



Johnny Collins II Makes History as First Black Person Added to Texas Land and Title Association in 115 Years

Business leader Johnny Collins II made history as the first Black person to be added to the Texas Land and Title Association (TLTA) in the organization's 115-year history.

A successful title insurance executive, and the President of Community National Title, LLC (CNAT), a full-service title agency in Dallas, Texas, Collins will serve as Agent At-Large Director on TLTA's board.

"Johnny is a forward thinking and passionate title insurance executive and we're excited to have his perspectives help guide our association," states TLTA's spokesperson.

Collins' journey started in real estate. It's in his blood. "I'm a real estate child. My mother was a prominent real estate broker."

Although he said he had no intentions of being in the day to day of the title industry, it happened.

I was tired of hearing my partner curse at escrow officers that didn't want to close blue-collar workers after hours. I suggested we start a title agency so that we could close people after hours versus asking people to take off in the middle of the day. At the time, a lot of our mortgage clients didn't have that option. Nine months later, we were in the game! The rest is pain, pleasure, and a rewarding history!

Collins says the process of moving from mortgages to titles was horrific. "We had no intentions of running a title business..." he says. "We partnered with guys that did not align with us and started seeing how much we were unequally yoked. However, we were making substantial money, but because it wasn't a good fit, we dissolved the company." Soon after, Community National Title was born.

A go-getter and disruptor, Collins emphasizes that there have been hundreds of thousands of black men and women just in his generation that were never recognized by their peers as worthy of having a voice. He says he's grateful for the opportunity and ready for the work!

"This assignment is more of a duty for me in this stage of my life," says Collins. "I hate that I'm the first on one hand because it just highlights the lack of representation in my industry. I'm proud, on the other hand, because it represents the work that's been done. I don't take it lightly either way."

One piece of advice Collins gives to anyone starting out in business. "Spend all your business time building your business. Build predictable and reoccurring income. Get paid today and tomorrow for the work you did yesterday."

About Community National Title

Community National Title is a full-service title agent, serving the great state of Texas offering a personalized service experience that is unlike any other. A new generation of thinking backed by generations of experience, they are forward thinking, energetic and unrivaled in their enthusiasm for client focus. They deliver the service and experience and the warm, personal customer service that their client's deserve. <http://communitynationaltitle.com>

About TLTA

Founded in 1908, TLTA is a statewide trade association representing the Texas title insurance industry and currently serving over 16,000 professionals involved in the safe and efficient transfer of real estate. In the course of their daily work, their membership serves over a million consumers each year. With active members in virtually every county in Texas, TLTA membership comprises over 80 percent of all title insurance agents and underwriters licensed to do business in Texas.