

THE AGENT ADVANTAGE

Volume 2, Issue 2
Summer 2006

A NOTE FROM THE BROKERS

Dear Agents:

We have exciting news to share with you regarding new relationships and new benefits for Drake Realty agents. In this newsletter we introduce our partners and benefits. On June 9th at the Georgian Club we are holding a company meeting for agents to have the chance to explore the benefits and meet our new partners.

First we want to let all of you know that we do listen to your feedback and appreciate your willingness to share your experience with our partners. When searching for a new mortgage partner we wanted to make sure we chose a company which could provide a wide variety of loans, meet the needs of a variety of borrowers, and would be responsive to our agents. We spent a lot of

time talking to companies and one company stood out among all the others, Countrywide Home Loans. Countrywide Home Loans is the largest residential lender in the country, they have hundreds of programs to fit many different borrowers and they are committed to provide our agents and their customers the best service, terms and value available today. Countrywide Home Loans representatives will be at our meeting on June 9th to meet our agents and to discuss some of the programs and tools they have available.

Health insurance is a challenge for all of us. There are lots of plans available, all at different price points and all with different levels of coverage that make it very difficult to make sure you are getting what you think you are pay-

ing for. We have been looking into some type of health Insurance alliance that would allow our agents the opportunity to choose from a wide variety of plans but with a cost savings that is not available on an individual basis. At our meeting agents will have the chance to hear an overview of plans available and then set up an appointment to speak to a plan specialist who will be able to assist you with your needs. Life and Disability Insurance plans are also available. Don't miss this opportunity.

We hope to see all of you at our meeting on Friday, June 9th.

Bernie and Glenn Drake

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NEW OFFICES OPEN

BUCKHEAD

2972 Lookout Place
Atlanta, GA 30305
(770) 783-2199-Office
(770) 783-2290-Fax

PEACHTREE CITY

602 Dogwood Trail, Suite J
Tyrone, GA 30290
(770) 783-0271-Office
(770) 573-7558-Fax

DOUGLASVILLE

8657 Hospital Drive, Suite 101A
Douglasville, GA 30134
(770) 573-9239-Office
(770) 738-2715-Fax

What's new at Drake Realty?

JUNE 9TH
COME MEET THE
COUNTRYWIDE
TEAM AND LEARN
ABOUT HEALTH
INSURANCE
OPTIONS

BUSINESS ATTIRE REQUIRED

Georgian Club
100 Galleria Parkway, NW
Suite 1700
Atlanta, GA 30339

770-952-600
For directions see
www.georgianclub.com
9:30 AM-12:30 PM

BUCKHEAD OPEN !!!!!

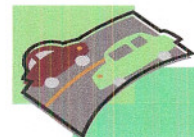
The ditch for the sewer is closed.

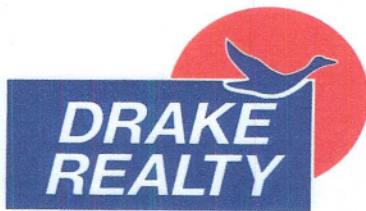
The road is paved.

The flowers have been planted.

The Welcome Mat is out.

COME ON IN





One question often asked of us is, "Do we offer benefits of any kind?" In the past our answer has always been no! Now we can finally say YES!!!

We realize each agent has special needs and circumstances. We also realize that those needs continuously change as lifestyles change. In an effort to reach out to each agent, we have decided to pursue an avenue for our agents to obtain benefit products through your association with Drake Realty.

We have partnered with World Insurance Association, a national employee benefit enrollment firm, to provide each Drake agent the op-

portunity to speak with a personal benefits representative. Each agent will learn about the benefits that are available to them.

These benefits include:

- Life Insurance
 - Disability Insurance
 - Accident Insurance
 - Cancer Insurance
 - Hospital Indemnity Insurance (SHOP)
- **We have negotiated for these products to have simplified underwriting which is not available to you on the individual market.

We want to insure that you are fully aware of the coverage available to you and your dependents. In this

way, not only will you know what you have, you will also know how to best utilize your insurance to meet your medical and financial needs.

Major medical and dental plans will also be available but subject to full underwriting. The staff at World Insurance will assist you with these products in addition to those listed above.

To hear about this new program please join us June 9th at the Georgian Club for the official rollout of The Drake Realty program of voluntary benefits.



THE REAL ESTATE BOOK'S MISSION IS SIMPLE...

We do 3 things for you...

1. Build your Personal Brand
2. Help You Get Listings
3. Generate Sales Leads

The Real Estate Book offers...

- The most recognizable brand...and home owners know it!
- Free Ad Management...Gets Marketing Activity Started Right away!

- Proven #1 Book...in Home Search



Interested? Contact Mary Gasparini (drakereoffice@bellsouth.net) to get into the book for your area.

Process!

- Superior Online Exposure...through RealEstateBook.com and dozens of premium partners
- Superior Print Exposure... Consumers "See that Book Everywhere!"
- Multiple Marketing Tools...to help build the bond with your client

WHY IT PAYS TO USE OUR PARTNERS!!

Many times we are asked what is the advantage of working with one of our partners? Our agent, Cynthia Rolader can confirm the advantage of utilizing Residential Title, our title insurance partner.

