

Title Guaranty of Hawaii, LLC

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October 30, 2024

John M. Nolan
Chair, Member Selection Committee
c/o American College of Real Estate Lawyers
220 N Market Street, Suite 100
Frederick, MD 21701

Dear Mr. Nolan:

I am honored to second the nomination of Terri Ann Motosue for membership in the American College of Real Estate Lawyers.

I first met Ms. Motosue in 2008 when she was representing a lender on a commercial loan transaction and our company was underwriting the title insurance. Although the transaction was relatively routine, she gained my respect and -- perhaps more importantly -- the respect of our title searching and escrow teams with her knowledge, organization, and preparation of every detail to make the closing as smooth as possible.

Over the ensuing sixteen years, we have worked together on numerous transactions in which she has represented lenders, landowners, and project development companies. In every case, she has been a positive factor in getting deals closed, advocating strongly and practically for her clients, and working collaboratively with all of the parties. Her knowledge of lending laws is profound and well respected and her expertise in the areas of real property and title insurance is extensive.

Terri and I have also served together for the past five years on the board of directors of the Real Property and Financial Services Section (RPFSS) of the Hawaii State Bar Association. The RPFSS is the largest and most active section of the state bar. She served as Chairperson in 2022. Despite the lingering effects of everyone working from home, she put together probably the most ambitious and most informative series of monthly webinars coupled with our section meetings that the section has ever had. As a former section chair myself, I can attest to the amount of time and dedication that it takes to lead the RPFSS, and Terri has been one of the best. "Give back" is critical to the mission of ACREL, and Ms. Motosue will continue to be an enormous educational resource for the Hawaii community as well as the ACREL organization.

I have reviewed the Guidelines for Regular Membership Selection to ACREL and I certify that Terri Ann Motosue satisfies the criteria for selection to the College as set forth in Section 4 of the Guidelines. In my opinion, the Nominee satisfies ACREL's Statement of Professionalism and exemplifies the standards of professional integrity and civility as provided in the Guidelines. I am not (a) in the same firm, business entity, faculty or other organization as the Nominee, (b) related by birth or marriage to the Nominee, or (c) a current Governor or member of the Member Selection Committee of the College. While the Nominee and her law firm of Ashford & Wriston occasionally engages Title Guaranty of Hawaii, LLC and its affiliated escrow company to handle real estate transactions and title insurance for their clients, such engagement is in the ordinary course of business and otherwise I have no business or financial relationship with the Nominee.

I enthusiastically second Rick Kiefer, Esq.'s nomination of Terri Ann Motosue for election as a Fellow. I am happy to answer any questions the Membership Selection Committee may have.

Sincerely,



Lorrin Hirano

Sr. Vice President & Legal Counsel

cc: Rick Keifer, Esq., Cades Schutte