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A Word from Glenn

Change is bound to happen in our industry. Sometimes it happens as announced and then other times it

The Landing Spot

Dear Mary,

Summer is full of fun and sun but don't forget to submit your completed contracts and on time.

When submitting a new contract, remember to complete the contract cover sheet. This helps the office staff process your contracts in a timely manner. Also, prior to submitting your contract, double check and confirm the contract as all required signatures.

Taking the time to confirm you have all the required documents 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

is delayed. With an ever changing industry, it is most important to read Drake Realty emails and bulletins. Stay on top of change by logging in the Drake Realty Database every 14 days.

[Facebook Drake Realty](#)



Drake Realty Offices will be Close Friday July 3rd In Observance of the 4th of July Holiday

Please take this time to celebrate with family and friends. Drake Realty Offices will resume regular business on Monday July 6th.

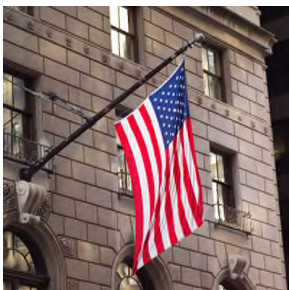
Glenn

Recommends

[Mortgage Typos
Can Lean to Big
Problems](#)

[Keeping the Deal
Real](#)

[45% of Homes
Sold in Less Than a
Month](#)



[Join Our Mailing List!](#)

Tips from Ed at the Broker's Desk

As the market improves and you find yourself getting busier, please remember to take time and review your documents. This will save you and us time in the future. Below are some important tips to guarantee your contract is complete and you do not have to waste time by making changes to the contract and providing additional required information.

- Buyer's Broker Agreement: Georgia Real Estate Law will not allow you to represent a client without first entering into a written agreement with the Buyer. Drake Realty does not allow agents to do Dual Agency. We will only represent one client in a transaction. You cannot represent both. Therefore, when first meeting with your buyer you must enter into a Buyer's Brokerage Agreement. Once the agreement is signed, it must be either faxed, emailed or mailed to the Marietta office. We must have this on file as soon as you enter into this agreement.
- All executed contracts must be turned into the Office no later than within 72 hours of the acceptance date accompanied by a Contract Cover Sheet. Fines of \$100 may be incurred for contracts handed in after the 72-hour window.

- We request an original contract be on file at the Office. This gives us the documentation we need to back you up should some legal action be taken against you. It also enables you to be paid in a timelier manner.
- Additional amendments, exhibits or changes to the contract must be turned into the office as they are added to the contract. A contract can change throughout the contract and any additional forms that are signed must be turned in at the time they become part of the contract NOT AT CLOSING.
- Georgia Real Estate Law states that all contracts entered into by an agent on behalf of their broker must be turned into the broker immediately upon contract acceptance. We understand that many times the negotiated contract is very hard to read but in order to comply with real estate law; the contract must be turned in to the broker.
- Contracts that are awaiting a signature (usually a bank) on a foreclosed property should be turned in as an incomplete contract, so it can be entered into the system.
- Listing agreements must be faxed to broker once procured by the Agent and after being entered into the First Multiple Listing and Georgia Multiple Listing computer 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.
- When reviewing your documents, please make sure you specify "Dual Agency" is not offered by the Broker.

I am here to help you stay compliant. If you have questions, I am available to answer Agent Questions in the Marietta Office:

Monday, Tuesday, Wednesday and Friday - 10 to 2

Phone: 770-873-1566

Email: drakebroker@gmail.com

TGA Mobile Tips

What do I do with the check?

We have had agents ask us about what to do with the check once it is sent through the app. The first thing you need to do is go to the app and then your Item list and find the check. On the iPhone you go to the file icon by the type of check you sent to see all of the items you have sent. On the

Android, select the type of check you sent and refresh the screen and you will see all of your checks and their status.

If the check has a green circle with a check mark, it has successfully been sent through and deposited by the broker. You should tear up the check at this point.

If the check has a red circle with an X in it then you need to resend the check as it was rejected for some reason. Usually it is poor quality of image, or the background is too light, the edges of the check are too close to the edges of the picture, there is no endorsement on the back, the purchase price rather than the amount of the check was entered in the app, etc. Do not wait to be contacted by someone, if you see that your check was rejected, go ahead and resend.

If the check has a blue circle with the word new in it, then it means you have successfully sent the check but it has not been processed yet.

Once the check is sent to the bank and successfully accepted by the bank then the app will show that it is in process. The next day you should see the green circle with the check mark in it and at that point, tear up the check. Please do not tear the check up until you see the green circle with the check mark.

Do not pass the check to the office staff, they do not need the check, it needs to be torn up once you have confirmation that it was successfully deposited. Again, if you ever see the red circle with the X and the check needs to be deposited, you can resend the check before anyone calls or reaches out to you.

Once the check is processed it is an immediate update to your App so please keep an eye on the check progress to make sure it is deposited successfully.

Here are some tips when using the app

1. Make sure you use a dark background and the background can be seen easily around all edges and corners of the check.
2. Do not use the \$ sign when entering the dollar amount
3. Please only enter the dollar amount of the check not the purchase price
4. Remember to endorse the back of the check. Please write the name of the company that the check is made out to on the back of the check in the middle of the endorsement area.
5. Call or email if you have any questions but check your item list to get the latest status of your check!