Cynthia closed on her father-in-law's property on April 27th. The closing went without a hitch, owner's title insurance was purchased and the renovations were under way.

On May 16th, while the contractors were working, a man approached the contractors, they were told to get off the property or they were going to be arrested for trespassing. The locks on the home were changed while the owner was being notified.

Cynthia called her brokers, who in turn called Ashley Gilliam, our Residential Title representative. Ashley made a call to the closing attorneys,

Morris/Hardwick/Schneider who had the situation cleared up within hours.

Don't underestimate the advantage of working with our partners; we have developed a relationship with them and they are committed to us even after the transaction has closed!



Brian Daiker
Home Loan Consultant
Office: (770) 619-2611
Cell: (404) 667-3288



Derek White
Home Loan Consultant
Office: (770) 619-2623
Cell: (678) 778-2721

The folks at the Alpharetta Branch of Countrywide Home Loans are very excited about the new opportunity to work with Drake Realty and all of their professional real estate agents! We see this as an opportunity to deliver a one stop shop, to both the agents and their customers.

In addition to having Brian and Derek at your disposal we are pleased to announce that we have just hired Jon Maguire who is excited about the opportunity to serve Drake agents with the backing of the nations #1 lender!

Our goal is to be included in the customers financing decision on every transaction. We offer a free mortgage consultation and competitive quote analysis to the homebuyer. Countrywide will also contribute a \$250 lender credit toward closing costs for your customer on every 1st mortgage transaction that we close and fund!

One of the unique aspects that Countrywide brings to the table is that all processing, underwriting and closing document preparation happens right at the branch level. This gives Brian, Derek and Jon control and access to the status on all the loans they will originate and close. They can speak directly to the underwriter to make sure the loans are approved and in a timely manner. Most lenders have a centralized processing and underwriting center located outside the branch.

Additional advantages we offer to your team include the following:

Brian_Daiker@Countrywide.com

Jon Maguire
Home Loan Consultant
Cell: (770) 331-7500



Jon_Maguire@Countrywide.com

- *Bilingual Loan Officers available for your Hispanic and Russian customers*
- *Full Spectrum Lending Solutions for Sub-prime deals.*
- *Voice Pad technology available to market your listings*
- *Jobless Assistance Program*
- *24 hour exception request desk*
- *Industry leading Construction-to-Permanent loans and Builder Programs*

Countrywide was founded in 1969 on the principle that getting a home loan should be easy.

Over the years, by focusing on a commitment to top-tier customer service and continually improving products and services, Countrywide has emerged as a diversified financial services leader.

With one of the most comprehensive line-ups of products and services in the industry, we have a loan program for virtually every borrower, including loans that feature no down payment, minimum monthly payments, streamlined documentation, and even programs for those with less-than-perfect credit.

Derek_White@Countrywide.com

One-stop shopping is a key benefit of doing business with Countrywide. Through our family of companies, qualified borrowers have access to homeowner's insurance, escrow and home appraisal services.

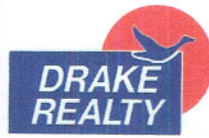
Countrywide has helped millions of families achieve their dream of home ownership. We're pleased that you have come to us and hope you will join the millions of Countrywide customers who enjoy the comprehensive products and services available through the Countrywide family of companies.

AWARDS AND RECOGNITION

- *The No. 1 Servicer (in dollar volume), National Mortgage News, 05/2005*
- *One of the Platinum 400 (400 Best Big Companies), Forbes Magazine, 1/2005*
- *Ranked 65 in the Barron's 500, Barron's Magazine, 5/2005*
- *Ranked No. 2 in Mortgage Services, America's Most Admired Company,*

And many, many more!

DRAKE REALTY
3535 Roswell Road
Suite 41
Marietta, GA 30062
Phone: 770-565-2044
Fax: 770-565-7674



Time for some HOT events with RESIDENTIAL TITLE

New Agent Luncheon: All new Drake agents that have signed on since March 2006 are invited to a special luncheon to meet Ashley from Residential Title and the other new agents!

When: Tuesday, June 20, 2006 11:30 am- 1:00 pm

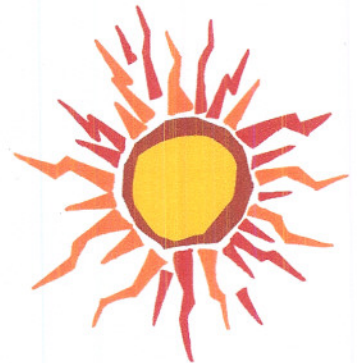
Please mark this on your calendar as you will be receiving an invitation soon!

Continuing Education Class: 3 credit hours on "Interpretation of Contracts" with attorney Howell Haunson from Morris | Hardwick | Schneider.

When: Tuesday, July 18, 2006 10:30 am-1:45 pm

Where: To Be Determined

Ashley will be providing lunch at the session. Please mark your calendars as you will be sent an e-vite to your Drake e-mail address as the class approaches. Feel free to RSVP early to Ashley at 770-354-7625 or agilliam@closingsource.net



ON JUNE 9 CHECK OUT WHAT'S NEW AT DRAKE.

See story on Page 1. Plan on being there! You'll be glad you were.