



2017 Year in Review: Rebecca Mason, OneTitle National Guaranty Co.

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Name & Title: Rebecca Mason

Company Name: OneTitle National Guaranty Company

Address: 80 Broad Street, Suite 301, New York, NY 10004

What was your most notable project, deal, transaction or professional achievement in 2017?

Winning approval from the Department of Financial Services for new, lower title insurance premiums—now up to 25% less than our competitors—and really being a game changer in the title underwriting business. We also entered the large commercial space, leading the underwriting of multiple large commercial transactions.

What was the best decision you made in 2017 and why?

To focus on our current team and expand it with new hires.

Who or what contributed to your success in 2017 and why?

Offering lower premiums than any of our competitors on large commercial transactions, in addition to our existing lower premiums on smaller transactions, really grabbed the attention of developers and large investors. This drove a large expansion of our commercial business in addition to our already strong residential base.

What trends will impact your business in 2018?

Obviously, the new regulations that make it explicitly illegal for title insurers to offer meals, drinks, tickets, entertainment, trips and other inducements to clients and potential clients will have a big impact on our industry in 2018. This will shift the focus back to where it belongs: service and value. The fact that we have the only lower premiums for transactions of all types and sizes plus the fact that we are the only exclusively direct title insurer will drive our 2018 growth.

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