

Also Announces Partnership with Southern Title Insurance Corporation  
**The Butler Company Celebrates 10th Anniversary**

By Jack Armistead  
*Downtowner Editor*

This year marks the 10th Anniversary of The Butler Company, a Norfolk business named after its founder and President, Carol R. Butler.

Butler has also announced her company's partnership with Southern Title Insurance Corp.

"I'm a Southern girl now working for Southern Title Insurance. It's a good fit," said Butler.

The Butler Company provides consulting and training to Virginia real estate professionals. With 37 years experience in teaching, underwriting, closing, title examining and training, The Butler Company facilitates underwriting, processing, continuing education, pre-licensing and courthouse training, office relocation, expansion and leadership coaching.

Carol Butler's continuing education classes are approved by Virginia's Bureau of Insurance, The Board of Realtors and the Virginia State Bar. Butler held a salesperson license from 1985 to 1993, and is recognized by the SCC Bureau of Insurance for training for the Virginia Title Insurance Agents Exam.

From 1993 to 2007 she was co-owner/member of several title insurance companies in Tidewater: Victoria Title & Escrow (sold to Southern Title Insurance Corp. in the late 90s and became Southern's Virginia Beach Branch Manager), Breen Title & Settlement, Inc. (sold to Gateway Bank in '07), and Norfolk Title LC and Lake James Title, LLC.

Ten years after leaving Southern Title Insurance Corp. to open The Butler Company, she accepted an Agency Manager position with Southern Title in February of this year, assisting agents with business development and continuing education.

Southern Title, a Virginia underwriter incorporated in 1925, is not publicly traded but wholly owned by ALPS, a lawyer's professional liability carrier.

Butler comments, "It's great being back and renewing my relationships with Southern's agents! I've walked in

their shoes and can feel their pain in this slow market, and also their joy as we work together on business development. Southern's success depends on its ability to support the agents, not on how profitable it can be by competing with them. With ALPS as the parent company, I'm excited about the changes at Southern Title, such as a product for attorneys who handle real estate transactions that no other company has, nor comes close!"

Giving back to the community, Butler has been active with The American Diabetes Association, serving on the southeast Virginia Board since 2000. Working locally and on national committees, she currently serves as Honorary Member.

On a personal note (pun intended!), a big part of her life is music! Her talent comes naturally from her 92-year-old mother, Cecelia, formerly a singer and dancer from Kansas City, who was managed by Col. Parker before he discovered Elvis! Her father, Art Butler, played organ and sang in church choirs. And, her sister, Melody Daniels, sang and taught guitar to youths on the Peninsula for years.

Since the 70s, Carol has been singing and playing guitar, professionally and for fun. Most recently, she's a member of CHAMPAGNE, performing with Thelma and Erika Peterson.

"We easily fall into three part harmony! When we get together, we call it our 'soul spa,' as nothing quite feels so good - chills, smiles and yes, champagne!"

Carol smiles. "We were trying to think of a name for ourselves... something girly and classy... chatting as we were sipping good sparkling wine!"

Butler's mother used to say, "If you're not having fun, it's your own fault."

Carol paused and then added with a smile:

"I've taken her words of wisdom seriously. Life is good! I'm havin' fun!"

You can reach The Butler Company at (757) 409-7614. Or, you can visit the website at [www.butlercompany.com](http://www.butlercompany.com)

Tell Carol The Downtowner sent you.



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 757.620.2517 / 757.678.5037  
**THELMA PETERSON**  
**CAROL BUTLER**  
**ERIKA PETERSON**

Carol Butler, center, enjoys her musical moments playing gigs with Thelma Peterson, left, and Erika Peterson, right, in the group Champagne.



Butler, at age 3, enjoys making friends with a reindeer on a visit to Norfolk's City Park, now The Virginia Zoo.