



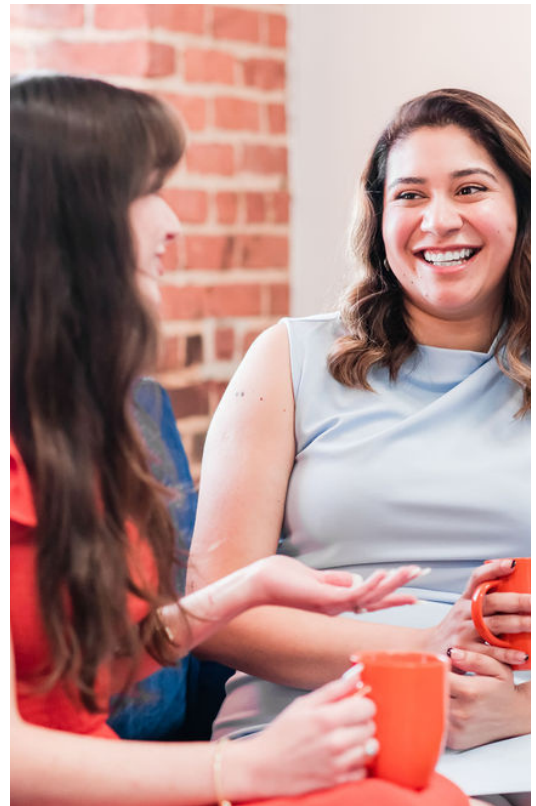
CLIENT

Welcome Packet


WELCOME,


New Agent!

We're so glad you're here! Our firm is built around serving our real estate agents and making their lives easier. We want to bring real estate closings into the 21st century! We do things differently, and we know you'll see it from your very first transaction with the Atlas Team. One of our biggest assets is our agent partners - so, welcome to the squad!

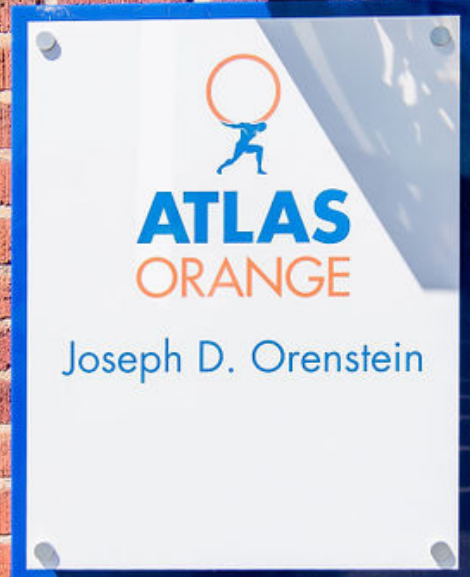


With two attorneys and 11 support staff on deck, we're ready for any transaction that comes our way. Our office specializes in both traditional transactions, as well as more creative approaches. Our daily transactions include financed purchases, cash purchases, refinances, seller financed purchases, investor multi-unit purchases, commercial purchases, and more!

 336-904-3001

 www.atlas-orange.com

 info@atlas-orange.com



Why Atlas?

- Business Support: Our job is to be *more* than just your preferred vendor. From starting your business entity to client marketing ideas to training sessions for new real estate agents, we're here to help you grow!
- Communication: We pride ourselves on availability, transparency, and responsiveness. We know you're tired of not getting answers, so we make sure you always get what you need.
- Innovative Tech: We use the best tools in the industry to keep your information secure, streamline processes, and keep details central. Try it - we know you'll love it.

WHO WE ARE

Meet the Team



Joseph D. Orenstein

Attorney, Managing Partner

✉ jdo@atlas-orange.com

As a Kernersville native, Joe has true ties to the Triad community. His passion is helping new agents learn the ropes!



Rachel M. Starnes

Attorney

✉ rms@atlas-orange.com

With a lively personality, Rachel has a great time meeting new faces and putting clients at ease at the closing table.



Kelly White

Practice Manager

✉ kelly@atlas-orange.com

Kelly wears many hats at Atlas! Her main joy is coaching and training the staff, enhancing systems, and maintaining our social media accounts.



Lauren Reinbold

Head of Client Communications

✉ lauren@atlas-orange.com

Lauren is the first friendly face our clients get to greet! Her specialties are maintaining relationships, directing phone calls, and helping purchases run smoothly.



