



## PRESS RELEASE

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### **CEO Gregory Teal Guest on New Podcast Series**

*ChangeMaker podcast series has asked Ernst Publishing's CEO to appear on the program.*

**ALBANY, NY—October 29, 2012—**Ernst Publishing Company, the leading provider of closing cost data for the real estate and home finance industries for the past 20 years, announced today that president and CEO Gregory E. Teal was recently asked to share his thoughts on the industry and its future for a new podcast series. The ChangeMaker podcast series asks top executives to share their expertise, projections and best practices for the benefit of the entire industry.

Teal spoke about what he said was a critical challenge facing the industry, explaining how improving the borrower experience and winning back their trust were key objectives the industry must adopt and achieve in the future.

“The industry is trying to win back the trust of the consumer,” Teal said on the program. “As a company, we’ve tried to re-establish that trust by helping our clients provide extremely accurate information to the consumer in an easily understood format. Having that information as early as their first conversation about their real estate transaction is key”.

Teal also spoke about the company’s new mobile offerings that are hitting the market now, saying these are the types of tools that borrowers are embracing and have come to expect from the company’s they do business with.

“Our mobile application is enabling (our clients) to take the information some of which will be included on the HUD-1 and the GFE and present it to both the buyer and the seller very early in the process, even prior to taking the mortgage application,” Teal said. “It brings us back to that trust, because the industry needs to be as transparent as possible, as early as possible, so there are no surprises; because unintended surprises at the closing table are what has led to distrust.”

The ChangeMaker podcast featuring Gregory Teal can be found at [rgachange.blogspot.com](http://rgachange.blogspot.com). For more information about the program or to be a guest on the show, call 800-949-9049.

#### **About the Ernst Publishing Company**

The Ernst Publishing Company has been the leading authority on land recording requirements for more than two decades. In fact, Ernst’s recording fee, transfer tax and title data have been integrated throughout the title and lending industries. Due to RESPA requirements that went into effect in January 2010, accurate recording fees and taxes for recording documents have never been more important. Ernst excels at creating solutions for their clients to manage not just those fees—but also all vendor fees—with unparalleled precision. As a company, our goal is simple:

Empower clients to not only meet RESPA's new compliance regulations for Blocks 4-8, but set the industry standard for client satisfaction, an attainable goal due to our technology, impeccable data standards, expertise at creating custom solutions, and network of partners.

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