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
EARNST MONEY**

CE Classes and Networking Opportunities

FREE CE CLASSES

Staying Ahead of the Competition

August 12, 2015 10:00a - 1:00p

Course #: 40263

Presented by: Northwest Exterminating
Northwest Exterminating Corporate Office
830 Kennesaw Avenue
Marietta, GA 30060

[**REGISTER HERE**](#)



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



New Proposed Deadline for TRID

**The Consumer Financial Protection Bureau (CFPB)
announces a proposed two month delay in requiring**

use of the new TILA-RESPA Integrated Disclosure Forms (TRID). All applications taken on or after October 1st will be subject to the new TRID forms. It would have been hard to make the required significant changes in the booming summer housing market. Implementing the new disclosure rule in the less busy third quarter certainly makes sense and is likely to make the transition less difficult as we work the kinks out of the process in a period of less volume.

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www.campbellandbrannon.com

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770-521-1180

Buckhead
404-504-8700

East Cobb
770-321-0222


Glenridge
770-396-8535

Marietta
770-426-7850

<https://www.facebook.com/CampbellBrannon>




Academy Mortgage is Drake Realty's preferred lender. Contact Cam or Jon to assist you and your clients with purchase of their new home.




ACADEMY
MORTGAGE CORPORATION

Academy Mortgage is our Preferred Leander! They provided over \$5.4 BILLION in mortgage funds to clients across the U.S. in 2014. Academy Mortgage is a DIRECT Lender, providing Conventional, FHA, VA, USDA, 2nd home & Investment Loans, Refinances, and MORE. The company was founded in 1988 and has grown to 200 Branches in 47 states, and expanding. Please contact CAMERON OR JON with ANY of your needs!!

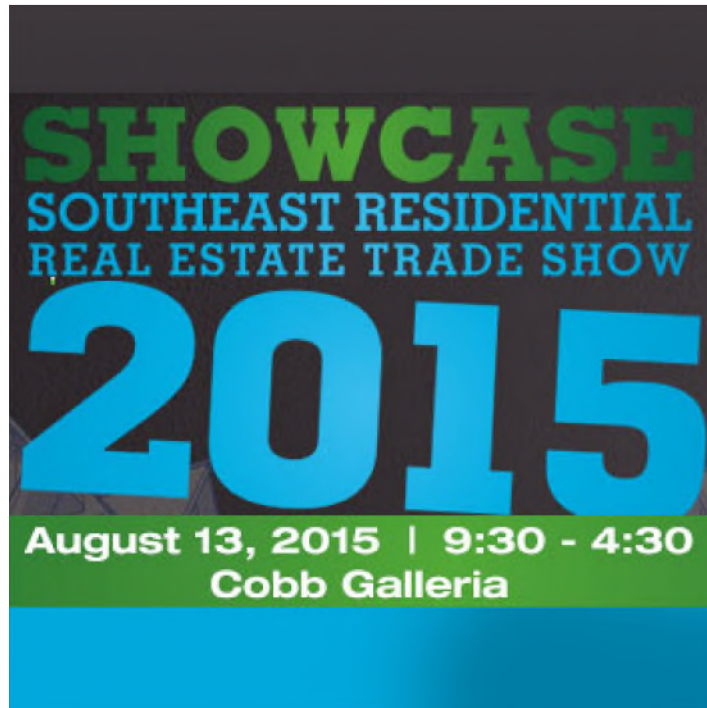


Jon Maguire
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 Apply online click "Apply Now" on webpage
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 Apply online click "Apply Now" on webpage
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 AL State Lic #57571 | FL State Lic #22616 |
 TN State Lic #544455 | SC State Lic #544455
 Corp Lic #20505 | Corp NMLS #3113
 Georgia, Alabama, Florida, Tennessee, and South Carolina Residential Mortgage Licensee

FMLS News



Save the Date for Showcase

The 15th year of Showcase, the Southeast's premier residential Real Estate Trade Show, is scheduled to be held at the Cobb Galleria Centre, on August 13, 2015. The Trade Show will bring together REALTORS®, real estate professionals and affiliated industries on a single day. The one day show will feature a broad selection of essential industry seminars from national and regional speakers, industry items, services, and business tools.

Check out the jam-packed Showcase Schedule:

FMLS Theatre

10:00 Top 10 Things To Know About Matrix
 11:00 Keynote Speaker: Steve Koonin, CEO of the Atlanta Hawks and Philips Arena
 12:00 Cloud CMA
 1:00 Matrix Matters- Searching Tips & Tricks
 2:00 Cloud CMA
 3:00 Top 10 Things To Know About Matrix

FMLS Mini Theatre

10:30 Cloud CMA
 11:30 FIND
 12:30 Top 10 Things To Know About Matrix
 1:30 FormsPro Mobile & eSign
 2:30 Matrix Matters- Searching Tips & Tricks
 3:30 Cloud CMA

Professional Development Theatre

10:00 What's new with Realtor.com and MOVE

- 12:15 Market Intelligence 2015: How to power yourself for the remainder of the decade
- 1:15 Get Your Email Opened
- 2:15 Google Analytics
- 3:15 Top Producer Panel

The one day show will feature a broad selection of industry seminars from local and national speakers; and, of course, vendors offering various real estate related products, services and tools.

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 July 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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