

Pioneer Title Agency's Passion for People

Their secret to success

Pioneer Title Agency is a mom and pop business that not only stayed in the family for nearly 30 years, but also has grown into one of the most successful businesses in Arizona.

Beginning in the 1960s, owner Keith Newlon's father, Bob, found success working in the title business. Eager to follow his father's footsteps, Newlon found a similar job with a title company after graduating from Northern Arizona University.

A quick learner, by 1985 Newlon was ready to spread his wings, and with help of his parents, he and his wife Cindy founded Pioneer Title Agency- with a basic mission of providing exceptional service to Arizona's smaller communities or secondary markets. Today, the company is still 75 percent solely focused on these smaller cities and towns, however has grown from a one-person operation to a team of over 350 members with offices in almost every county in Arizona.

"Pioneer is a financially strong and diverse company," Newlon says. "We are able to handle all types of real



estate transactions, ranging from the smallest secondary loans to the transfer of large sophisticated commercial properties."

Unlike the large national title insurance corporations, Pioneer is an independent title insurance agency – meaning its earnings not only stay in Arizona, but support the state and local communities it serves.

"We are here to ensure the rights of your property are clear, and the transfer of title is completed in a timely fashion, with the upmost professionalism," Newlon says. "If you are a first-time homebuyer, a seller, real estate professional or lender, we can provide information and services to facilitate the closing of the transaction. You will have peace of mind knowing your investment is protected."

When asked what the secret of their success is, "Guessing right about people and supporting them no matter what," Newlon replies. "When you hire good people, train them accordingly and support them every step of the way, success will follow."

Almost half of the team that started with Newlon in the 1980s is still a member of Pioneer Title today.



“We’ve been able to be a big part of our people’s journeys from entry-level jobs that – through mentoring – turned into leadership positions,” Newlon says. “Having them find success on their own path is so much better than being a big Wall Street company focused on quarterly earnings reports and investors.”

Newlon believes in not only investing in his employees, but also empowering them to invest into their communities as well. Pioneer Title Agency has been a participant in both the Susan G. Komen half-marathon and the PF Chang’s half-marathon. During the holidays, they focus on supporting Agua Fria Food Bank, Hope’s Closet and Maggie’s Place, and the AmFam, with an annual toy drive.

Pioneer Title Agency

“Commitment to Service”

7111 W. Bell Rd., Ste. 103 ,Glendale

623.412.4393

1626 N. Litchfield Rd., Ste. 140, Goodyear

623.536.7688

510 N. Tegner, Ste. B, Wickenburg

928.684.2466