
  - a. Validate the authenticity of the borrower?
  - b. Validate the standing and license of the title agent?
  - c. Validate the standing and license of the loan officer or mortgage broker?
  - d. Identify fraud within the land record system?
  - e. All of the above?
  - f. Other: \_\_\_\_\_
12. What additional steps should be taken to combat fraud? (select all that apply)
  - a. Improve technology solutions
  - b. Further certifications for title agents
  - c. Further certifications for loan officers
  - d. Increased notary responsibility
  - e. Increased recorder responsibility
  - f. National recording system
  - g. All of the above
  - h. Other: \_\_\_\_\_