



David Riley
District 2 Representative
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SEPTEMBER "MESSAGE FROM THE BOARD"

Hello, my name is David C. Riley. My family owns and operates Cochran Abstract and Closing Company in Chickasha, Oklahoma. I represent District No. 2 on the Oklahoma Abstractors Board, which covers the southwest part of the State. The past two years have been a tremendous learning experience for me and the board, and we are still learning every day.

A little over 30 years ago, a gentleman named Duane Methvin came to my desk at the courthouse and asked me if I would consider coming to work for him at Cochran Abstract Company. I knew what a deed and mortgage were, and I had seen my abstract when I purchased my home, but other than that I knew nothing about the abstract business. Duane was a believer in learning by doing and basically gave me work to do and said to ask if I had a question, which I had a lot of questions. So, like many in our industry, I learned the title industry by working and asking questions, and I am still learning daily.

Through these 30 years, the first 11 as an employee and the last 19 as an owner, I have learned that abstract companies are a very important source of information and help to the communities and counties in which they are located. We have many people come into our office for help and information when they have lost a loved one that has title to property, and they just really don't know where to start. We take great enjoyment in being able to take a little time to talk to someone, give some information or an explanation of land titles and terminology to help them better understand, or make a copy of their deed or even to help them locate their abstract. Then when they ask what they owe us, we say there is no charge for us to be of help. I know that what we sell is service and we must charge for those services; however, we must remember that people depend on us and we must be willing to help them at all times. I think that people remember those who help them when it comes time that they require a service for which you must charge.

I appreciate the opportunity to serve on the Oklahoma Abstractors Board and would welcome anyone to contact me with questions. I am sure I don't know all the answers, but through our collective resources we will find the answer.

Thank you.

David C. Riley