

# SERVICING MANAGEMENT

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## Bankruptcy

Today, courts are very skeptical of the evidence being presented by mortgage servicers.

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### AUCTIONS

**12** Speed is one of the main reasons servicers turn to auctions as a part of their disposition strategy. But if the pre-auction process is marred by poor preparation and disjointed communication among multiple parties, delays become unavoidable.

### FORECLOSURE

**16** Litigation spawned by California Civil Code §2923.5 is largely a form-over-substance debate. But if the courts are swayed by borrowers' arguments, the state's housing market may become paralyzed by uncertainty.

### DIRECTORY OF INSURANCE

**26** In our annual Directory of Insurance, we present comprehensive listings of companies that specialize in providing the products and services that will fulfill your insurance requirements - from flood and wind coverage to claims processing and audits.

## NAMES

### Bank Of America

**Matt Vernon**, a 15-year veteran of the financial industry, has been named short-sale and real estate owned (REO) executive for Bank of America Home Loans, moving to the loan servicing division from roles in the bank's residential mortgage origination business.

In his new position, Vernon will develop and implement initiatives to manage and streamline the bank's efforts to use short sales and other property liquidation tools to prevent foreclosures and oversee the management and marketing of properties in the bank's REO portfolio.

Vernon's most recent position in new loan production was as enterprise sales executive, leading mortgage origination and cross-selling efforts through Bank of America's network of more than 6,000 banking centers. Previously, he led the bank's consumer real estate retail sales channel, overseeing 150 offices and more than 2,000 mortgage loan officers.

### RedVision

RedVision, a provider of real property research solutions, has hired **Steve McDonald** as director of government partner programs. Prior to joining RedVision, he concluded 12 years in public service as the Lancaster County recorder of deeds.

Along with his role as president of the International Association of Clerks, Recorders, Election Officials and Treasurers from 2007 to 2008, McDonald is also a founding board member of The Property Records Industry Association. Prior to becoming recorder, he was association manager for the Horst Group.

### South & Associates

South & Associates has promoted an attorney to shareholder, hired two new associate attorneys and promoted an employee to a team-lead position.

**Mark Mellor**, who serves as the supervising attorney for the firm's Wichita, Kan., office, has been named a

shareholder. He has been with South & Associates for five years and has been practicing creditors' rights law for more than three decades.

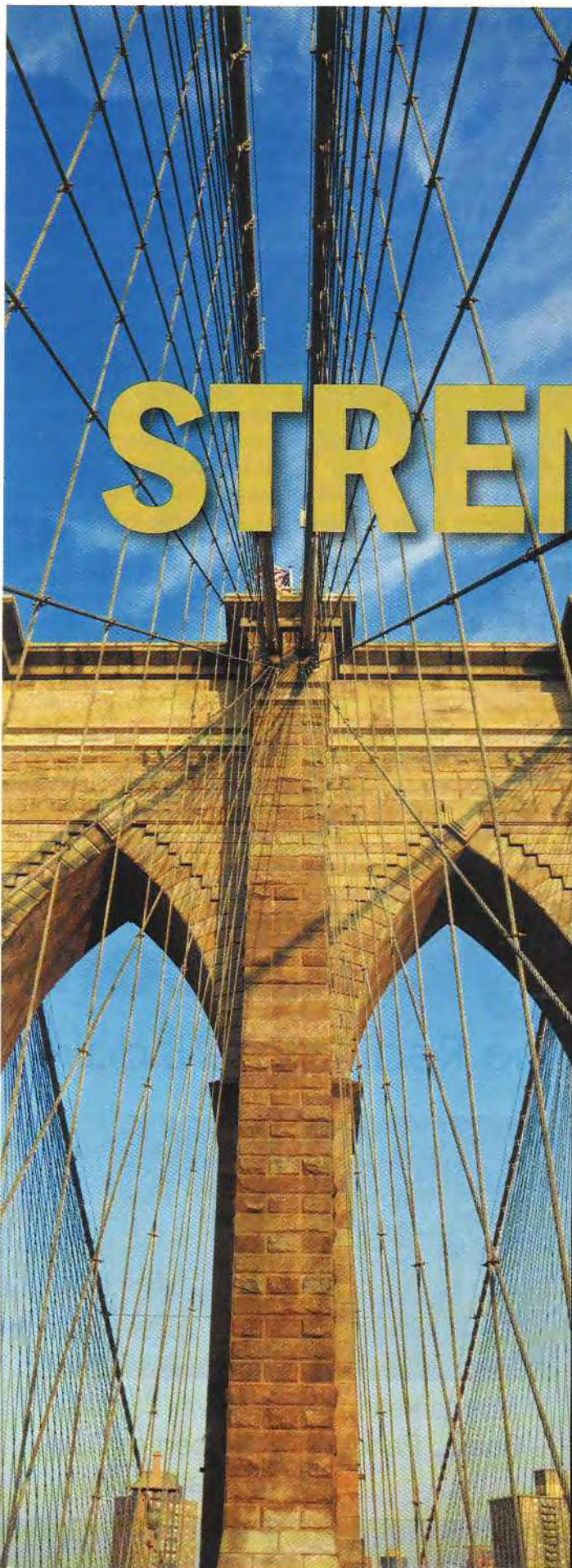
**Jennifer Stoehr** and **Judd Davis** have joined the firm's St. Louis and Overland Park, Kan., offices, respectively. Stoehr, who is licensed to practice in Missouri and Illinois, will work in the company's litigation department, while Davis, who is licensed in Mis-

souri, Kansas and Nebraska, will work with the firm's Missouri foreclosure department.

**Amy Wayman**, who has been handling petitions at the firm's Wichita office for four years, has been promoted to team lead. In her new position, Wayman will play a more central role at the firm, helping to cross-train employees in their overall knowledge of the foreclosure process. **SM**



Vernon



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