

## Professional Assessor Program Features About LandAmerica Commercial Services

LandAmerica Assessment Corporation (LAC) is a national full service real estate due diligence firm specializing in engineering, construction, seismic and environmental assessments associated with commercial real estate acquisition, finance, and surveillance. LAC is a subsidiary of LandAmerica Financial Group (NYSE: LFG). LandAmerica Financial Group, Inc. is a leading provider of real estate transaction services. LandAmerica, through its subsidiaries Commonwealth Land Title Insurance Company, Lawyers Title Insurance Corporation, Transnation Title Insurance Company, LandAmerica OneStop and Inspectech, services its residential and commercial customers with more than 900 offices and a network of 10,000 active agents throughout the United States, Mexico, Canada, the Caribbean, Central and Europe. LAC provides consulting services throughout the United States to a wide range of clients such as mortgage bankers, real estate investment trusts (REIT), secured lenders, pension fund advisors, and others. Strategically located across the Country, LAC's National Client Managers and Project Managers serve as client relationship managers and the front line for quality assurance/quality control (QA/QC). These National Client Managers and Project Managers call on LAC's Professional Assessors (PA) to complete a wide variety of due diligence services. LAC's managers have been providing services to our clients for more than 10 years. We have earned the respect and confidence of an industry that is very competitive and very demanding. At LAC we pride ourselves on providing our clients with the highest standards of quality and customer service. We look to our Professional Assessors to share these same high standards.

### PROFESSIONAL ASSESSOR (PA) PROFILE

- Independent consulting professional or small local/regional consulting firm.
- Minimum of five years of direct experience in applicable field.
- Currently in compliance with any required local, state, and/or federal registrations and certifications.
- Capable of generating quality reports utilizing LAC's report templates and scopes of work.
- Capable of completing assignments within agreed-upon project schedules (typically two weeks).
- Strong working knowledge of computer technology and Internet access (preferably high speed).
- Professional Liability (E&O) insurance (please refer to page 2, Professional Assessor Insurance Requirements).

## PROFESSIONAL SERVICES REQUESTED

- Phase I Environmental Site Assessments (ASTM E-2000, Fannie Mae).
- Property Condition Assessments (ASTM E2018-01).
- Probable Maximum Loss Assessments (ASTM 2026-99).
- Acquisition Assessments (ESA & PCA).
- Construction Cost Analysis and Progress Monitoring.
- Limited Phase II Site Assessments (Geoprobe®, GPR, soil vapor survey, etc.).
- Transaction Screens (ASTM 1528).
- Limited and Comprehensive Lead/Asbestos Surveys.

## PROGRAM HIGHLIGHTS

- PA receives assignments in their region from LAC National Client Managers and Project Managers nationwide.
- LAC's growing pool of PAs (more than 550 nationwide) reduces the need for costly and time-consuming travel to sites.
- LAC's proprietary management software makes project assignment & management fast and efficient.
- PA Proficiency Rating system insures that the best PAs get the most project assignments.
- LAC's use of FTP (file transfer protocol) to send and receive project related documents saves valuable time and eliminates costly overnight shipping charges.
- LAC's in-house project management and quality assurance/quality control (QA/QC) programs insure report quality.
- LAC's national laboratory agreements for billing and shipping of samples eliminate lab expense (overhead) to the PA.
- Standardized scopes of work and report templates for efficient report preparation.

## Professional Assessor Insurance Requirements

LandAmerica Assessment Corporation (LAC) requires Professional Assessors to carry the following insurance:

**Professional Liability Insurance (E&O):** \$1,000,000 per occurrence  
\$1,000,000 general aggregate

**Worker's Compensation Insurance:** Required for PA's that are not sole proprietorships, who operate a business with employees, and/or as required by the respective State employment laws.

LAC requires certificates evidencing the above insurance before any work is performed on behalf of LAC.

**OR**

If you do not carry the required levels of Professional Liability Insurance, a \$25.00 "**Risk Management Fee**" must be deducted from the total fee for each project invoice as a separate line item. If you do not have Professional Liability insurance and wish to accept our coverage please check the appropriate box in the insurance section of the Professional Assessor Questionnaire.

For our Professional Assessors that do not carry the above insurance and are interested in getting a competitive quote, LAC has arranged a national program coordinated by the following insurance brokerage agencies:

Biltmore Insurance  
Erin Olson  
657 Grayson Highway  
Lawrenceville, GA 30245  
Phone (770) 963-1792  
Fax (770) 962-0502

Environmental Insurance Services  
Bill Twitty  
P.O. Box 380787  
Birmingham, AL 35238-0787  
Phone (800) 239-1347  
Fax (205) 991-7767