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A Word from Glenn

Being at the top of your game is important to your clients. Make sure you are readily available to

The Landing Spot

Dear Mary,

Enjoying the cooler weather? Take advantage of the beautiful weather and reconnect with your past clients. Host an outdoor mixer and invite your present and past clients to show them how much you appreciate their business.

A mixer is a great opportunity to have current clients hear praises from past clients. Plus, your past client may have life changing event and be ready to downsize or to add some extra space. You may never know unless you continue to keep in touch.

It is always wise to keep the lines of communication open with your clients. Don't miss out on an opportunity and schedule a fun client appreciation event today.

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.

answer your client's questions and assist them with their real estate transactions. Happy clients tend to refer business to great agents.
[Facebook Drake Realty](#)

Drake Database

Tips from Ed at the Broker's Desk

Terminating a contract or listing can be very upsetting to all parties involved. It is important that you, as the agent, get the correct forms signed by your client at one time and always maintain good customer service.

Glenn
 Recommends
[Foreclosures, Cash Sales Continue to Recede](#)
[Advantage Shifting Slightly to Home Buyers](#)
[Rental Satisfaction Drives Buying Decisions](#)

[Join Our Mailing List!](#)

If your client must terminate a contract, complete RE Forms 211 and 212 or GAR Form F83, obtain the appropriate signatures and then email to the Drake Office. You should have all the appropriate paper work turned in a timely manner to effectively terminate the contract and stay compliant with GREC.

Often listing will need to be withdrawn or terminated. If you have a listing and must terminate the contract and the listing, you need to have you client sign RE Forms 211, 212 or GAR Form F83 and complete the listing service withdraw forms. If you have to property listed on a listing service, it is imperative to withdraw the listing from listing service to avoid any fines. To withdraw a listing from FMLS you will need to complete RE Form 116 and email to drakerealoffices@bellsouth.net to have the Broker sign off. To withdraw a listing from GAMLS, you will need to complete GAMLS # 203 and email to drakerealoffices@bellsouth.net to have the Broker sign off.

When Earnest Money is involved but your client would like it held for a future purchase please have them send an e mail stating that they would like the EM that was being held on terminated property to be held for a future purchase. Please make sure the Terminated Property Address is included in the email.

As the agent, it is your responsibility to have all the forms signed and turned in a timely manner.

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

If you receive a call or e-mail from me requiring a response please respond to this request as soon as possible to ensure compliance.

TGA Mobile Tips

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

To Be Announced



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 September 2015

[Click here to RSVP](#)

Agent Spot Light

Roger Webb, a Drake Agent and founder of the Webb Real Estate Team has been selected to tape a show for 106.7 - Real Estate Radio. The show will air Sunday, October 4th

at 12:00pm. Roger will discuss his business and success in the industry. Don't forget to tune in and share in Roger's success. We are very proud of Roger.



Roger Webb of
Webb Real
Estate Team



News from our Partners

Campbell and Brannon's East Cobb Office has moved.

The new location is

**1000 Johnson Ferry Road
Building 400 Suite 404
Marietta, Georgia 30068**

Campbell and Brannon, LLC

Glenridge
Phone: 770-396-8535
Fax: 770-396-8617

Buckhead
Phone: 404-504-8700
Fax: 404-504-8710

Alpharetta
Phone: 770-521-1180
Fax: 770-521-1136

Cobb
Phone: 770-321-0222
Fax: 770-321-1622

Slepian, Schwartz and Landgaard

Peachtree City - 770-486-1220

William Miller, PC
Stockbridge - 404-446-3300

Academy Mortgage: Our Preferred Lender

Drake Agents are please with the customer service from Academy Mortgage. Please read the testimonials below.

I really appreciate their hard efforts. This is what sets them apart: They have a strong desire to go above and beyond to get the loan closed. The average person would have been very frustrated with one of my clients, but they were always very nice and accommodating to him. My client didn't respond in a timely manner as he should have, but Jon remained kind and very professional. He never scolded him, but used words in the email transmissions that were sure to keep a good working relationship. In addition to their tireless work, Jon answered emails and phone calls at nights, on weekends, and the holiday. The whole team were great!! Really!!!

-Tamika Brown Drake Realty

My client and I received excellent service from Cameron Walters at Academy Mortgage. When my client was referred to me, I immediately got her in touch with a loan officer. Working with this loan officer became very frustrating for both me and my client. She took the information and never followed up even though my client and I made repeated attempts to contact her. Finally, I was referred to Cameron. I gave him a call and he jumped right on it. He was in constant communication with myself and my client. Cameron is very professional and truly a pleasure to work with. I look forward to a successful partnership.

- Sheila Terrell-James Drake Realty

Academy Mortgage is Drake Realty's preferred lender. Please contact Cam or Jon to assist you and your clients with their lending needs.



Academy Mortgage is our Preferred Lender! 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

Senior Loan Officer – The Maguire Team
FIVE STAR PROFESSIONAL Industry Award Winner (as seen in "Atlanta Magazine" 8/2013) Academy Mortgage Customer Service Award Winner – 2010, 2011, 2012, 2013

5565 Glenridge Connector, Suite 400
 Atlanta, Georgia 30342
 Cell: (770) 331-7500
 Fax: (404) 835-9663

jon.maguire@academymortgage.com
www.academymortgage.com/jonmaguire

Apply online click "Apply Now" on webpage

NMLS ID: 204787 | GA Residential Mortgage License:
 28208 | Academy NMLS #3113 | GRMA#20505



Cameron Walters

Senior Loan Officer
Academy Mortgage Customer Service Award Winner in 2014!!

5565 Glenridge Connector NE Suite 400
 Atlanta, GA 30342
 D: (404) 692-5833 | C: (404) 849-9608
 F: (404) 692-5834 | O: (404) 574-2600
Cam.Walters@AcademyMortgage.com
www.AcademyMortgage.com/camwalters

Apply online click "Apply Now" on webpage

LO NMLS #544455 | GA State Lic #40289 |
 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

FUSION will not longer be available effective Oct 14, 2015. Make sure you know how to use MATRIX.

Matrix Preview classes are now available. Read More to see the schedule and sign up for classes. We encourage you NOW to login and start exploring Matrix - we don't want you to be anxious at the last minute because you have not learned to use Matrix. Please don't delay, jump into Matrix now!

Click here to learn about available training classes.

[MATRIX TRAINING CLASSES](#)

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 the agents you refer to Drake Realty. Again, we truly appreciate your agent referrals.

Serving Our Agents with 8 Metro Offices

Alpharetta/Forsyth
11539 Park Woods Cir
Suite 304
Alpharetta, GA 30005
770.663.3857

Buckhead
2972 Lookout Place
Atlanta, GA 30305
404.321.3881

East Cobb/Roswell
3535 Roswell Road
Suite 4I
Marietta, GA 30062
770.565.2044

Lake Oconee
1060 Salem Walk Drive
Suite 2
Greensboro, GA 30642
706.705.4203

Lawrenceville
2775 Cruse Road
Suite 2002
Lawrenceville, GA
30044
770.925.0089

Peachtree City
602 Dogwood Trail
Suite J
Tyrone, GA 30290
678.489.7818

Stockbridge
1092 Eagles Landing Parkway
Stockbridge, GA 30281
678.829.3272

West Cobb/Paulding
2744 Broad Street
Austell, GA 30106
770.771.1446

We hope our September 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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[Forward email](#)



This email was sent to drakerealooffice@bellsouth.net by drakerealooffice@bellsouth.net | [Update Profile/Email Address](#) | Rapid removal with [SafeUnsubscribe™](#) | [About our service provider.](#)



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