Marisol Lopez

Settlement Agent, Real Estate Team

✉ marisol@atlas-orange.com

A true jill of all trades, Marisol is our point person for the real estate team. She keeps our closings on track and conducts English and Spanish speaking settlements.



Rachel Ward

Paralegal

✉ rachel@atlas-orange.com

Rachel's expertise and technical competence make her a valuable add to our team. She pays attention to the fine details so you don't have to!



Landis Hinnant

Paralegal

✉ landis@atlas-orange.com

Landis has an almost uncanny ability to put clients at ease and help our team strategize the next move. Keeping all the moving parts organized is her fave!



Samantha Stevens

Payoff/HOA Specialist

✉ samantha@atlas-orange.com

Professional wrangler at your service! With a knack for seeing problems from all angles, Sam is the best fit for supporting our sellers and listing agents.



Natalie Peters

Administrative Assistant

✉ natalie@atlas-orange.com

Everyone knows admin have the hardest jobs! Natalie is the glue to the communications of our transactions - making sure nothing goes unnoticed!



Katherine Cross

Title Team Member

✉ katherine@atlas-orange.com

An eye for the small details is only part what makes Katherine shine! Her teamwork and willingness to try new things keeps us moving forward!



Becca Yingling

Seller Document Specialist

✉ becca@atlas-orange.com

As our primary point of contact for listing agents, Becca helps us meet seller timelines and get everyone closed and paid!



Alex Orenstein

Title Team Lead

✉ alex@atlas-orange.com

Alex's talent lies in interpreting tricky title situations and making tight closings a breeze. She's a wizard at getting her hands on hard to find historical docs, too!



Sharra Jones

Title Team Member

✉ sharra@atlas-orange.com

One of the hardest-working people we know, Sharra is the backbone of the title team. From ordering prior title policies to multi-owner searches, she's our girl!



Next Atlas Team Member

Real Estate Team

✉ This could be you!

Know someone who loves a dynamic work environment AND likes to have fun? Have them send their resume to kelly@atlas-orange.com

WHAT YOU CAN Expect from Us



✓ Innovation

Feel at ease any time you do business with us - seriously! Our favorite thing to do is meet clients where they are, and help solve unique problems. Whether you are representing a seasoned investor or a first time homebuyer, we tailor our service to your clients' goals.



✓ Quality

We only do full send closings. Every time. Our goal is to go all out for you and your client! Please don't hesitate to tell us all the things we could do to make your closing an over-the-top experience.



✓ Timeliness

We aim to give you as many updates along the way as possible. Our team ensures there are never any unresolved questions about your closing. If we have to resolve any issues, you're the first to know.

MAKE YOUR LIFE EASY WITH

Qualia

Qualia is the name of the system we use to collect information, communicate with you and your clients, and provide documents for review. We find that our most successful real estate agents have embedded an explanation of Qualia in their buyer experience, so buyers know what to expect from their closing attorney.

Want additional training or need to ask a question? Drop us a line!



01 Central Hub for All Your Closings

Every transaction you ever conduct with us will be stored in ONE location. Finding documents from closed transactions, sending amendments/invoices, and location points of contact is a snap! There's even a mobile app!

02 Secure Communication Tool

With fraud on the rise, you can ensure that you protect your clients' information by using encrypted communication from day 1. You never need to touch the information because we collect it for you!

03 Free Leverage - let our office help!

Never chase down an information sheet again, worry about when your closing is scheduled, or find out about closing issues two hours prior to closing (unless you want to, I guess.) Need we say more?

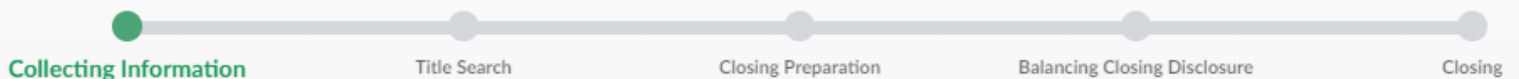




FINANCED TRANSACTION

Overview

- **COLLECTING INFORMATION**
We collect contact information, name spelling, current/forwarding addresses, and day of closing information on your behalf.
- **TITLE SEARCH**
Our title team examines any pertinent records to establish a full profile of the subject property and remedy any outstanding issues.
- **CLOSING PREPARATION**
We collaborate with the lender to deliver title work, plan for the final closing disclosure, and review all documents for accuracy.
- **REVIEW OF SETTLEMENT STATEMENT**
You receive the settlement statement 7 days prior to closing for review and response; and your client receives wiring instructions.
- **SETTLEMENT MEETING**
You and your client sign docs and celebrate! This meeting can take place inside or outside our office.



