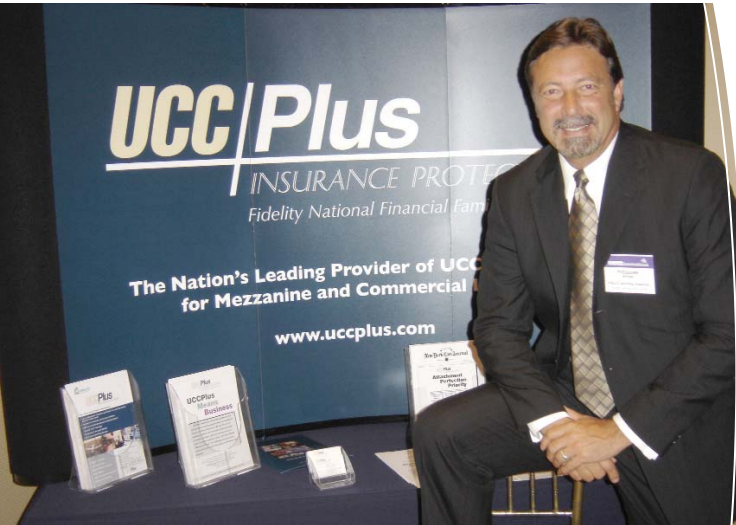


BrandNews

For Employees of Fidelity National Title Group

UCCPlus Insurance:

A New Source of Revenue



Ted Sprink, one of the architects of the UCC insurance concept, is Senior Vice President, Director of Sales and Marketing, for the UCC Insurance Division of Fidelity National Title Group.

UCCPlus Client Roster

UCCPlus clients include numerous top Wall Street firms and national lenders, as well as many of the nation's leading law firms specializing in real estate and commercial loan transactions. These firms and lenders rely on UCCPlus to reduce risk and enhance loan value for the benefit of their clients.

Financial Firms & Lender Clients

Goldman Sachs; Morgan Stanley; Bear Stearns; Greenwich Capital; Credit Suisse; First Boston; Deutsche Bank; JPMorgan Chase; Merrill Lynch; GMAC; Bank of America; Wachovia; Key Capital; Citigroup; TIAA-CREF; Countrywide; ARCS; MONY; Prudential; RAIT and Column Financial.

Leading Law Firm Clients

Cadwalader Wickersham & Taft; Sidley Austin Brown; Windels Marx; Holland & Knight; Strook & Strook; Baker McKenzie; Weil Gotshal; Cravath Swaine; Thatcher Proffitt; Pircher Nichols; Sullivan & Cromwell; Kaye Scholer; Jones Day; Morrison & Foerster; Dechert; Quarles Brady; Pillsbury Winthrop Shaw Pittman; DLA Piper Rudnick; Dewey Ballantine; Shearman & Sterling; Brown Raysman; Proskauer Rose; Skadden Arps; Bingham McCutchen; Sonnenschein; Goodwin Procter; Buchanan Ingersoll; Jenkins & Gilchrist; Solomon Weinberg; Hogan & Hartson; Gibson Dunn & Crutcher; Schulte Roth; Lewis & Roca; Paul Hastings; Latham & Watkins; Katten Muchin; Kirkland & Ellis; Heller Ehrman; Debevoise & Plimpton and Mayer Brown Rowe & Maw.

Unique Marketing Opportunity

UCCPlus is a new source of revenue for the originating office as well as a powerful cross-marketing tool for commercial real estate title sales. By linking UCC insurance to real estate coverage in major-market, mixed collateral and mezzanine finance transactions, UCCPlus captures new real estate title business.

UCCPlus is available through Alamo Title, Chicago Title, Fidelity National Title, Security Union Title and Ticor Title in most major metropolitan areas. Policies are centrally underwritten and produced in Chicago in response to your referral.

Commercial loan losses are frequently the result of lenders losing their perfection or priority in connection with the many rules and requirements mandated by Article 9 of the Uniform Commercial Code. UCCPlus provides valuable transaction coverage for lenders and represents a significant broadening of products and services available from Fidelity National Title Group. Most importantly, UCCPlus Insurance coverage is new revenue!

What is UCCPlus?

UCCPlus is a title insurance product that insures a lender's security interest in commercial loans secured by "Article 9 collateral" for validity, insurability, attachment, perfection and priority. UCCPlus covers fraud, forgery, insures over documentation defects and filing office errors and omissions, insures the gap and provides cost-of-defense coverage in the event of a challenge to the lender's security interest.

"Article 9 collateral" is defined in Article 9 of the Uniform Commercial Code and consists of personal property. Personal property includes accounts, inventory, equipment, deposit accounts, and certificated and uncertificated securities (often crucial to the mezzanine loan transaction). UCCPlus insurance policies include UCC search and filing services.

Product Development

The policy was originally developed to expand coverage available to lenders, while at the same time minimizing the need for the traditional, highly qualified legal opinion rendered by outside counsel in many commercial transactions. With the availability of UCCPlus insurance, law firms are now relieved from the corresponding liability to the law firm in rendering such opinions.

UCCPlus frequently reduces loan origination costs to the borrower and eliminates risk while enhancing the value of loans sold into the secondary market. UCCPlus offers an extremely important advantage: our policy presumes the debtor's rights in collateral. Our competitors' UCC products exclude this substantial feature. Please contact the UCC Insurance Division to find out more.

UCCPlus insurance has become a checklist item for most major mezzanine investors and lenders, oftentimes driven by secondary market considerations. Most blue-chip law firms are familiar with the concept of UCC insurance and recommend UCC insurance to their lender clients. As a result, these respected law firms have become an important source of business for UCC insurance. **Fidelity National Title Group's new and improved UCCPlus policy and endorsements now provide investors, lenders and outside counsel the market's broadest coverages, narrowest exclusions and most competitive pricing.**

Fidelity's UCC Insurance Division has developed a particular expertise in underwriting large, high-yield mezzanine finance transactions, mixed collateral transactions (hotels, shopping centers, power plants, casinos and office buildings), major-market asset-based loans, and commercial loan work-outs. Our underwriting staff consists of lawyers and paralegals with a great deal of experience in commercial finance transactions.

The Case for UCC Insurance

Recent cases illustrate the exposure lenders face by relying on search vendors and/or outside counsel to

assure proper attachment, perfection and priority of the lender's security interest in personal property. The failure to file a UCC-1 Financing statement by outside counsel led to a legal malpractice judgment against a law firm in an action brought by the client in *Kory vs. Parsoff*, 745 NY S. 2d 218 (2002). A UCC search vendor's liability for damages was limited to \$25 for the failure/inaccuracy of the vendor's search in identifying poor liens in *Puget Sound Financial, LLC vs. Unisearch, Inc.* 146 Wn. 2d 428 (2002). These and numerous other cases support the need for UCC insurance.



Marketing Support

UCCPlus provides commercial title sales representatives, underwriters and closers the opportunity to cross-sell valuable new coverage to lenders and law firms. Sales letters, proposals, promotional information, recently published articles and presentation materials are available for customers, and the UCC Insurance Division is ready to support any sales efforts.

For more information on UCCPlus, call (619) 744-4410 or visit www.ucplus.com.