



Quarterly Newsletter | Issue #9

### ECONVEYANCE MAKES EFS EASY

85% of econveyance users already know just how easy we make e-filing! For the other 15% of you, here's a few of the ways econveyance makes EFS easy!

**Training**

We are EFS experts and provide free training to our users

**Accuracy**

Your EFS forms will be accurately completed through econveyance together with any associated schedules – no more scanning and attaching

**Support**

You'll get the same great support for EFS as you already get for econveyance

**Speed**

We provide a direct link to the EFS document submission window – no need to leave your econveyance file

Isn't it time for you and your firm to embrace the benefits of electronic filing? The LTSA's goal is to encourage universal adoption of EFS as the standard method that their customers use to interact with them. Don't be the last one to arrive at the party! Why not let our dedicated support team show you how easy it is to e-file with econveyance.

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## EFS – FACT OR FICTION

- ◆ All originally signed EFS forms must be retained on your file  
**Fiction** – once the registration process is complete, there is no further need to retain originally signed EFS forms. More information can be found at:  
[http://www.ltsa.ca/documents/ltd/bulletin\\_0306.pdf](http://www.ltsa.ca/documents/ltd/bulletin_0306.pdf)  
[http://www.ltsa.ca/documents/ltd/LSBC\\_FileRetention.pdf](http://www.ltsa.ca/documents/ltd/LSBC_FileRetention.pdf)
- ◆ EFS uptake was at 40% as of December 31, 2008  
**Fact** – this figure was supplied to us by Darcy Hammett of the Land Title & Survey Authority
- ◆ 70% of the notaries are using the Electronic Filing System  
**Fact** – this also is based on information provided to us by Darcy Hammett
- ◆ An EFS form cannot be submitted for filing over the counter at a Land Title Office  
**Fiction** – an EFS form can be filed at the Land Title Office if circumstances warrant, however, a paper form cannot be e-filed, it must be submitted at the Land Title Office
- ◆ The property transfer tax is taken from your BC OnLine account  
**Fiction** – you get to designate which bank account(s) you are going to use for payment of the PTT



**TAKE THE NEXT STEP TOWARD  
A PAPERLESS OFFICE!**

## **IMAGINE YOURSELF IN HAWAII!!**



Stop imagining it! *Now* is your chance to make it happen! Leila Bauer of Jawl & Bundon won a trip to Mexico during our last contest and, as you are reading this, she is lying on the beach in Cancun; or maybe she's snorkeling; or buying silver jewelry; or at a fiesta . . . . .well you get the picture!

It's easy to enter, we promise! The econveyance user that provides us with the **MOST** referrals that result in a demo will be the winner of a **Hawaiian** vacation. Increase your chances of being the winner by phoning your colleagues and telling them all the things you love about econveyance and then let us know you did. After that, your work is done and we do the rest!

Visit [www.econveyance.com](http://www.econveyance.com) for full contest details, rules, and regulations.



## EDUCATION

In addition to the training that we offer to new econveyance users, we now provide additional levels of econveyance certification. Our certification program offers something for everyone! Whether you are an experienced econveyance user who wants to learn more or, if you've never used econveyance but want to make yourself more employable, our training helps to enhance your skills, advance your career and allow you to get the most out of econveyance. In just a few hours, our hands on training prepares you to immediately use your new knowledge! You'll also be prepared to take the certification exams to earn valuable professional credentials.

Call 1.866.326.6839 to find out how you can give yourself the competitive edge needed for today's job market and make it easier for prospective employers to recognize you as their best candidate!

## FAQS - FROM THE VERY HELPFUL DESK

**Question:** On the EFS Form A and EFS Form B, why do my individual Buyers and Borrowers appear on a schedule?

**Answer:** There are specific rules around the compilation of EFS Forms. These documents allow for up to 2 individuals at 1 address to appear on the first page.

If there are two individuals, econveyance compares their addresses. If their addresses are **exactly** the same it puts both buyers/borrowers on the first page of the Form A or Form B and displays one address. If there are any differences in the addresses, which would include one of the addresses being left blank, econveyance assumes that the individuals are at different addresses and therefore puts both individuals and each of their addresses on a schedule.

**Solution:** The quickest way to ensure the addresses are the same is to use the "Save & New" button that is on the Buyer and Borrower Edit screens. Complete all information for the first individual including the address and click the Save & New button. You will be prompted to copy the address to the new Buyer or Borrower. Selecting **yes** will ensure that the addresses are exactly the same.

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*Don't forget to check out the **Tips and Tricks** document which can be found posted on the econveyance home page.*

## NEWS FROM THE LTSA:

Coming soon to a computer near you is the new search and retrieval application. The Land Title and Survey Authority have made significant changes to the manner in which title searching is done. This new application is currently in production pilot with 28 users providing feedback to the LTSA. The impressions to date have been overwhelmingly positive. We, at econveyance, have been fortunate enough to be included in those users providing feedback and we think that you'll love the changes. Our sources tell us that full production release may be as soon as the end of February!

