



## FCT'S NEW COMPETITIVE STRATEGY FOR COMMERCIAL REALTORS LED BY FORMER CFL STAR RECEIVER

OAKVILLE, ONTARIO, Dec. 13 , 2011 – FCT is now offering Commercial Realtors with a Draft Commitment to Title Insure for a specific property when it is listed. FCT's Draft Commitment to Title Insure brings added value to a listing by providing prospective purchasers with more confidence when submitting an offer and greater certainty that the deal will close.

Mike Morreale, a former CFL Star Receiver for the Argonauts and Ti-Cats, and current FCT Director of Business Development is spearheading the launch of this new innovative offering for Commercial Realtors. *"As a licensed Commercial Realtor I was always looking for greater protections for my clients. FCT's Draft Commitment to Title Insure has been designed to meet this requirement so that a deal can close quickly and without conditions,"* Says Morreale. *"The Draft Commitment to Title Insure may allow the listing to sell at the highest price because FCT can insure against many issues that may otherwise hinder a smooth closing."*

Recently FCT's Draft Commitment to Title Insure was used in a listing for the Sheppard Centre by Jamie Ziegel, a Commercial Realtor. FCT's Draft Commitment to Title Insure added value to the underwriting of the property which resulted in a very swift closing for all parties to the transaction. On December 1, 2011, a joint venture between RioCan Real Estate Investment Trust and KingSett Capital, on behalf of its Real Estate Growth LP No. 4, completed the acquisition of the Sheppard Centre. Sheppard Centre is a 673,000 square foot urban mixed use centre located at the northeast corner of Yonge and Sheppard in Toronto.

Designed with brokers' needs in mind, FCT's Draft Commitment to Title Insure provides Commercial Realtors with the advantage of closing your deal on time, enhancing your marketing package and building your reputation in the marketplace.

Commercial Realtors interested in learning how to get a jump on the competition with FCT's Draft Commitment to Title Insure can contact Mike to arrange a seminar at 905 287-3142 or by e-mail at [mmorreale@firstcdn.com](mailto:mmorreale@firstcdn.com).

For immediate assistance Realtors may contact an FCT Direct Sales professional at **1.866.465.9120** who can advise them on how FCT's Draft Commitment to Title Insure can enhance their business offering.

To order a Draft Commitment to Title Insure contact FCT's underwriting department at **1.866.804.3112 ext. 4**.

For more details visit FCT's website at <http://www.firstcdn.com/about-us/media-centre/news-releases/>.

**About FCT (First Canadian Title)**

The FCT group of companies includes FCT Insurance Company Ltd., which is Canada's leading provider of title insurance; DRN Commerce Inc. and First Canadian Title Company Limited, which offers other non insurance-related products and services for residential and commercial real estate transactions. Founded in 1991 and based in Oakville, Ontario, FCT employs approximately 1,000 people from coast to coast. Its customers include more than 300 lenders, 15,000 lawyers and notaries nationwide, every major Canadian chartered bank, credit unions, other lending institutions, real estate agents, mortgage brokers and builders. Insurance is provided by FCT Insurance Company Ltd., with the exception of certain commercial policies, which are provided by the Canadian branch of First American Title Insurance Company. For more information about FCT, please visit [www.firstcanadiantitle.com](http://www.firstcanadiantitle.com).

# # #

**Media contact:**

Wendy Rinella

Corporate Affairs, FCT

905 287-3379

[wrinella@firstcdn.com](mailto:wrinella@firstcdn.com)