TIPS AND TRICKS TO *Get Started*

Our goal is to make the process as seamless as possible, so we want to give you a few pointers to get you off on the right foot. For some *secret* Qualia tips and tricks, you can [click here](#).

PRIMARY POINTS OF CONTACT

- ❑ Seller Documents:
[Becca \(click to contact\)](#)
- ❑ New Closing Requests:
[Admin team \(click to contact\)](#)
- ❑ General Questions:
[info@atlas-orange.com \(click to email\)](mailto:info@atlas-orange.com)



SELF SCHEDULE YOUR CLOSING

<https://calendly.com/atlas-orange>

REGISTER OR SIGN INTO QUALIA

<https://connect.qualia.com/signin#signup?invitationHost=qualia.cgo>

ADDITIONAL RESOURCES (CLICK)



BUYER CLOSING

Options

- 01 In person signing**
This option is the traditional approach - attend closing in our office and sit at our conference table! A great option for local buyers.
- 02 Electronic Signing**
This option is available for all cash purchases and a select few refinances and financed purchases.
- 03 Remote Closing / Mail Away**
This option is available, pending lender approval, for all transactions. We can send our closer anywhere, anytime - even the driveway of your new home!
- 04 COMING SOON: Remote Online Notarization**
We estimate this option will be available in 2023. Close from the comfort of your own electronic device with a virtual closer, and e-sign all your documents!

a note on innovation

Our firm's goal is to challenge the status quo of real estate closings in North Carolina. As pioneers of "what's next," we count on our stakeholders to give us regular feedback about their experience so we can consistently improve our processes. We envision being the #1 choice for agents and buyers alike, and we're thrilled you're going to be part of that movement! Have a suggestion or an idea? Don't hold back! Tell us at info@atlas-orange.com.

FREQUENTLY

Asked Questions

What does a closing attorney do?

In short, the role of a closing attorney in North Carolina is to perform the title search and conduct the settlement meeting. Our daily role involves searching & certifying property records for mortgages, liens, tax bills, HOA information, and more!

How can I check on the status of my closing?

Our platform, Qualia, includes a little 'pizza tracker' for every transaction you complete with our office! You can check for real time updates, send messages to our team, and view the status at any time - whether our office is open or not.

Who will be my main point of contact?

Our team takes a very hands-on approach to closings! Your primary contact will be the assigned paralegal (viewable in Qualia), but you may receive responses from any one of our staff to minimize your wait time and maximize your experience.

I have clients that aren't tech-savvy. What do I do?

Our job is to meet you and/or your clients where you are to provide the best quality experience. No computer, no email, no problem! We can collect information via other methods, just let our staff know so we can help accommodate.

How can I share this transaction with my client?

That's the easy part: you don't have to lift a finger! Qualia will request your client contact information (email and phone number), and then we go to work collecting what we need directly from your client. No more chasing down paper info sheets!

How do you handle paying agent commissions?

This is up to agent discretion; our firm offers in-office check pickup, overnight delivery (\$25), and wiring (complimentary + instant with a notarized directive on file!). We can also collect for transaction fees, and split commissions of custom amounts.

What's the estimated timeframe for a closing?

Our turnaround time for a cash purchase is ~14-21 days and ~21-30 days for a financed purchase. These estimates are dependent on length and complexity of title search. If we are able to obtain a prior policy, we can often shorten these timelines.

Why is your name Atlas Orange?

Great question! We originally named ourselves Atlas Law, but received a cease and desist for use of the name. Instead of being disheartened, we decided to take advantage of a unique opportunity: incorporating a word that represents vibrancy, joy, optimism, and energy - all qualities of our team!

Does your office engage in commercial real estate?


We sure do! As long as the subject property lies in the state of North Carolina, we can (and would love to) assist with the purchase or refinance.

LET'S GET STARTED!


We can't wait to work with you! If you think real estate closings can be made fun and efficient, then you're our kind of people. We believe in flipping traditional business models on their heads - that's why we decided superior customer service and accessibility go hand in hand. As a full-service real estate settlement provider, we take pride in helping clients purchase first homes, investment properties, vacant land, and more. Let us help you reach your next destination!

[READ WHAT OTHERS HAVE TO SAY](#)

The Atlas Team

 336-904-3001

 www.atlas-orange.com

 info@atlas-orange.com

Want to know even more about our team?

Find us on social media at [@atlasclosings](#)

