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The Landing Spot

Dear Mary,

Happy New Year!! We hope you had a wonderful Holiday Season. Are you ready to kick start 2016?



FMLS NewsEarn 2 Free Months Of Fees

A Word from Glenn

The New Year always brings about resolutions and fresh ideas. Make a pledge this year to grow your business. Take the time to reconnect with past clients. Give you business cards everyone you meet and let them know you can assist them with their real estate needs. If people don't know you are a real estate agent, then they will go to someone else they know. 2016 is going to be a prosperous year for you. Put yourself out there.

Drake Realty

Glenn Recommends

Don't Leave Money on the TableSwear Off These Bad Habits on Social MediaSome Home Renovations Can Raise Tax Bills

Join Our Mailing List!

Happy New Year



The best start is a smart start! Don't forget to register for one of the 2016 Contract Classes taught by Judge Parker hosted by Academy Mortgage and McMichael & Gray.

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/at/>) Your "user name" should be your last name unless it is a common 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 website address is Drake Realty and our website is managed by J Line. This error occurs because of the difference in 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 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 first contact an office and send a hard copy of the amendment, just doing it in the database does not alert the office of this change. Once you're in the database, the first thing you need to do is change your password. You can then review the paperwork that has been turned into Drake Offices. Also remember to view any updated information under the Agency Policies and Procedures, Event Calendar, Broker's Corner Newsletter headings.

Tips from Ed at the Broker's Desk

Please sign up for one of the FREE 2016 Contract Classes. You will earn 3 CE Credit hours and learn about the 2016 changes. To view class options, scroll down to the & Networking Section of this newsletter.

I am here to help you stay compliant. If you have questions, I am available to answer Agent Questions at 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

TGA Mobile is going to make 2016 less hectic and more profitable for you by cutting out travel time. You can deposit earnest monies and your commission checks with ease. We do occasionally see a few common errors when depositing via TGA Mobile app. Please make sure you are doing the following to avoid errors.

1. Make sure the AMOUNT FIELD and the amount on check match.
2. When you enter the amount of a check into the Amount field, ONLY use numbers and do not include the ".", "\$" or ",".
3. Endorse check by using the name on the front of the check.
4. Make sure the check is lying flat and has not been previously folded. Folds in the check tend to distort the image.
5. The background border should be visible on all sides of the check, and the entire check needs to be in the frame.
6. Un-staple the check from the HUD before making the photo of the check and scanning the HUD. If the staple is not removed, the photos and scans are distorted.

Below is a basic recap of how once an agent deposits a check via TGA Mobile the process should flow.

1. Agent deposit checks.
2. Agent upload HUD1 to drakecommdeposit@gmail.com
3. Buckhead Office either accepts or rejects the check.
4. If the Buckhead Office accepts the check, then go to drakecommdeposit@gmail.com and verify deposited commission check matches the HUD1. Buckhead will create a QuickBooks deposit record for the check."
5. Buckhead will process any check that is mailed directly to the agent's home.
6. If an agent is going to pick up the check at a specific office the Buckhead Office will contact the



office and advise them the commission check matched the HUD1 and they can issue payment 7. The office that is cutting the commission check will log into drakecommdeposit@gmail.com and process the closing as normal checking off each item as it is done on the final checklist. This includes cutting the agents check, paying FMLS, uploading the HUD1 to the drake database, putting Earnest Money to be transferred on the daily report if applicable, etc.

8. The office that is cutting the commission check will delete the HUD1 that is in drakecommdeposit@gmail.com once it has been processed

If you have any questions or concerns on this procedure please do not hesitate to ask.

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
drakerealoffice@gmail.com
770-365-4865

CE Classes and Networking Opportunities

FREE CE CLASSES



[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](#)

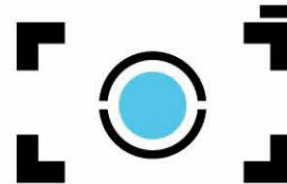
Tuesday January 12, 2016 from 10:00 AM to 1:30 PM E
Academy Mortgage is proud to Present the 2016 Kick Off
Start the Year in the Know for all Drake Agents.
The Bridge Community Center

[FREE CE Class - Contracts](#)

Tuesday January 19, 2016 from 10:00 AM to 1:30 PM E
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
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



Professional Head Shots at kick off 20

Start 2016 with an updated Head Shot for your business cards, marketing materials and web links. Grant Donley will be present to the January 5th and January 19th Kick Off Contract Classes to take your head shot. Please be sure to wear dark clothing since Grant will be using a white back drop. Please do not hesitate to email questions to drakestockbridge@gmail.com.

News from our Partners

Drake Realty is proud to announce it's newest partnership with McMichael & Gray, PC. McMichael & Gray, PC are ready to assist you and your clients with



closings. There are six metro locations for your convenience. [Visit Their Website](#)

McMichael & Gray

Main Number for all Offices - 678-373-0521

Slepian, Schwartz and Landgaard

Peachtree City - 770-486-1220

Academy Mortgage Our Preferred Lender

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



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

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) 574-2000
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

FMLS Help Desk is Here for You!

FMLS Technical Support is available 7 days a week. That's right! means that we work when our members do - on the weekends!

Call Center

Call 404-255-4219 or 800-505-FMLS

Monday - Friday 9:00 am - 7:00 pm

Saturday 8:30 am - 5:00 pm

Sunday 1:00 pm - 5:00 pm

Email Support

Email at support@fmls.com and feedback@fmls.com

Monday - Friday 9:00 am - 5:00 pm

Saturday 8:30 am - 5:00 pm

Sunday 1:00 pm - 5:00 pm

Live Chat Hours

Friday 9:00 am - 5:00 pm

Monday - Friday 9:00 am - 5:00 pm

And remember that [Knowledge Base](#) is always available 24/7 for learning at your own pace.

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.



**Searching for....
Independence?
Great Broker Support?
The Latest Technology?**

Your Search is Over

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.

Join Drake Today!

Call Mary at 770-365-4865



We hope our January issue of The Landing Spot provided 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



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

[SafeUnsubscribe™ drakerealoffice@bellsouth.net](mailto:SafeUnsubscribe™_drakerealoffice@bellsouth.net)

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