



Make \$100K as a Notary Public

For decades, Notaries were thought of as individuals who did nothing more than “stamp & seal” a piece of paper.

Today, changes in the real estate climate, increased identification measures and a surmountable effort against fraud, have created vast opportunities, and respect, for notaries, giving them the chance to become six-figure earning solopreneurs. Read on to briefly learn how you can be a pretty darn impressive “stamper & sealer.”

The Role of the Notary

Appointed by the State government, a Notary Public serves as an impartial witness to the signing of important documents. As the first line of defense against fraud, notaries ensure that document signers are indeed who they say they are and are signing without coercion. Deeds and Powers of Attorney are examples of documents that can only be legally binding when notarized. Notaries make money by charging for various notarial acts and some even serve as mobile (traveling) notaries, but these charges are limited to state statutes and are somewhat low. As a result, many Notaries have turned to the profession of a Notary Signing Agent (NSA).

The Opportunities

In the past, home purchasing or selling, taking out a loan, or refinancing debt meant being at the mercy of third parties and bank’s hours in order to execute documents. In the new world of conveniences, borrowers now have the luxury of having documentation brought to them, in the comfort of their home or office, at their convenience. Certified and trained to understand all aspects of real estate loan documents, NSAs serve as independent contractors hired by the closing agent to ensure documents are properly executed, notarized and returned for processing.



Typical assignments range from two to one hundred pages, take between ten and fifty minutes and pay anywhere from \$25 to \$125 or more. Determining factors include the type and number of documents, the NSA's experience and signers' comfort and knowledge levels. The earning potential varies in level of assignments with a typical day involving three to five signings, generating \$225 or more. For an in-depth look into the role of, and certification for, the NSA, visit the National Notary Association.

It Doesn't Stop There

While being an NSA has a high-earning potential, it's important to complement your services for increased earnings and clients' needs. Some notary related services include:

Trusted Enrollment Agent (TEA) – Known as “The New Identity Managers,” by the National Notary Association, TEAs conduct secure identity proofing sessions. Their job is to prepare digital credentials in order to render them tamper evident for use in electronic records and documents. Assignments range from 15 to 30 minutes and pay between \$35 and \$100, depending on the number of credentials performed. For more on the role of the TEA, visit www.nationalnotary.org/trustedagent.

Field Inspector – Known as the “Business Verifiers”, Field Inspectors are Notaries, and non-notaries, who verify the existence of a business. The assignment involves visiting the site, checking for certain things as per instruction, taking pictures, asking the proprietor some questions and then uploading all of the information to the hiring agent's website. Typical assignments range from 15 to 20 minutes and pay, on average \$35 to \$50. For more information, Google “field inspector” or visit SOFI-USA.com.

More opportunities exist if you possess or are willing to attain other skills that can complement the business such as e-Verify Agent (www.dhs.gov/everify), Virtual Assistant (www.ivaa.org), Virtual Bankruptcy Assistant (www.aavba.org) and Mystery Shopper (www.mysteryshop.org/shopping).

Establishing yourself through good marketing and a proven consistency are the key factors to notary success. The more people who know you and your credible work, the more they will call. A smart notary who has built a reputation and established clientele will have steady work, even during the slower seasons. If you're willing to hang through the slower periods and work hard to be known, you'll find that being a professional notary is not only a rewarding career but allows you the freedom and flexibility to do more of the things you love.

Starting the Business

For under \$900 you can begin your business:

- ☞ \$250, for training, licenses, certifications and stamps (www.nationalnotaryassociation.org);
- ☞ \$50 or less, for 250 business cards and 100 postcards (www.vistaprint.com);
- ☞ \$100 for an entire year of website and email services (www.godaddy.com); and
- ☞ \$50 or less for office supplies (NNA members receive a 15% discount off Office Depot purchases).

Assuming you already have a computer with high-speed internet, you'll also need a LaserJet printer (average \$250 new) and a regular paper fax (average \$129 new). Shop around or buy them used (www.craigslist.com) until you get established.

The Pointers

Don't

- ☞ Quit Your Job
- ☞ Pass on Low Paying Assignments
- ☞ Quit Trying Because It's Slow

Do

- ☞ Gain Experience & Be Patient
- ☞ Be Organized, Neat and Detail-Oriented
- ☞ Market Yourself (Give Your Card Out Like Candy)
- ☞ Do an Outstanding Job!