



**Fidelity National Title**  
Insurance Company

## **Mary Lou Paulk BIOGRAPHY**

Mary Lou Paulk is the President/County Manager for Maricopa, Pinal and Coconino Counties for Fidelity National Title. She oversees all management of personnel, production, financial results and market penetration for escrow and title related services for Fidelity National Title Maricopa, Pinal and Coconino counties in Arizona.

On a day to day, Ms. Paulk assesses productivity and applicable technology to streamline processes and maintain company audit and industry specific standards. Her long-term goals are pointedly aimed to increase productivity and revenue, as well as to increase the market share. She develops new relationships in Commercial and Broker clients to expand the breath of FNT's reach in the industry.

Ms. Paulk has an established and solid background in Real Estate, title and even finance industries. She is a former Escrow Officer/Branch Manager, a National Training Director, Escrow and Production Applications, Regional and Area Manager; overseeing staffing, production and profit retention. She has also acted as an Operations and Sales Manager, managing 16-28 Sales Reps, while overseeing 31 Branch locations for personnel, production, facilities and technology. All in all her 31 years of combined experience and expertise allow her to successfully fulfill the needs as the President of FNT.

Ms Paulk lengthy list of professional accolades speak volumes to her abilities and expertise. She is a Certified Escrow Officer, Certified Instructor for AAR & Boards of Realtors, and the Past President of Central Arizona Escrow Association (CAEA). She has made significant contributions within her industry over the years including but not limited to being the President/County Manager FNT, San Luis Obispo, CA. She also headed the successful transition of FNT/Chicago Title title departments to CPF (Central Processing Facility). She performed duties as the Acting Operations/Sales Manager – Directed Team to successful market share increase from 5.3% to 12%. She also oversaw production and sales activities leading to 28% profit retention of 20+ million-placing #1 in Western Regional Division.

Ms Paulk resides in Scottsdale and is an active member of her community, volunteering for the Jr. Achievement as a Classroom Instructor & Fundraiser as well as Sponsoring and Fundraising for the Children's Miracle Network. She is also a proud grandmother to three - nearly four, is a music lover, and enjoys her hobbies of floral design and decorating.