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### A Word from Glenn

The Year End is a good time to touch base the your Drake Office and confirm your information is up to date.

By insuring your information is correct allows us to get your year end statements to you in a timely manner.

Please email [drakestockbridge@gmail.com](mailto:drakestockbridge@gmail.com) with your current mailing address, email address and contact

## The Landing Spot

Dear Mary,

Happy Holidays! We hope you and your family have a blessed holiday season.

Use this time to update your client list so you can start the year ready for business.

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 (<http://www.drakerealtydata.com/atl>) Your "user name" should be your last name unless it is a come last name, then it will be your last name plus the initial of your first name. If you have never logged into the system your password will be "password". If you get a message that there is a security certificate error, it is OK to proceed as this web address is Drake Realty and our website is managed by Jump Line. This error occurs because of the difference I the two names. The first time you go in the Database, you will be prompted to fill out an on-line independent contractor agreement. When it asks for Social

numbers.

Also, take the time to visit the Drake Realty website and confirm your information on our website is up to date. If your information needs to be updated, please email [Elizabeth Davidson](#) with information you would like on the website.

Start the New Year on the right foot. Happy Holidays!

Drake Realty

### Glenn Recommends

[How Holiday Shopping Can Kill a Closing](#)

[5 Promotional Goldmines During Holidays](#)

[Some Home Renovations Can Raise Tax Bills](#)

[Join Our Mailing List!](#)

*Happy Holidays*



Wishing you a Joyous Holiday Season and Prosperous New Year.

Security number, please use 000-00-0000, as Drake already has this information in a secure place. If you have changing your plan, you must still contact an office and send a hard of the amendment, just doing it in the database does not alert the office of this change. Once your in the database, the first thing you need to do is change you password. You can then review the paperwork that has been turned into Drake Offices. Also remember to view any updated information under the Agent Policies and Procedures, Event Calendar, Broker's Corner and Newsletter headings.

## Tips from Ed at the Broker's Desk

**Attend the January Kick-off Continuing Education classes sponsored by Academy Mortgage. You will receive information on the the 2016 contract changes. Start the New Year off with valuable contract knowledge. More information on the Contract Classes offered in January can be found below in the CE & Networking Section of this newsletter.**

**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](mailto: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

TGA Mobile is saving Drake Agents valuable time. If you have not downloaded the app to your Smartphone, do so today. You can find instructions for TGA Mobile in the [Drake Realty Database](#).

Please contact Mary with your questions or concerns.

Mary Gasparini  
[drakerealooffice@gmail.com](mailto:drakerealooffice@gmail.com)  
770-365-4865

## CE Classes and Networking Opportunities



## FREE CE CLASSES



### Upcoming Events

#### [FREE CE Class - "What's Wrong With This Picture?"](#)

Tuesday December 8, 2015 from 10:00 AM to 1:00 PM EST

Free CE Class "What's Wrong With This Picture?" presented by BPG Home Inspections. Heritage at Sandy Springs - Community Room

#### [FREE CE Class - Contracts](#)

Tuesday January 5, 2016 from 10:00 AM to 1:30 PM EST  
Academy Mortgage is proud to Present the 2016 Kick Off - Start the Year in the Know for all Drake Agents. Heritage of Sandy Springs - Heritage Hall

#### [FREE CE Class - Contracts](#)

Tuesday January 12, 2016 from 10:00 AM to 1:30 PM EST  
Academy Mortgage is proud to Present the 2016 Kick Off - Start the Year in the Know for all Drake Agents. The Bridge Community Center

#### [FREE CE Class - Contracts](#)

Tuesday January 19, 2016 from 10:00 AM to 1:30 PM EST  
Academy Mortgage is proud to Present the 2016 Kick Off - Start the Year in the Know for all Drake Agents. The Hudgins Room

#### [FREE CE Class - Contracts](#)

Thursday January 21, 2016 from 11:00 AM to 2:30 PM EST  
Academy Mortgage is proud to Present the 2016 Kick Off - Start the Year in the Know for all Drake Agents. Lakeside Church at Lake Oconee-Family Life Center

## Networking Opportunities

Enjoy the Holidays and host your own Networking event this month.

[Click here to RSVP](#)

## News from our Partners

# *Attorney's Corner-Legal*

## *Tip of the Month*

### **An Alternative Method of Settling Disputes By Campbell and Brannon, LLC**

Real Estate law is a branch of civil law that defines the rights of individuals and companies to possess, use and enjoy land along with any permanent man made additions to it. Included in these rights is the ability to hold interests in real property, associations between owners and the community, land lord tenant relationships, financing and conveyance deeds and mortgages. Real estate transactions are governed by Federal laws, State laws and regulatory agencies. In a perfect world, all parties work in tandem within these established guidelines.

However, when a dispute arises between parties, there are several ways in which to address them. Clearly, you may retain representation by an attorney and file an action in our court system. Or a party can choose to mediate their dispute. Dispute resolution, or mediation, is an option that may not be obvious, but can be very helpful.

Interestingly enough, most mediators are practicing attorneys. Having an attorney in your corner can be of exponential help. The attorney will be able to draft a position paper for the mediator that can synthesize the legal facts and state your position and desires succinctly. When retaining a mediator, it is important to confirm they are a neutral who is registered and certified with the Georgia Office of Dispute Resolution.

Mediation is a non-adversarial environment in which parties have an opportunity to come together and settle their dispute. This process allows the parties to be in control of the dispute and resolve the problem quickly and efficiently, without a judge or jury making that decision for them. The rules of evidence do not apply in mediations. This process is confidential, which encourages open communication and cooperation between the parties in reaching an agreement which is palatable for all concerned. The mediator does not make the decision for the parties; instead, the neutral third party's role is to facilitate the process.

If an agreement is not reached during mediation, the parties

reserve their rights to continue along another course of resolution.

In the end, real estate agents, lenders and attorneys all want to close real estate transactions in a tranquil and efficient way. However, when disputes arise, it is always important to be aware of all of your client's options. We hope this proves helpful in expanding your list of ways in which you can resolve conflict in your business.

If you need additional information or would like to speak with someone in our litigation department, (to represent you in a civil action or mediation), please contact our Glenridge office.

## 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

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](mailto:jon.maguire@academymortgage.com)  
[www.academymortgage.com/jonmaguire](http://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](mailto:Cam.Walters@AcademyMortgage.com)  
[www.AcademyMortgage.com/camwalters](http://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

### Matrix Speedbar Now Offers Wildcard Search

You asked, and we delivered! The Matrix Speedbar now works with wildcard searches, which helps you:

- Save time when searching for listings
- Find full addresses when only a partial address or partial street name is known

The wildcard speedbar searches are also available on mobile! This means that all asterisk (\*) searches may be created as soon as you login to Matrix on laptops, tablets, and smartphones.

## 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.



**Finish the Year Strong**

**with**

**Drake Realty**

**Leave Nothing to Chance!**

Drake Realty provides you the support you need to grow a strong business. We provide our agents with 24/7 Broker Support, 8 Convenient Metro Offices, and the latest and greatest Technology with TGA Mobile. Drake Realty also has created long lasting partnerships that will enhance your business.

**Make the move today and finish strong!**

**Join Drake Today!**

**Call Mary at 770-365-4865**



We hope our December 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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Try it FREE today.

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