

DAN THE TITLE MAN

Written by H. K. Wilson

There is a reason that Dan Tran, Assistant Vice President at Fidelity National Title, is known as “Title Man Dan, The Choice of Top Producers.” With more than 15 years’ experience in the industry and the backing of a company that has been number one with high-volume producers in the resale market for 21 years in a row, Dan has the resources and know-how to help Realtors® and their clients navigate a successful transaction.

After graduating from Azusa Pacific University with his bachelor’s degree in business, Dan obtained an internship at a title company. His drive and professionalism was quickly rewarded with a sales position, and he has been on an upward career trajectory ever since.

Motivated by a desire to continue growing as a professional, Dan joined Fidelity National Title in 2018. “I love it,” he says. “I now work for the number one title company in the market, where I have a sales manager that is training and developing me. I’ve been doing this for 15 years, but it’s great to be in an environment where I can still grow and elevate my business. It’s exactly what I needed.”

Dan has helped his clients close hundreds of millions of dollars in transactions, from short sales to traditional sales. Among the many notable Realtors® who trust him with their title insurance needs is the number one Zillow agent in Southern California. “When people ask why they should work with me, I hope my reputation speaks for itself,” he says. “I

understand the level of service that is expected by top producers, and I will deliver that.”

One colleague affirmed, “Dan is very professional and does a great job whenever I need his services or requests for business. He has great follow up and is very timely to get back to me ASAP. Thank you Title man Dan Tran for always being available to help me for anything I need.”



THE CHOICE OF TOP PRODUCERS

At Fidelity, Dan has the tools and infrastructure that are needed to back up high-volume demand.

“We know what clients who produce a lot of business expect, and we exceed it. Working with Fidelity protects them from liability because we have the market share and the financial stability to back up our work. Our clientele that does 100-plus transactions a month uses us for a reason.”

Dan also has a strong team standing behind him, from his virtual assistant, Denise, who takes care of details behind the scenes so he can be everywhere his clients are, to his title officer, Vickie, and her staff of four.

Further, Fidelity offers a whole repertoire of exclusive tools designed to support real estate professionals and help them close more business. “Total Farm is a tool for Realtors® to help them strategically market their neighborhoods better. They are able to find out which homes are more likely to sell, and it gives property information based on the criteria their clients are looking for. They can input their fields, and it populates their farm area with client-specific information. We also have customer service after hours and on weekends. At 5:30, all the title companies are closed. We still have customer service open to help our clients. We understand that real estate is not an 8 to 5 job.”

Dan is also a go-to for top producers because he is always available. In fact, he is so available that he answered the phone as he was walking into the labor room while his wife was delivering their first baby. He recalls, “My client called, and I answered the phone. I told her my wife was having a baby, and she asked me why I picked up the phone. I said, because you called! We still work together to this day, and we joke about it. That’s an extreme

example, but the bottom line is, clients usually call because they really need something. It’s amazing how often you call a real estate professional and they don’t even pick up the phone, or their voice mail is full. It’s one of the biggest differentiators in our field.”

Dan and his wife, Grace Ann, have been married for 15 years. Their daughters are Grace Mai and Emily Grace. They are currently fostering a baby girl, Penelope, and upon adoption, they plan to give her the name Penelope Grace. Life at home centers around faith and family, and Dan is the head coach for his girls’ volleyball and basketball teams. Somehow, he also finds time to give back to his profession as president of the San Gabriel Valley chapter of the National Association of Hispanic Real Estate Professionals (NAHREP). “Only three title reps have ever been president. I’m Vietnamese, but the joke is that since my wife is Hispanic, I’m grandfathered in,” he laughs.

Dan says he’s just an ordinary guy with super extraordinary goals, and his daily mantra is, “Make great things happen.” “Whether it’s something big or small, it’s my motivation. I have a passion for what I do, and I know that the clients I work with also have a passion for helping homeowners attain the American Dream. I take great pleasure in that. Even though I’m behind the scenes, I love knowing I’m a part of it.”

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