

PRELIEN2LIEN ONLINE IS THE FUTURE

Thirty percent of current customers using software as a service (SaaS) solution.

Companies aggressively converting to cloud based version.

In early 2016 our first online version of PreLien2Lien was released for early adopters. Version 2.0 was released in July 2016, with a single screen data entry design users have greatly enjoyed. Currently two (2) companies per day on average are switching to the new version, with thirty (30) percent now using PreLien2Lien Online.



Craig Altman, President
TRADITION SOFTWARE

Companies are asking their employees to multitask.

People across multiple departments are sharing in the workload for simple sales,

customer service, accounting and legal tasks. "Bob Smith", Sales Manager, can logon to PreLien2Lien to enter basic information for a 1st notice. "Mary Jones", Accounts Receivable Manager can logon and print a Conditional Waiver And Release Upon Progress notice to attach to an invoice to incentivize payment. And "Brandon Johnson", Chief Legal Officer, can logon to PreLien2Lien to print a Construction Lien to record. Companies of various sizes can share one or more user licenses instead of installing software on multiple PC's in multiple departments.

People increasingly don't want to install software every year.

People are increasingly using their large cell phones for traditional computer business tasks. At times they are alternating from reading a book on a tablet to surfing the web. Someone could use their cell phone or tablet to enter project information into PreLien2Lien

Online or even print notices to a Bluetooth enabled printer.

All data entry on one screen.

It was not that long ago that screen sizes and resolution prevented a large amount of data entry to occur on one screen. Now, monitors for desktop PC's are large, cell phones and tablets let you magnify portions of a screen, and graphical user interface (GUI) design promotes ease of use on one screen so that there are not tabs to click for secondary data entry.

Annual subscription pricing remains the same for PreLien2Lien Online.

Unlike competitors who raise the cost of their subscriptions every year, PreLien2Lien has had only one small price increase in twelve (12) years. Annual Subscription pricing for PreLien2Lien Online will remain frozen at \$220 (One-State), \$275 (Regional) and \$330 (USA). Customers who will not make the change to the cloud based version will see a \$70- \$80 price increase in 2018.

Redesign of software based

PreLien2Lien will have data entry on one screen.

April will be our twelfth anniversary of acquiring PreLien2Lien from SIERRA PHOENIX. The tabbed data entry process has not changed much since the program's original inception in 1996. But like the online version, the software based PreLien2Lien version will have a major (GUI) redesign that will eliminate the tabs in lieu of a single data entry screen design.

Thanks for your business support.

I never take for granted our customers. Helping companies get paid with easy to use, reliable, and legally compliant software solutions is a very meaningful job for me. Thanks again for your business support.

NEW TRADITION SOFTWARE HEADQUARTERS IN ILLINOIS.

Family comes first. This is a core principal for all TRADITION SOFTWARE employees. As my son Randall and daughter Lauren were growing up, my employees would capably take over so I could leave work early to coach or be a spectator at their respective baseball, basketball, football, soccer or volleyball games.

I have lived and worked professionally in California for twenty-five (25) years after being born, raised and educated in Illinois. I am moving both myself and TRADITION SOFTWARE along with our lien service division, TRADITION LIEN SERVICE, to the western suburbs of Chicago the first week in April. Family is calling me back home. My son, a former TRADITION SOFTWARE intern, is a U.S. Marine. My daughter is off to college at the University of Nevada. My beautiful mother is eighty-one (81) now and could use my driving assistance after my father passed away last year. And since I am from a family of five (5) kids, my brothers and only sister could use the presence of their oldest brother, along with being a local Uncle with a swimming pool for their kids.

Our new address will be 31912 Village Green Boulevard, Warrenville, IL 60555. Customer support hours will be 8AM - 5PM CST Monday - Friday.

NEW NOTICES FOR AZ, CA, FL, IN, NV, OK, OR, SC, TX, VA, WA.

