



HOME PAGE

OUR SERVICES

OUR TEAM

PRICING

THE LEARNING PAGE

TRAINING

LINKS AND FORMS

In This Issue

[Christmas Traditions Revealed](#)

[The Quill Tip](#)

[The Quill Funny](#)

[Meet the Family](#)

**Need CLE/CPE
Credit?**

The Quill



Christmas Traditions Revealed

We thought that we'd take this month to bring you some interesting facts about this season that is upon us. Enjoy.

Christmas Stockings

The tradition of the Christmas stockings began by a story told since ancient time about a kind noble man who had three daughters. The wife of the nobleman died and the daughters and their father were left in a state of sorrow. The daughters had to do all the work in the house. When the daughters became young and eligible for marriage, the poor father could not afford to give the huge dowries to their husbands.



One evening the daughters, after washing their stockings hung them near the fire place to be dried. Santa Claus being moved by the plight of the daughters came in and put in three bags of gold one in each of the stocking hanging by



Mark your calendars! We are in the process of planning our next continuing education opportunity.

**Charlotte: Wednesday
February 15th**

Raleigh: Thursday

February 16th

Please send us an email at orders@barristerstitle.com if you are interested in attending either one of these seminar. We will be announcing place and time of events as we get closer.

Riddle

the chimney. The next morning the family noticed the gold bags and the nobleman had enough for his daughter's marriage. The daughters got married and they lived happily ever after. Since then children have been hanging Christmas stockings.

St. Nicholas

The legend of Santa Claus dates all the way back to the 4th century when a child named Nicholas was born. At that time, nobody knew that he was to become world renowned as Santa Claus, but Nicholas soon showed signs of special abilities.

As a grown-up he became bishop of Myra in Lycia, a province of the Byzantine Anatolia, now in Turkey, where, according to legend, he only did good deeds.



One of the deeds later associated with Nicholas as Santa Claus took place when he saved a family from poverty one night by throwing money through their window. But Nicholas was capable of much more than that. He could, by the power of God, bring the dead back to life and save sailors from storms. Therefore, Nicholas (later known as Santa Claus) was beatified and initially, was mostly honored by the sailors.

At first, Nicholas became a Catholic saint, but during the Reformation hagiolatry was abandoned by the Protestants. However, it was difficult to just drop St. Nicholas due to his popularity; thus, he was portrayed without a bishop's miter and was named Santa Claus. Coincidentally, Nicolas had died in December, thus, it was now easy to associate him as Santa Claus with Christmas and gift-giving.

That's how St. Nicholas became known under the name Santa Claus in Europe and later on, also in the USA. His story was spread by the Dutch sailors berthing in New York. They called St. Nicholas "Sinterklaas", and through translations to American English, he became the American "Santa Claus".

The Quill Tip: Marketing



In this month's Tip, we thought we would share with you some of the secrets of our success. While, we as Title Agents, are not in the same business as you lawyers and paralegals, there are a bunch of parallels



Just before Christmas, there was an honest politician, a kind lawyer and Santa Claus traveling in a elevator of a very posh hotel. Just before the doors opened they all noticed a \$5 bill lying on the floor. Which one picked it up??

E-mail your answers to Christine@barristerstitle.com with your answers. Good Luck!

in our respective businesses. Some gratuitous advice:

1. Thank your current customers, clients and referral sources. Let them know you appreciate their business with your words, but also show your appreciation for clients in less obvious ways. For example, identify something they view as valuable and help bring it to them. In our industry, for instance, we have discovered that providing pre-paid envelopes is a convenience that our customers appreciate. This newsletter is a way to bring value to the relationship between us and our clients by imparting knowledge and education. Could you bring a realtor or mortgage broker their commission check? Can you arrange for an Educational Seminar or Market Focus?
2. Seek feedback. As counter intuitive as it sounds, ask your customers, clients and referral sources to tell you something they don't like about the way you provide your services. Be proactive and, more importantly, be open to criticism.
3. Get out from behind your desk. Join groups that trade leads, a bowling league, the Chamber or other Civic groups. More importantly, let people know what you do, even if it is at Church or in line at the Super Market. Rent a ice cream truck and bring a treat to people who are in a position to refer you business. People cannot seek out your services if they do not know you exist.

We hope this was a help. If there are more specific things we can help you with along these lines please feel free to contact us at Orders@barristerstitle.com.

The Quill Funny



"Honey, our lawyer wishes us,
but in no way guarantees,
a Merry Christmas."

Meet the Family

Landis Sinnett

Landis Sinnett is a graduate of Peace College with a Bachelor of Arts degree in Business Management. After college, she obtained her Broker's license and worked as a Real Estate Professional. She soon became a multi-million dollar producer with Pulte Homes in Raleigh.



Now as a valuable member of the Barrister's Team, Landis plays an active role in new client development for the Raleigh region; always keeping customer satisfaction as her number one priority. Landis is married and is enjoying her new life with her husband and husky. In their free time, Landis and her husband also enjoy working out, biking, and rehabilitating older homes.