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The Landing Spot

Dear Mary,

Waiting for Spring to start marketing your listings? Don't wait! Take advantage of the marketing opportunities offer to you by our Business Partners. Academy Mortgage and McMichael and Gray, PC will assist you marketing your listings. Contact Cam or Jon with Academy and Maria wit McMichael & Gray, PC today. Now is always the prefect time to buy and sell.



A Word from Glenn

Marketing is a valuable tool to connect with old and new clients and sell your listings. We have established wonderful business partnerships to help your business succeed. Take advantage of the opportunities available to you at Academy Mortgage and McMichael & Gray, PC. Your success is our priority.

Drake Realty

Glenn Recommends

Builders Tweak Home Features to Lure Buyers

Businesses Aren't Using Social Media Right

How Agents, Loan Officers Can Better Ties

[Join Our Mailing List!](#)

Happy Valentine's



Our Partner



Cam Walters

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 common 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 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 changed your plan, you must still 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 are 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 Agent Policies and Procedures, Event Calendar, Broker's Corner and Newsletter headings.

Tips from Ed at the Broker's Desk

2016 is off to a great start and our agents are gearing up for a busy Spring selling season. Just a few reminders as you get ready for 2016 prime selling season.

You need to have a Buyer's Brokerage Agreement for each buyer/seller you work with so you have an established clearly defined relationship with your client. When you are listing a home remember to immediately send in a fully executed Listing Agreement to the office. I also want to remind you that McMichael and Gray our preferred attorneys are happy to assist with legal descriptions if you need one for your listing. Please email them directly at drake@mcmichaelandgray.com and ask for assistance as this is the email account specifically developed for Drake Agents that McMichael and Gray set up for our firm. You do not need to send offers to the office, but we do need fully executed binding contracts sent to the office within 72 hours of binding to insure we are compliant with GREC. Each time an amendment to the contract or an extension to the contract is done the office needs a copy of these documents. The office takes each part of the contract that you send in, and puts the information in your database by property address. When you close a property you will have a complete file on the property in your database if you need to refer to the paperwork in the future. Also, remember i



[Jon Maguire](#)

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

[Maria Riggs - Director Of Client Relations & Marketing](#)

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SLEPIAN, SCHWARTZ & LANDGAARD
ATTORNEYS AT LAW

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Bank Shot

More time for you and your business
Send earnest money deposits and other checks
to your broker securely with your mobile phone.
Convenient * Compliant * Simple

contact and the fully executed T&R even if the contract w binding less than 24 hours.

These are very simple reminders, but are often common mistakes in the office. The office staff is here to insure al of us are compliant in every transaction.

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

COMING SOON.....

TGA Mobile rebranded as Bank Sho

In the coming months, TGA Mobile will become Bank Shot. You will see subtle changes with log and brand name but not will the quality of service. Continue to use Bank Shot just as you have used TGA Mobile in the past.

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

TGA Mobile is saving Drake Agents valuable tim 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 Opportunies



FREE CE CLASSES



Upcoming Events

[FREE CE CLASS: New Construction taught by BPG Inspections](#)

Wednesday February 10, 2016 from 10:00 AM to 1:00 EST

New Construction: What to Expect (#59453) This course focuses on common issues discovered during new construction process. Agents will learn to resolve issues prior to final inspection and be able to assist your client during the building process and inspection.

Quest Center

News from our Partners

McMichael and Gray, PC offers Drake Agents Concierge Service via email for only Drake Agents. you have questions or need to email closing documents, please use

Drake@mcmichaelandgray.com.

McMichael & Gray, PC

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. Please contact Cam or Jon to assist you and your client 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#20305



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



The Georgia Golf Trail offers vacations many places the can go stay and play golf throughout our great State. From the beautiful North Georgia Mountains to the Coasts of Savannah and The Golden Isles. Plus as you stay and see Georgia, check out the local places to eat, shop, see an attraction or a wonderful state park.

So have a wonderful 2016 and come see Georgia, call us Toll-Free with questions 1-855-388-4653, make sure you sign up for our monthly newsletter and this month sign up to win a trip to Harbor Club at Lake Oconee, just a hour east of Atlanta. Details below

Trail Member of the Month
Sign up for a Free Weekend Stay at



Harbor Club that includes two nights
and two rounds of golf.

Go to www.georgiagolfandtravel.com and sign up for our
newsletter in top right hand corner.

Harbor Club on Lake Oconee

Surrounded by 1600 acres of wooded hills and bordered
9 miles of Lake Oconee shoreline lies Harbor Club - a del
free golf course community centered between Atlanta and
Augusta celebrating twenty years of lifestyle under the
Matney family's ownership. Here you'll find an 18-hole Tom
Weiskopf and Jay Morrish design golf course, 15,000 square
foot clubhouse with fitness center, golf shop and restaurant
swim and tennis center and access to 19,000 acres of
freshwater lake.

FMLS News

FMLS Help Desk is Here for You!

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

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 February 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 change implemented by the Georgia Real Estate Commission (GREC) and Drake Realty



Bank Shot developed by and first used by
Drake Realty!

Drake Realty paving the way in Real Estate Technology!!

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

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