PreLien2Lien has had legal updates in eleven (11) states since April 2016. Those states include Arizona, Virginia (May 2016); California (October 2016); Texas (November 2016); Florida (December 2016); Indiana, Nevada, Oklahoma (January 2017); Oregon, South Carolina, Washington (February 2017).

tradition lien service

Get your past due invoices paid through the effective use of each state's construction lien laws.

- Construction Liens: \$165. Includes owner and legal party verification, notarization and delivery costs. County recording fees extra.
- Bond Claims: \$65. Includes verification of bond number, owner and other legal parties, notarization and delivery costs.
- Stop Notices: \$65. Includes owner and legal party verification, notarization and certified mail delivery to lender.
- 1st Notices: \$24. Includes owner and legal party verification, certified mail delivery to owner or contractor. CALIFORNIA notices start at \$31.

Contact Craig Altman, at (800) 886-8770 x304.

RETURN SERVICE REQUESTED

The Tradition

THE TRADITION SOFTWARE NEWSLETTER

TIPS TO RECORD YOUR OWN CONSTRUCTION LIENS: Updates from NEW YORK and OKLAHOMA

Every year, TRADITION LIEN SERVICE records construction liens in numerous states. For everyone's benefit, we document our research and post it on our corporate websites.

A few pointers from around the country follow:

1. Recording a NY Notice Under Mechanics Lien Law For Account Of Private Improvement in Saratoga County - A national commercial lighting supplier asked our TRADITION LIEN SERVICE division to record a NEW YORK Notice Under Mechanics Lien Law For Account Of Private Improvement on a new hotel in Malta, NY within Saratoga County. The county is bordered by the Hudson and Mohawk Rivers and bisected by the Adirondack Northway. Saratoga County has consistently been the fastest-growing county in Upstate New York according to Wikipedia.

The Saratoga County Clerk's Office fees to record are as follows: Recording fee of \$15, and Affidavit fee of \$5. There is NO CHARGE to release a lien. Make checks payable to SARATOGA COUNTY CLERK and they will accept out-of-state business checks.

An important note is that the county does NOT return back the original lien copy after it records. You must include a conformed copy OR complete an online records application with the county. After one business day you will be emailed a logon and password that will enable you to print out and save a recorded lien or release.

2. Recording a OK Lien Statement in Logan County - A national commercial hotel building supplier asked our TRADITION LIEN SERVICE division to record a OKLAHOMA Lien Statement on a new hotel in Guthrie, OK within Logan County. According to Wikipedia, Logan County was created as County One by the Organic Act of 1890. The town of Guthrie was designated as the county seat and the capital of Oklahoma Territory. The county was named on August 5, 1890 for U. S. Senator, John A. Logan, of Illinois.

Fees to record with the Logan County Clerk are as follows : \$13.00 first page, \$2.00 each additional page of 8-1/2" x 11" or 8-1/2" x 14" paper. Make checks payable to LOGAN COUNTY CLERK and they will accept out-of-state business checks.

Actual recording occurs the same day a notice is received. You can view indexing information on their website. The entire notice will appear the same day it is recorded. Your original document after it is recorded will be mailed back the same day after it is recorded.

Since you lease PreLien2Lien on an annual basis, help using the software to record or release a state construction lien is just a phone call away. Technical Support and training is available to you at no additional charge by calling us Monday - Friday, 8AM - 5PM CST at (800) 886.8770.

tradition software

PRELIEN2LIEN

Do it yourself (DIY) software solutions for construction lien, bond claim, stop notice, and lien waiver management.

- Lease on an annual basis with unlimited training, technical support, and legal updates.
- Lite (10 projects) versions cost as little as \$149 in the first year.
- One or more users can share data on a network, thin client (MICROSOFT Remote Desktop, CITRIX) or with cloud based versions.
- Print notices on 8.5" x 11" plain paper, or USPS Certified Mail Pettit Forms.
- Get legal name and owner address information by purchasing for an additional fee Property Owner Reports.

