



In This Issue

[Glenn's Recomend News](#)

[Broker's Corner](#)

[TGA Mobile Tips](#)

[Earn 2 Free Months Of Fees](#)

A Word from Glenn

Keeping up with industry changes is paramount. We often forgo reading updates, newsletters and magazine articles to focus on our clients and their needs. But your clients needs are

The Landing Spot

Dear Mary,

Beat the heat! Stay on top of Policy and Procedure requirements.

As you process your paperwork, remember to provide us with complete signed documents.

If you are listing a property, please insure the Listing Agreement is always sent to the office per our policy and procedure manual. Our policy is as follows:

- Listing agreements must be sent to broker once procured by the Agent, and after being entered into the First Multiple Listing and Georgia Multiple Listing database for broker's file.
- FMLS and GAMLs do not require a faxed copy but they do require that the broker has a copy on hand at all times if a problem arises.
- Please note on the Listing Agreement that we do not allow DUAL AGENCY. This must be marked to meet our requirements.

for you to be up-to-date on changes in the real estate market. I have included a few links from Newsletters that stood out to me. Also like and frequently visit our Facebook Page for great articles and valuable information.
[Facebook Drake Realty](#)

Glenn
 Recommends

[HometPath
 Incentives](#)

[American Home
 Sheild - 4 Ways to
 Update Your Digital
 Persona](#)

[High Rents, Low
 Rates Top Draws to
 Owning](#)

[Join Our Mailing List!](#)

Making sure that you have all your paper working in and complete prior to closing insures your commission check will be issued with out delay. If an issue arises, do not hesitate to contact us.

It is important to sign in to the Drake Database every 14 days and to stay up to date on current changes. It is your responsibility as a Drake Agent to stay informed.

[Drake Database](#)

Tips from Ed at the Broker's Desk

Have you looked in the Broker Corner to check out latest Real Estate Law changes highlighted in the GREC Newsletters? These Newsletters are clearly labeled with the main topic of the Newsletter, and are cataloged for the past 3 years. **The GREC April 2015 Newsletter** features important changes to Continuing Education Requirements.

Take time to read these Newsletter as they are a wealth of knowledge that will not only help you with your business, but keep you compliant.

This is another good year for real estate, we hope all of you are successful and are able to grow your business in 2015.

TGA Mobile Tips

As more and more agents are using our new App we have found that the below tips are very helpful to review before sending your next check.

1. When entering the agents name, buyer and sellers names please keep them to a first and last name and do not add miscellaneous characters. If you get a validation error, ususally it is because you gave us too much information on the names or you used some miscellaneous characters
2. If your check does not go through and you get a server timed out error message, please let us know and we will confirm the server is OK. In the meantime you can make sure that you are totally logged out of the app and then try it again as sometimes the app is running in the background and it needs to be restarted.
3. Please keep checking or have your phone send you reminders to update the app. We are currently working on activating the other types of funds to accept and updates are being sent through regularly. Security Deposits are now being accepted.

If you have any questions, the information is on the Drake Realty database and will walk you through step by step on how to use the App. This is new technology and we are very excited that we are the first in the industry to have this.

Never hesitate to call if you are having trouble or would like assistance. We are happy to help and have found that once we get someone through the first time, they are fine from that point on. The direct number for TGA Mobile is 678-842-4255

**DRAKE REALTY 1ST WITH FLAT FEE COMMISSION,
AND NOW IN 2015 FIRST WITH MOBILE DEPOSITS
OF EARNEST MONEY**

CE Classes and Networking Opportunities

FREE CE CLASSES



Be on the lookout for the CE Class postings. We will be offering classes on the RESPA Changes that are coming August 1, 2015. Please take the time to attend this class, you need to be aware of these changes because they impact your closing. Details will follow once they are available.

Networking Opportunities

First Tuesday
Hosted by Campbell & Brannon, LLC
Tuesday is an opportunity for food, fun, education and networking with fellow agents from other companies, lenders and attorneys.
Will be resume August 2015
[Click here to RSVP](#)

News from our Partners

Campbell and Brannon, LLC: Closing without the Stress for your Buyer

Campbell and Brannon, LLC has prepared a video for you and your clients to view with tips to insure you have a stress free closing. Campbell and Brannon, LLC has 5 offices to service you and your clients. Click the Office location below to view the video that pertains to that locations.