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## **WE FOUND SOME GOOD NEWS!!**

**We are really tired of the financial doom and gloom and bad news that seems to be all everyone is talking about these days so, we went in search of some good news. That proved to be a little bit difficult but our search was not in vain. We give you the bits and pieces of good news that we have been able to gather from various sources:**

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*“Downward pressure on mortgage rates and lower home prices are providing much needed improvement in home affordability. Increasing affordability and significantly lower housing starts are setting the stage for a healthier market in the years to come.” - BC Real Estate Association*

*“To stimulate economic growth and encourage Canadians to invest in improvements to their homes, Budget 2009 proposes to introduce a temporary Home Renovation Tax Credit (HRTC). The HRTC will provide meaningful tax relief to help Canadian homeowners make improvements to their property while promoting broad-based economic activity.” – Budget 2009*

<http://www.budget.gc.ca/2009/plan/bpa5a-eng.asp>

*“Budget 2009 proposes to introduce a new non-refundable tax credit based on an amount of \$5,000 for first-time home buyers who acquire a qualifying home after January 27, 2009 (i.e. the closing is after that date). The credit for a taxation year will be calculated by reference to the lowest personal income tax rate for the year and is claimable for the taxation year in which the home is acquired.” – Budget 2009*

<http://www.budget.gc.ca/2009/plan/bpa5a-eng.asp>

*The Canadian Real Estate Association is forecasting “a rebound by 2010 and forecasts sales to jump to 9.9%, with most of the growth coming in the second half of that year. British Columbia and Alberta are expected to have the strongest rebounds in 2010.” – Financial Post*

**And, we saved the best ‘til last:**


**SPRING IS ONLY 31 DAYS AWAY!!**



## PUBLIC LIBRARY MAINTENANCE

Remember, if YOU have information that WE don't – please share it with us so that we can get it into the public library for you. This includes:

- Lawyers
- Notaries
- Banks and branches
- Updated information on existing data in the public library

Send us the information through [FeedBack](#) , we'll get it entered right away and let you know once it's done.


## SERVING A PURPOSE

We would like our Newsletter to serve as a venue for providing information and insight to our readers relative to the real estate/conveyancing industries. If you would like to contribute an article or, if there is a subject that you would like us to address in a future edition of the Newsletter, let us know via [info@econveyance.com](mailto:info@econveyance.com)

## CONTACT US

telephone: 1-866-326-6839

fax: (250) 545-7099

email: [info@econveyance.com](mailto:info@econveyance.com) or by using the [FeedBack](#)  link located on every econveyance™ screen

We invite you to share your thoughts, comments, tips or articles for future Newsletters! Simply submit them to [info@econveyance.com](mailto:info@econveyance.com).

## ENVIRONMENTAL CORNER - WHAT CAN YOU DO TO HELP THE ENVIRONMENT?

Changing climate conditions and the effect on the environment is an issue that affects us and concerns us all. Here are some hints on how to help reduce the impact of climate change, by addressing our everyday habits in the work place. By simply changing our ways, we can all help to make a difference, today!

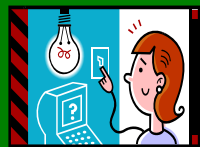


### PRINT WISELY

Think before you print. Do you *really* need to print that document?

Only print documents that are vital – retaining documents on your computer rather than in hard copy not only saves paper; it also saves on file storage space and keeps them right at your fingertips.

SHARE AND CIRCULATE copies of printed presentations and reports rather than issuing separate copies.



### SWITCH OFF

By switching off your computer at the end of the day, its energy consumption can be reduced by up to 75% a year. Switch all electrical appliances off instead of using the 'standby' function. During standby the appliances are still using electricity. Also, when you leave the office, *don't* leave the lights on, always switch them off when they are not required

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## **FOCUS ON THE VERY HELPFUL DESK**

*In addition to being a service provider to the conveyancing community, it's always been our intention at econveyance to be a part of that community. To that end, we thought that you might be interested in getting to know us a little bit better.*

Our focus in this issue is on Marci Henderson, second in command at the very helpful desk and our Sales Manager. Marci joined the econveyance team March 1, 2004. Many of you have probably had the pleasure of meeting her in person as she spends a great deal of time travelling throughout the province providing econveyance demonstrations and training.



Marci's passions are her husband Alan, two very pampered cats, Tye and Casper, golf and shoes! Marci grew up a city girl and found herself transplanted to tiny City of Armstrong 14 years ago. Once the initial culture shock wore off, she found the lifestyle suited her to a tee. Marci lives a very busy life. She has been a Mary Kay consultant for 7 years, she hits the gym on her lunch hour, and she and her husband are avid golfers. Weather permitting, you'll find them on one of the local golf courses on the weekend. She also enjoys walking (but not in those fancy pointy shoes!) and winter vacations in tropical destinations!

## **WELCOME TO OUR NEW USERS**

**The following firms and/or individuals joined econveyance™ during the previous quarter:**

Davis Avis MacEwen LLP, Parksville  
Schinnour Matkin Baxter & Pichette Calgary  
Stasiuk & Co. Law Corp., Dawson Creek  
Flemming, Sombrowski & Lawrence, Sechelt  
Schwarz & Co. Law Corporation, Coquitlam.

Rowland & Co., Vancouver  
Tessmer Law Offices, Kelowna  
Shook Wickham Bishop & Field, Campbell River  
Shahnaz B. Jamal Law Corp., Langley  
David P. Caron, Lawyer, Kelowna

**With more and more joining the econveyance™ network of conveyance professionals, we strongly encourage you to save time by using the invitation feature. Call us to learn just how easy it is!!**

