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Veros' Darius Bozorgi selected as an October Research Corporation Top 40 under 40

October Research Corp. recently named its settlement services Top 40 Under 40 award winners, a program established this year to honor young, talented workers, spanning the vibrant workforce that makes up the title, appraisal and closing industries. "We would like to congratulate all of the winners of October Research's first annual Top 40 Under 40 Award," said **Joe Casa**, founder and publisher of October Research. "We were pleased to receive substantial nominations from all sectors of the industry that we cover, including technology, appraisal, title and legal."

The awards program was conducted through October Research's print and online news services for the settlement services industry including *The Title Report*, *The Legal Description, Valuation Review* and *Real Estate Technology News*.

"We were just awed by the talent, imagination and drive across the spectrum of professions, and from every part of the country, as the nominations poured in," added **Syndie Eardly**, October Research editorial director, in making the announcement.

Name: Darius Bozorgi
Age: 38
Title: President and CEO
Organization: Veros Software

Darius Bozorgi is an attorney-turned technologist who started Veros and quickly built the company up as an industry leader, said nominator Rick Grant with Texell. Today, Darius heads up the firm, is on REIPA (Real Estate Information Providers Association) board of directors, is chairman of REIPA's Collateral Assessment & Technologies Committee (CATC) and is the host of the annual Predictive Methods Conference, a program his firm has offered the industry for the last seven years. He has also served on the board of directors of several companies and currently serves on the board of Credit One Corp, located in Santa Ana, California. "You will not find anyone in this industry who is concerned with collateral valuation who does not know Darius," said Grant. "He is a leader who honestly cares about this industry and the people who work for him."

Darius received his J.D. from Chicago-Kent College of Law and his undergraduate business degree from the University of Michigan, Ann Arbor.

What was your first job in the settlement services industry?
Founding Veros and developing our VeroVALUE AVM that pushed automated valuation models from first to their current second generation status.

Why did you become a technologist?
I believe that predictive technology and analytics will change the way decisions are made. We are already seeing the effects of this change, but have just only scratched the surface. Specific to the mortgage industry, I wanted to help change the way collateral risk is viewed and analyzed. Collateral risk assessment and management is at least ten years behind the analysis of credit risk. As a result, industry stakeholders are driving a more robust and risk-based approach to collateral risk that creates new business opportunities while further mitigating risk of loss.

What about your job gives you the most satisfaction?
Helping our lender and investor clients find new and innovative applications of automated risk and decisioning technologies and watching the results unfold as planned. We certainly talk about adding value to the process, and how we do this varies from client to client. Therefore, when a client introduces or refers to us as their "partner" instead of their "vendor" I know we have done our job well.

What challenge really jazzes you?
When someone says something can't be done.

What is the best advice you could give?
Never give up. Don't be afraid to say "I don't know" or ask questions. People can generally tell when you are trying to feed them a line, and if they do not immediately recognize an empty promise, they will soon find out. At the end of the day, the only thing that is really your own is your word. As a result of continuously delivering what we say we can, we have enjoyed longer-term relationships with very low attrition.

What is your proudest professional accomplishment?
Creating something from nothing. We are very proud of the value we have provided to our clients and the industry at large. Veros serves each of the Top 10 mortgage lenders and most of the Top 100 lending institutions. We also diligently serve smaller organizations such as local credit unions, community banks and everything in between. Veros was an integral part of opening the "black-box", talking about how these tools are built, how they are used, and educating the industry on how to evaluate and validate these tools for optimal performance. We employ a very talented group of highly skilled individuals and I take great pride in being part of this modest but mighty team.

To what do you attribute your success?
The people that surround me. This includes our employees, partners, clients, vendors and of course, our all of our families that provide us the flexibility and support needed to pursue our goals.

What are you listening to right now on your iPod/CD player/radio?
The Fray

What do you do to relax?
Spend time with my wife and kids. I'm also a gadget-freak, so I will often mess around with the latest gizmos.

What's the most fulfilling thing you have been involved in within your community and why?
My youngest daughter suffers from brittle bone disease. Our family has been involved in various treatments and research relative to the disorder as well as meeting and interacting with a surprising number of infants, children and adults from all over the world afflicted with the condition and their families. I have never seen such an unbreakable spirit in the face of seemingly insurmountable physical and emotional challenges.

