

GOING BACK TO COLLEGE FOR PERSONAL DEVELOPMENT

You are never too old to go back to school and learn new skills.

It is no secret that I am very driven, goal oriented person. I have always felt I needed to improve - running, playing golf, and most recently, in executive level knowledge.

With COVID changing our behaviors in many ways, getting advanced education in a classroom environment has changed drastically. I became aware of the UNIVERSITY

OF ILLINOIS' Gies College of Business online iMBA. Over 3,000 students from 103 countries are enrolled. In August 2020, I enrolled for the part-time, 100% online, three year program.

I currently am 20% done with my MBA, with the remaining 80% to be completed in the next two years. Thereafter, I have thoughts of earning a law degree, and maybe even finishing up the IT degree I started back in 2000. Famous British author C.S. Lewis wrote "...you are never too old to set another goal, or to dream another dream". Continuing my education along with goals of running faster and shooting lower golf scores are future goals and dreams I will aspire to.

TRADITION LIEN SERVICE has big growth year for revenue.

COVID hurt a lot of businesses in 2020, but TRADITION LIEN SERVICE enjoyed record sales, due to a 67% increase in revenue over 2019.

New customers are using TRADITION LIEN SERVICE because of the knowledgeable, friendly customer service they experience with each notice request. They also enjoy not paying subscription fees and hidden charges that bring up the cost of notices with competitors. Customers also get the added assurance that TRADITION LIEN SERVICE notices are backed by \$2 million dollars in Errors & Omissions insurance coverage.

Updated legal notices for CA, CO, FL, MN, MS, NV, TN, TX.

An annual subscription to use PreLien2Lien always includes free legal updates as they become available. Legal updates in eight (8) states since April 2020 include Mississippi (April 2020), California, Colorado (May 2020), Nevada (July 2020), Tennessee (September 2020), Florida (November 2020), Minnesota (January 2021) and Texas (February 2021). PreLien2Lien does not have notices for U.S. territories or Canada.

E-recording now available in California and other states.

California finally opened up its counties in Spring 2020 to e-recording. This is especially valuable because COVID shut down in many states the ability to walk in a construction lien or release in 2020.

While recording offices are starting to open up again, e-recording your lien or release through TRADITION LIEN SERVICE will enable you to get confirmation of document recording, usually 1-2 business days. 1,100+ U.S. counties are currently available for e-recording.

Information by state on recording office locations and fees can be found in menus off the homepages of both the TRADITION SOFTWARE and TRADITION LIEN SERVICE websites.

Improvements made to all websites.

Marketing websites for TRADITION SOFTWARE (www.TraditionSoftware.com) and TRADITION LIEN SERVICE (www.TraditionLienService.com) were upgraded in December 2020 so that they would be optimized to the latest internet website standards, including optimization for cell phones and tablets.

Companies these days have to continuously adapt corporate websites to changing web standards, with the search engine GOOGLE responsible for many of the required changes.

PreLien2Lien online (pl2l.com) and MyLienCenter (myliencenter.com) continue to have user enhancements added. These improvements often come as a result of suggestions of users. Contact Technical Support at (800) 886-8770 Monday - Friday, 8AM - 5PM CST if you have changes to suggest for implementation.



Craig Altman, President
TRADITION SOFTWARE

So while getting this knowledge is good for myself, how is this good for TRADITION SOFTWARE and TRADITION LIEN SERVICE customers?

The answer lies in applying the knowledge I gain to effectively manage the business through tough issues like COVID, the sudden death of a longtime number two employee, and the temptation to accept outside investors to grow the company or merge with another similar company.

My education history includes getting a second bachelors degree (Marketing) after earning my first degree (Political Science). After beginning my career in Sales, I switched careers into IT, gaining a MICROSOFT Certified Systems Engineer (MCSE) certification after seven exams and knowledge from seven software development classes I took from the local community college.

tradition lien service

Get your past due invoices paid through the effective use of each state's construction lien laws.

- Construction Liens: \$165. Includes owner and legal party verification, notarization and delivery costs. County recording fees extra.
- Bond Claims: \$65. Includes verification of bond number, owner and other legal parties, notarization and delivery costs.
- Stop Notices: \$65. Includes owner and legal party verification, notarization and certified mail delivery to lender.
- 1st Notices: \$24. Includes owner and legal party verification, certified mail delivery to owner or contractor. CALIFORNIA notices start at \$31.

Contact Craig Altman, at (800) 886-8770 x304.

RETURN SERVICE REQUESTED

The Tradition

THE TRADITION SOFTWARE NEWSLETTER

TIPS TO RECORD YOUR OWN CONSTRUCTION LIENS: Updates from SOUTH CAROLINA and WEST VIRGINIA

Every year, TRADITION LIEN SERVICE records construction liens in numerous states. For everyone's benefit, we document our research and post it on our corporate websites.

A few pointers from around the country follow:

Recording a SC Notice of Mechanics Lien in Pickens County - A metro Atlanta based flooring supplier and installer asked our TRADITION LIEN SERVICE division to record a SOUTH CAROLINA Notice of Mechanics Lien on apartment complex located in Pickens, SC within Pickens County. According to Wikipedia, Pickens County is the home of CLEMSON UNIVERSITY and SOUTHERN WESLEYAN UNIVERSITY.

General/Prime Contractors and Subcontractors can file a notarized SOUTH CAROLINA Notice Of Mechanic's Lien up to ninety (90) days after completion of a project. Record it with the Register Of Deeds/Clerk in the county where the project is located. Fees to record with the Pickens County Register of Deeds Office are as follows: \$25.00 for the first four (4) pages, \$1.00 each additional page of 8-1/2" x 11" or 8-1/2" x 14" paper. NOTE: Releasing a lien is \$10 for the first four (4) pages. Make checks payable to PICKENS COUNTY and they will accept out-of-state business checks.

Actual recording occurs on the same day a lien or release is received. It takes 2-5 days after recording for the original document to be mailed back. Include a self-addressed stamped envelope for the recorded copy to be returned.

Recording a WV Notice Of Mechanic's Lien in Kanawha County - A national manufacturer and installer of retail mall and storefront signs asked our TRADITION LIEN SERVICE division to record a WEST VIRGINIA Notice Of Mechanic's Lien on a shopping center located in Saint Albans, WV within Kanawha County. According to Wikipedia, as of the 2010 census, the population of Kanawha County was 193,063, making it West Virginia's most populous county

On private Commercial projects WEST VIRGINIA § Code 38-2-8 law mandates that a WEST VIRGINIA Notice Of Mechanic's Lien be recorded within one hundred (100) days after completion of a contract for a project in the office of the clerk of the county court of the county where the project is located. Cost to record a lien with the Kanawha County Clerk is \$11 for up to five (5) pages. The office does accept out of state business checks. Make the check out to KANAWHA COUNTY CLERK. Include a self addressed stamped envelope.

Turn around time to record is 1-2 business days. Recorded liens and releases will be returned with one week.

tradition software

PRELIEN2LIEN

Do it yourself (DIY) online software solutions for construction lien, bond claim, stop notice, and lien waiver management.

- Lease on an annual basis with unlimited training, technical support by phone (800 number), and legal updates.
- Lite (10 projects) versions cost as little as \$159 in the first year.
- One or more users can share data online using any internet enabled device (computer, laptop, Mac, tablet or cell phone).
- Print notices on 8.5" x 11" plain paper, or USPS Certified Mail Pettit Forms.
- Get legal name and owner address information by purchasing for an additional fee Property Owner Reports.

