



How Standard has grown into its role as the expert on the most challenging, complex, foreclosure transactions

In a time when companies are commoditizing products and services to help deal with larger order volumes, Standard Trust Deed builds on its reputation for handling the most challenging foreclosure orders for its customers . . . as it always has. After 22 years and more than 80,000 foreclosures, Standard Trust Deed has carved a unique niche in an increasingly competitive field. Unlike its larger competitors it remains nimble and flexible, focused on the intricacies of complex foreclosure transactions on behalf of its clients.

The advantage of independence

Not a division of a multi-layered, giant corporation, Standard has methodically gained stature as an independent, high-touch, service-oriented company, enriched with experience in foreclosure processing,



technology and business management.

“In a way, our company is made to order for the sensitive, complex transaction,” said Scott Myers, President. “That has been our strength and our focus. We thrive on close, frequent customer contact and are adept at attention to detail and accuracy.”

The company is known for proficiency in high-end residential foreclosures (in excess of \$1 million) as well as commercial transactions that involve multiple parties and have a high-liability component.

Closer customer relationships

As an independent company, Standard Trust Deed is free to foster highly consultative relationships with its clients. The combination of an expert staff, modern technology and experience that transcends



Coming seminar: look for updates

Standard Trust Deed and Scheer Law Group will co-sponsor a free seminar covering strategies for current market conditions. Details will be made available to members of our mailing list and will be published on the Standard web site in the weeks to come.

Collaboration adds more value and better strategies

In California, Standard collaborates with the following companies to address client needs:

[Scheer Law Group, LLP](#), represents secured creditors in foreclosure-related matters throughout California. The firm combines extensive knowledge and experience with a full range of services and specializes in creditor bankruptcy and real estate litigation and transactions.

Based in San Diego, California, [Trigild](#) specializes in non-performing commercial loans. With more than 30 years of industry experience, Trigild combines receivership/trustee, management and disposition services under one roof. ▲

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The growth of Standard Trust Deed

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several real estate cycles allows it to give more specialized attention to its customers.

“We don’t specialize in cookie-cutter solutions,” said June Christy, Vice President of Operations. “Our aim is to develop relationships based on understanding each client’s business and to build strategies as we move forward with them.” As part of that conversation, Standard helps its customers leverage its many resources to their advantage.



Keeping the process simple

A key benefit to customers is Standard’s continuous drive to keep the mechanics of the foreclosure process simple, an effort that has been 20 years in the making.

“The company has worked tirelessly to perfect a flexible foreclosure process that is

transparent, yet responsive to its clients,” said Emil Fanelli, Business Development Officer.

Standard’s workflow processing model enables it to stay abreast of progress in foreclosure transactions while ensuring the company complies with rapidly evolving regulations governing default and foreclosure.

The value of key alliances

Standard maintains long-term business relationships with specialized real estate law firms and receivership/trustee management companies, such as the Scheer Law Group, LLP and Trigild, Inc. — two firms that excel in credit default resolution using such tools as litigation and receivership. These alliances add depth and experience to Standard’s capabilities. “When you collaborate with like-minded companies that have complementary skills, it opens new avenues for solving a customer’s problem,” Myers said.

A commitment to keeping customers informed

Standard Trust Deed performs complete mortgage satisfaction outsourcing or provides the information a customer needs to do their own filings.

“Our goal is to save time and costs, no matter what the circumstance, while ensuring our clients are in full compliance,” Christy said. The company’s commitment to continuing education is an integral part of its culture and belief that knowledge empowers.

Through daily interaction with customers and strategic alliance partners, it shares information on evolving business practices, changes in the law and in industry regulations, and new strategies for mitigating loss and asset recovery.

Among its published communications is *Best Practices in Foreclosure Processing*, formerly called *Foreclosure 101*, which provides a detailed overview of foreclosure processing steps in California, with special sections on bankruptcy law and receivership.

By conducting topical seminars, co-sponsored with Scheer Law Group, LLP, the company explores key issues of the day, such as changes in bankruptcy law, the growing tide of defaults relating to loan fraud and pending and recently-enacted legislation.

If you wish to receive copies of proceedings from any of its seminars, contact Lou Ann Maihofer at 925.603.1031 or e-mail her at: louann.maihofer@standardtrustdeed.com. ▲

Professional Profiles

Scott Myers, President, has 15 years of experience developing products and services for the mortgage banking industry for such stalwart companies as Interpraise, iOwn, Chicago Title, Zurich RE and TRW. He is completing requirements to obtain his Certified Mortgage Banking certificate.

Paula Padgitt, Vice President and Controller, has served as Corporate Controller for a development conglomerate and has experience in consulting to banks and trusts, with a focus on audit and process control.

June Christy, Vice President of Operations, has 25 years of foreclosure-related work experience, including performing the duties of vice president of Operations for Trustee’s Assistance Corp.

Amy Rigsby, Sr. Trustee Sale Officer, has been involved in all aspects of Standard’s foreclosure operations for more than 15 years. She has held several supervisor positions in the Assignment, Release and Research Departments.

Ralph Facio, Northern California Sales Manager, has more than 25 years of experience in the real estate industry, with nearly 10 of those years specializing in foreclosure processing.

Emil Fanelli, Business Development Officer, has been a regional director for Morgan Stanley Capital International and Citicorp Mortgage, as well as Eastern Regional Division sales manager for Amresco. ▲



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