Marietta

East Cobb

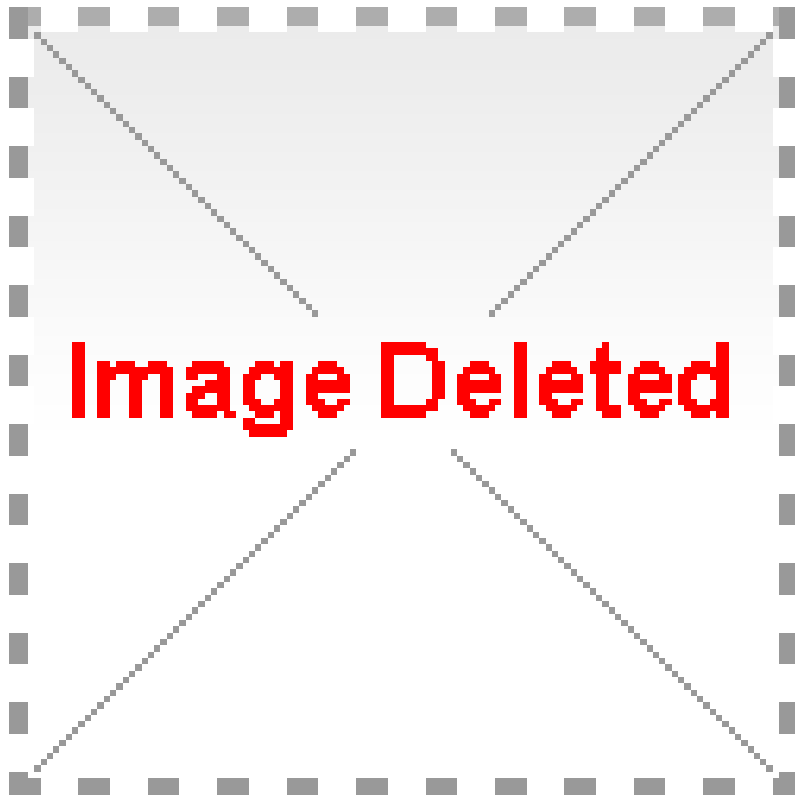
Alpharetta

Glenridge

Buckhead

Academy Mortgage Offers You Great Marketing Tools

Academy helps enhance your business by offering you marketing tools. Contact Academy Mortgage today to order your marketing materials.





FMLS News

FMLS is excited to inform you that, in response to the NAR policy updates enacted last fall, the Board of Directors of FMLS voted to add Sold listings to the IDX data feed. Even though FMLS is not subject to NAR rules and mandates, our rules and policies generally follow their guidelines. They have had many members ask about the ability to display sold listings on broker IDX websites. Effective May 13, 2015, sold listings, going back 3 years, will be included in all IDX data feeds. Of course, it is up to each individual broker as to whether to display sold listings or not on their respective IDX websites.

FMLS has developed policies around the new display of Sold listings on IDX websites. Click the following link for the details of the changes:

[Details of the rules and policy changes related to the use and display of sold data through IDX](#)

You can always refer to the most current and full version of the IDX Policies, which are found on www.fmls.com under the Support menu.

For any questions about these changes in IDX, please contact the FMLS Data Services and Compliance Department - data@fmls.com.

Cloud CMA is Here

Cloud CMA is now available, and it's free to all FMLS members!

It is the easy way to create amazing reports that help you write more offers and win more listings. It helps you look awesome in front of clients and prospects. With our new release of Cloud CMA, we are also offering new 3 hour CE credit courses where you will learn to create great looking CMAs, informative buyer tours, comprehensive property reports, innovative flyers, and interactive iPad CMAs.

This course covers how to access Cloud CMA from Matrix and setting up your account. Prepare a quick CMA report in just minutes from any device, anywhere, for on the go information. Prepare a Comprehensive Market Analysis using Cloud CMA, and learn how to run CMAs on a tablet or laptop. Students will learn how to fully customize the CMA with fonts, colors, themes and custom pages. Students will learn advanced features of Cloud CMA by creating Buyer Tours for prospective buyers, creating Property Reports in response to client inquiries, and create Flyers to increase exposure. [Check the Training Schedule for availability.](#)

Earn Two Free Months Of Agent Fees

Drake Realty appreciates your agent referrals!

Remember anytime you refer an agent to Drake Realty you receive 2 months of Agent Fees as our way of saying Thank You! Pass along this newsletter or information about TGA Mobile to your the agents you refer to Drake Realty. Again,

we truly appreciate your agent referrals.



**Drake Realty, 1st with Flat Fee Commission
and now in 2015 1st with Mobile Deposit
Of Checks via Your Smart Phone.**

What is TGA MOBILE?

Free App developed by TGA Allison Technologies, LLC and being used only by Drake Realty, Inc. No other company is using this technology in the country, we are the first!

Agents use their smart phone to send earnest money checks, commission checks, fees, and other checks to their broker.

Snap the check from the comfort of your home, on the road, in your client's home, or anywhere you want.

The image you send is the image that is deposited by the broker, no need to worry about getting the check to the broker on time, use your smart phone and you receive immediate confirmation with a date and time stamp that it was sent.

Brokers love this technology as it helps everyone meet those tight timelines in a contract.

Why run to the office after a closing, snap the check before leaving the attorney's office and your broker will have your check ready for you to pick up when it is convenient for you.

TGA MOBILE, the newest tool for the real estate industry!



We hope our June issue of The Landing Spot provided you with great resources. Remember, as an agent, it is your responsibility to stay up to date on changes from the Georgia Real Estate Commission and Drake Realty. The Landing Spot and the Drake Realty Database are some of many tools you can use to keep yourself up to date.

Sincerely,

Glenn, Bernie & Mary
Drake Realty

As a licensed Georgia Real Estate Agent it is your responsibility to keep up to date on changes implemented by the Georgia Real Estate Commission (GREC) and Drake Realty

Drake Realty is the first Georgia based company to use TGA Mobile. It is an App developed by TGAllison Technologies to deposit Earnest Money received from their clients via their Smart Phone.

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Drake Realty | 3535 Roswell Rd, Suite 41 | Marietta | GA | 30062