

***WILLIAM F. TALHAM JR., Esq.**

*Admitted in Massachusetts & Florida

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Palm Beach Gardens, FL 33418

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PROFESSIONAL EXPERIENCE**William F. Talham Jr., P.L., Attorney at Law****1/07 - present****Palm Beach Gardens, FL**

Transactional based law practice concentrating in Real Estate Closings, Business formation issues, Commercial Lease Drafting, Negotiating, & Review, Contract Negotiations/Drafting, Wills, Trusts, and Probate matters.

First American Title Insurance Company**3/04-12/31/06****National Agency Development Manager & Associate Counsel: Sunrise, FL**

Actively prospected for new Multi-state Title Agency relationships while managing current house accounts. Drafted, negotiated, and amended all agency contracts, with values of \$10,000 to \$10,000.000+. Visited agent offices across the country, to further enhance relationships. Provided on-site training to Agencies' staff on regulations and licensing issues when doing business in a multi-state environment. Advised Agency owners and managers on the barriers to entry of doing business in non-home-state jurisdictions and regulatory compliance issues. Assisted accounting department in the creation of Pro-forma spreadsheets for new start up agencies. Reviewed business strategies with prospective agents to help assure their success in their target markets. Attended industry conferences to maintain updated knowledge base of industry trends for multi-state agents. Actively maintained 60-90 multi-state agency accounts with revenue of approximately \$5,000,000.00+. Provided Underwriting assistance counseling for agencies and their staff on an as needed basis. Actively lobbied and proposed with supporting memoranda a change of operational parameters of current business unit to organize and streamline present operations and ultimately to guarantee its sustainability.

First American Title Insurance Company**11/03-3/04****Sales Manager for Direct Operations-South East Florida Territory:**

Managed, directed, and motivated sales team of 16 account executives in 14 offices from Fort Pierce, Florida to Key West. Established sales goals and implemented new seminar-based strategies to help achieve goals of territory. Assisted and trained account managers in organizing their daily activities to maximize their efforts through the use of computerized technologies. i.e., PDA's, PIM's, etc...

First American Title Insurance Company**9/03-11-03****Branch Manger: Jupiter, FL**

Managed new branch office with initial staff of four employees. Prepared and negotiated all contractual documents for customer/client closings, whether residential or commercial properties. Provided legal counsel to branch clients as requested. Advised staff on regulatory compliance of the Federal RESPA statute and its issues, as they relate to providing settlement services. Assisted Area Manager in setting new office revenue goals based on current market conditions.

William F. Talham Jr., Attorney at Law**1/029/03****Solo Practitioner****S. Dennis, MA**

Owned and operated Conveyance based legal practice concentrating in Real Estate Closings, Business Issues, Contract Negotiations/Drafting, Wills, Trusts, and Probate matters. Drafted all relevant legal documentation for Estate Planning, Probate, and Real Estate client matters. Implemented technology based system for efficient processing of paperless settlement services. Represented local and regional lenders while providing settlement & escrow services to buyers and borrowers. Managed workload and staff of three. Actively prospected and generated all new business while developing long term relationships. Advised local contractor clients on business formation issues, mechanic's liens, and regulatory compliance.

NORTON & TALHAM, LLP**7/99-1/02****General Law Practice-Partner****S. Dennis, Massachusetts**

Created and co-managed general law practice concentrating in Real Estate Closings, Business Issues, Contract Negotiations/Drafting, Wills, Trusts, Probate matters, Criminal Representation, Family Law, and Civil Litigation. Assisted partner with business development strategies to grow practice. Provided legal counsel to clients regarding

business formation, contractual disputes, and estate planning issues.

TALHAM HOME REPAIRS

1992-2003

Owner-Carpenter

Harwich, Massachusetts

Created and operated small home improvement business. Used computer to manage daily activities, created advertising pieces, and coordinated job scheduling. Implemented all marketing activities and supplied labor to accomplish tasks. Actively operated this business while attending law school at night, from 1994-1998.

TALHAM REAL ESTATE SERVICES

1986-1992

Broker-Owner

Troy, New York

Owned and Operated full service Real Estate Brokerage specializing in New Construction Sales. Coordinated subdivision marketing to banks for Builder/Developer's construction funding. Solicited and acquired end-loan lender for consumer purchases of new homes. Hired, trained, and motivated new salespeople, while actively listing and selling residential properties. Managed the daily activities of the company.

MEMBERSHIPS:

Palm Beach County Bar Association

North Palm Beach Chamber of Commerce

Florida Bar Association

Small Business Membership Council

Jupiter-Tequesta-Hobe Sound Association of Realtors

Jupiter, Tequesta, Juno Beach Chamber of Commerce

Massachusetts Bar Association

PUBLICATIONS:

The Massachusetts Mortgage Press Newspaper-*"Good Faith Estimates in Florida..."*, published in Aug, 2007.

The Massachusetts Mortgage Press Newspaper-*"Don't get Down, Don't Bail Out, Just get Busy"*, published in September, 2007.

The California Mortgage Press Newspaper-*"Don't get Down, Don't Bail Out, Just get Busy"*, published in November, 2007.

The Florida Mortgage Press Newspaper-*"Don't get Down, Don't Bail Out, Just get Busy"*, published in December, 2007.

EDUCATION

New England School of Law

Boston, Massachusetts

Juris Doctor---May, 1998

Evening Division, Dean's List

SUNY College at Plattsburgh

Plattsburgh, New York

B.A.--Biology, 1980

G.P.A. 3.55

INTERESTS

Family outings, Golfing, Basketball, Flying (private pilot), Boating, Woodworking