

2024

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THE LANDEXPO



**1031 Tax
Deferred
Exchange
Informational
Seminar**

**January
31st**

10:00 AM - 1:00 PM
Howard Johnson by Wyndham
1920 Roschman Ave
Lima, OH 45804

GUEST SPEAKERS

Jeff King

Vice President,
Ohio Business
Development



First American Title™
NATIONAL COMMERCIAL SERVICES

Ted Bush

Area Manager
& Counsel



First American Title™

Joy Thomas Eifrid

Business
Development
Manager



**First American
Exchange Company™**



Have you ever wondered what a 1031 Tax Exchange is or how it can benefit you? If so, you do not want to miss this FREE informational seminar with guest speakers from First American. If you are interested in understanding the mechanics of a 1031 exchange, this seminar is for you! This event is 100% free and lunch will be provided. There is a limited amount of seating, so if you are interested please call Dye Real Estate & Land Co. today to reserve your spot at this event!



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419-516-4106



2045 Heather Dr.
Lima, OH 45804



1031 Tax deferred exchanges are often misunderstood and can be difficult to navigate for someone who has little experience with them. This event is designed to help you understand the mechanics, purpose and application of this type of transaction. These types of transactions can be very beneficial for some sellers when attempting to defer potential tax liability; therefore, we would like to give all of our customers an opportunity to learn more about the 1031 tax deferred exchange. We have engaged a few experts concerning this topic and we are excited to offer this opportunity to you!



Joy Thomas Eifrid

Business Development Manager

First American Exchange Company

216-346-1749

joythomas@firstam.com



Joy Thomas Eifrid is an attorney and Business Development Manager at First American Exchange Company. In her dynamic role, Joy collaborates with a diverse range of professionals, including taxpayers, real estate agents, attorneys, lenders, tax advisors, and title companies, orchestrating seamless 1031 Exchange transactions nationwide.

As the primary point of contact for First American Exchange in Ohio, Michigan, and West Virginia, Joy brings over nine years of expertise in title insurance and tax-deferred exchanges.

She is a proud alumna of Ohio State University, where she earned her undergraduate degree, and Cleveland-Marshall College of Law, where she obtained her law degree. Joy's comprehensive skillset and passion for excellence make her instrumental in First American Exchange's success.



Jeff King

VP, Ohio Business Development

First American Title
National Commercial Services
216-308-0590



Jeff King serves as Vice President of Business Development at First American Title's National Commercial Services division. With a career spanning over three decades, Jeff has been an invaluable member of the team since he joined First American Title in 1987 in Cleveland, Ohio. His journey within the company has seen him excel in various capacities, from direct sales to sales management and title operations.

In his current role, Jeff collaborates with a diverse range of participants in commercial and agricultural real estate, ensuring that procedures and service levels not only meet but exceed expectations. Jeff's unique blend of experience in both Sales and Operations sets him apart, allowing him to navigate the intricate landscape of the industry effortlessly.

In 2016, he moved from First American's lender-focused Mortgage Solutions group to join the Commercial division as the NCS Area Manager for Ohio. Jeff's overarching goal is always clear - to promote our customers' business on both transactional and strategic levels. His wealth of experience, coupled with a keen understanding of the industry's intricacies, makes him an invaluable asset in driving excellence and success in all transactions.



Ted Bush

Area Manager & Counsel

First American Title
Insurance Company
330-760-0684



Ted Bush serves as the Northern Ohio Area Manager and Counsel for First American Title Insurance Company. With a career spanning back to 1996, Ted's journey in title insurance is a testament to his incredible acumen.

Starting as an Agency Counsel, he swiftly ascended the ranks, holding key roles such as State Agency Manager and, later, Senior Vice President and Midwest Agency Manager for a national title underwriter. His expertise extends to managing commercial transactions and overseeing default-related title and closings within title agencies.

Beyond the boardroom, Ted has established himself as an industry thought leader by authoring various industry topics and conducting continuing education courses.

Ted holds a B.A. in History and Political Science from Boston College and continued his education at Case Western Reserve University School of Law, where he obtained his J.D. Ted's dedication to excellence and wealth of experience position him as a key player in the ever-evolving world of title insurance.

SCHEDULE OF EVENTS

- 10:00 AM
Introduction
- 10:15 AM
"What is Title Insurance"
Jeff King - First American
Title - National Commercial
Services

Ted Bush - First American
Title Insurance Company
- 11:30 AM
*Lunch provided by...
Slow Smokin BBQ*
- 12:00 PM
"The Essentials of 1031
Exchanges"
Joy Thomas Eifrid
First American Exchange
Company

This event is completely free
and lunch will be provided.
There is limited seating, so be
sure to RSVP. We hope to see
you there!



**RSVP BY
JANUARY 15TH**



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Devin Dye | The Land Guy

Owner/Broker/Auctioneer

419-303-5891