



Your Time is Now, You Are the Future

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I am honored to be your 2014-2015 ASEA President. I began my journey toward this moment many years ago as an escrow practitioner. I'm happy to report that I was encouraged to join the escrow association by the first escrow manager I ever worked for. She saw potential in me and felt that I would benefit greatly from the classes offered by the ASEA because this was long before the days when the internet made information readily available. For the first few years as a member, I only attended a few educational classes but I knew that a career in the settlement industry was the place for me. I love the challenges each new transaction presents. I enjoy the satisfaction of closing a difficult transaction and knowing that I had a part in bringing it all together to the customers' satisfaction.

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We are in an ever-changing industry and I have always looked to the association to educate me beyond my desk. For a large part of my career, I worked in a niche resale market where most transactions could be described as "cookie cutter". I realized early on that I did not have a broad understanding of our industry and I wanted to learn more. I would take a class here and there that sparked my interest but I quickly realized there was much I did not know or understand about our industry; however, the topics and availability of classes were very limited at that time. Over the last several years, the Association has worked hard to change that. The Education Committee has increased the class frequency; has created class materials and topics that are relevant to the needs of the today's Escrow Practitioner; and is even now working toward being able to present classes on-line where time and distance will no longer be a deciding factor for continuing education.



Throughout my journey, the support I have received from other members, the Board of Directors and the Executive Board has been inspiring. There came a day when I realized that I wanted to become more involved and to give back to the association for all that I had gained from it. Someone suggested that I attend a Board Meeting to see what it was like and to consider becoming a Director. The first meeting I attended was just before the annual conference. It was exciting to see and hear the passion and commitment of the Board; I was immediately hooked and wanted to be a part of it. Being a Director meant that I would serve on a Committee or two and lends my skills wherever needed. I finally began to feel that I was contributing to the association that had given so much to me. The Executive Board members and fellow Directors welcomed me with open minds and open arms and have been there all along to guide me. It has been such a rewarding experience and I am count myself blessed to be among such dedicated and passionate individuals. I am proud to stand here as your incoming President.



I look forward to leading the association for yet another exciting year. **Our time is now; we are the future of our industry.** With the many regulatory changes affecting our industry and the challenges we will continue to face in the coming years, our commitment to our industry and the Arizona State Escrow Association is crucial.



For those of you that have worked in the industry for many years, who have been members of the Association; who have enjoyed and benefitted from the educational opportunities the ASEA provides, and have finally decided, as I did, that you who want to do more and give back to the association but don't quite know how, your time is now. You have many talents, skills and, yes, time to dedicate to the association. You may not think so but **YOU are the future leaders of our industry, our Association.**



For those of you that are new to the industry and to our association, your time is also now. You bring with you excitement of becoming a part of something new; you have fresh outlook; a desire to learn all that you can about our industry and the promise of making this your chosen career. **YOU are the future.** You are also the future leaders of this Association

For those of you who already devote your time, skills and talents to the Association by serving on the board and the various committees; your time is now. You sought to make a difference. You chose to be involved and to help our association grow. **YOU are the leaders of our association.** Your dedication and skills are the future of this Association.



And for those long time members who have dedicated countless hours of your time, who have shared your talents, your skills and the knowledge you possess of the industry; most of all, you have shared your love the industry and of the Association with the membership. You have taken us by the hand and showed us the way. You have kept us engaged and relevant. We need you now more than ever. **YOU are the back bone of our association** but you are also the future. We still have much to learn from you.

As we continue to focus on the growth of our membership and providing quality education to the members, we need to focus on

developing the future leaders of our industry. Our time is now. Focusing on the development of our leadership and creating a mentorship program will foster the personal and professional growth of our members. As an association we need to continue fighting to remain engaged, continue the educating of our membership, and raising the level of professionalism within our industry at large.

Many of the members and leaders of our association, some of which are here today, have inspired me. They believed in me and have given of themselves to mentor me and continue to do so today. It is your guidance and support that has given me the confidence and the courage to stand before you today, as a proud member of the ASEA and as your incoming President. I want to take this moment to say, "Thank you for all that you do for our association and for what you have done for me".

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Tess Vance-Brumfield
ASEA President
Certified Senior Escrow Officer
Certified Escrow Instructor



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Arizona State Escrow Association
PO Box 3709 | Gilbert, AZ 85299
info@azsea.org ~ www.azsea.org

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