

Focus on... Morgan Title Company

During the early spring of 1994, it became apparent to Grace Anne Glavin, Esq., a veteran Winter Springs general practice attorney, that the “bundled services” or “controlled business arrangement” model of real property services was becoming the norm in Central Florida. The Real Estate Settlement and Procedures Act of 1974, formulated by the United States Congress, protected the residential real estate consumer, giving him the free choice of realtor, mortgage lender, title company, insurance agent, etc.

However, the oncoming computer generation was looking for a one-stop-shop that took its lead from the marketing cry of the new auto industry: *Test drive and drive your new car out of the dealership on Saturday. The dealership finance manager will place your loan on Monday morning!*

By 1994, Ms. Glavin had already had 20 years of experience with real estate closings and real estate development, adding in-depth attorney supervision to every closing and other matter.

Many local real estate companies that Ms. Glavin had serviced for years began opening their own title companies, leaving Grace with the closings that involved probate, foreclosed properties, or perhaps couples in the throes of a divorce. The routine closings were coming to her from the rising tide of FSBOs (For Sale By Owner).

Ms. Glavin saw a need to expand the services and the marketing abilities of her law offices to realtors and FSBOs, and thus formed Morgan Title Company. The name, of course, comes from Grace’s ownership of Morgan horses, the first of which was Notfield Don Dancer



The glory days

National Champion Classic Pleasure Four Year Old Under Saddle, two-time Florida Morgan Dressage Horse of the Year, Morgan Southern States Hunter Champion, American-Canadian Pleasure Driving Champion, and dozens more. His ribbons and trophies fill Grace's offices, her home, and two storage areas.

“You have no idea how close I was to naming it Notfield Title Company,” says Grace. “However in 1994 there was a TV show, *Knots Landing*, and I thought people would look up the title company in the phone book under K for Knotfield instead of N for Notfield. It seemed easier spelling to name the company after his breed, the American Morgan Horse.”

Dancer will be 25 in June and is pretty much retired except for children and medical therapy teaching. Grace has just acquired a new Morgan horse, UVM Jericho, from the University of Vermont breeding program that perpetuated all the old U.S. government Army cavalry stock. Jericho is nine and will be able to show most of the skills at which Dancer excelled.

There’s only one Dancer close to her heart, though. He pulled a cart that Grace drove in the first couple of Winter Springs holiday parades along 434 during the early 90s. Neophyte Grace had him one month and put him in the parade.

The Bahia Shrine camel looked back out of its bus from the position right ahead of her, and the Lake Howell High School band horn section blared full on from right behind her. Fearless Dancer was a perfect gentleman, sporting a wreath of red carnations and greens around his neck, wearing a sign: *Happy Holidays from Morgan Title Company*.

Grace Anne Glavin, Notfield Don Dancer, and Morgan Title Company are still surviving with a smile after all these years.



Daughter Elizabeth on UVM Jericho