



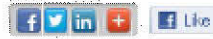
Drake Stockbridge &lt;drakestockbridge@gmail.com&gt;

## Important News from Drake Realty

1 message

Mary Gasparini <drakerealooffice@bellsouth.net>  
 Reply-To: drakerealooffice@bellsouth.net  
 To: drakestockbridge@gmail.com

Wed, Mar 2, 2016 at 11:36 AM



### In This Issue

Glenn Recommends  
 Broker's Corner  
 TGA Mobile Tips  
 CE & Networking  
 News from our Partners  
 FMLS News  
 Heading  
 Earn 2 Free Months Of Fees

### A Word from Glenn

Picking up the phone and making contact could make all the difference with your business.

## The Landing Spot

Dear Drake,

Spring is in the air! Spring Fever will be raging soon. What a perfect opportunity to reconnect with past clients to evaluate their housing needs. People fall into two categories in the spring: those who clean and downsize and those who are nesting. Which category do your past clients fall into? Give them a call and find out.

**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 are changing 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

You are the voice of your business and it is important to let your clients hear your voice. I know it is easy to send an email or drop a postcard in the mail but it is very important the your clients know you are interested in them and their wants and needs. Staying connected means repeat business.

Drake Realty

Glenn Recommends

[The Ultimate Checklist for Staging Your House \(So It Sells in Record Time\)Buyers](#)

[Expect a Strong Spring Housing Market](#)

[8 Bad 'Home Improvement' Habits](#)

Happy St Patrick's Day



Happy Easter!



Our Partner



[Cam Walters](#)

[Jon Maguire](#)

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

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

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.

**IF YOU HAVE PROBLEMS LOGGING PLEASE EMAIL [drakestockbridge@gmail.com](mailto:drakestockbridge@gmail.com) WITH YOUR ISSUE.**

## Tips from Ed at the Broker's Desk Executed Contracts

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. 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.

Any 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.

Likewise 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.

We ask that you attach our contract cover sheet to all contracts turned into us regardless if you drop it off at an office, e-mail it into an office or mail it to the Marietta Office. This cover sheet provides us vital information and allows the process to continue so that when you close the transaction, the office has the needed information in which to process your payment.

**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.**

## Bank Shot Tips

**Coming soon....TGA Mobile rebranded as Bank Shot. Watch for updates to your app.**

**Bank Shot/TGA Mobile continues help users save time!**

**Bank Shot/TGA Mobile continues help users save time!**

**Did you know you can send your Monthly Agent Fee via Bank Shot instead of mailing to the office? Log into Bank Shot and select the "OTHER" tab. Hit the Plus Sign "+" in the upper right corner and then hit "NEXT". Then select your payment type. To send in Monthly Agent Fee, select other and enter the description to include the month your are making fee payment for followed by Agent Fee. It should look like the following example: March Agent Fee. After you have completed payment type hit "NEXT". Enter the amount your check is for **do not add a dollar sign or any commas, periods are OK prior to the cents** (with adding dollar sign (\$) or commas (,)) and then hit "NEXT". Take your pictures just as**

**Our Partner****Our Partner****Our Partner****Our Partner**

you would for any other payment type. Remember to endorse the back of your check. Do not hesitate to contact Mary with questions about Bank Shot/TGA Mobile.

**Forgotten your password? During business hours please contact the Buckhead Office or Marietta Office to reset your password. After normal business hours, please send an email [drakerealty.atl@gmail.com](mailto:drakerealty.atl@gmail.com) to reset the password.**

Bank Shot/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 Bank Shot Instructions in the [Drake Realty Database](#).

Please contact Mary with your questions or concerns.

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

## CE Classes and Networking Opportunities

### FREE CE CLASSES

#### Upcoming Events

#### FREE CE Class - Write it Right (50480)

Tuesday March 15, 2016 from 10:00 AM to 1:00 PM EDT  
 Please join us for a FREE CE CLASS hosted by Academy Mortgage and McMichael & Gray, PC on March 15th. Write it Right will be taught by a BPG Home Inspections, instructor and will give you 3 CE Credit Hours.  
 Two Securities Centre



## News from our Partners

### McMichael & Gray, PC Our Preferred Attorney

McMichael & Gray, PC is Drake Realty's Preferred attorney. Please contact McMichael and Gray, PC for all your closing needs.

### A Word from McMichael & Gray, PC

[Be Careful with BEC Scammers](#) (click to read the article)

By Randall C. McMichael

McMichael & Gray, PC  
 Main Number for all Offices - **678-373-0521**

### 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.

## Market Update From Cam Walters

While the overall housing market recovery remains intact, new home sales were down in January. Harsh weather has been blamed in part for the slowdown.

Alternatively, existing home sales rose in January to reach a six-month high. Sales rose despite the challenges of tight inventory, signaling a steady demand.

Home prices also continue to rise, with Case-Shiller showing increases in most markets in December. Home prices rose 5.4% year-over-year.



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

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Apply online click "Apply Now" on webpage  
 NMLS ID: 204787 | GA Residential Mortgage License:  
 28208 | Academy NMLS #3113 | GRMAR20505



**Cameron Walters**

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

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[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 #97971 | FL State Lic #27616 |  
 TN State Lic #541455 | SC State Lic #541455  
 Corp Lic #20505 | Corp NMLS #3113  
 Georgia, Alabama, Florida, Tennessee, and South  
 Carolina Residential Mortgage Licensee

# The Georgia Golf Trail



Presented by Bobby Jones®

Newsletter From the Trail

The Georgia Golf Trail premiered on the Georgia Traveler TV show, so click on the link to see the Georgia Golf Trail up close and personal.



Spring is right around the corner and 2016 is going to be great year for golf here in Georgia. As many of you know, Georgia can play golf 12 months out of the year, so start booking that trip now. I know Georgia is a great place to come in the Spring and it wont be long before Augusta National will be buzzing again in early April.

The Georgia Golf Trail offers vacations many places they 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 for a chance to win some Bridgestone Golf Balls.

### Château Élan:

Providing an exceptional golf experience, from customer service to grounds keeping, is Château Élan's hallmark. "Our goal is to ensure golfers are treated better here than at their own private clubs," says Clarkson. Course conditioning and maintaining them at the highest level is a top priority. The clubhouse offers a well-stocked pro shop with both men's and women's apparel, locker rooms, and a full service Golf Grille restaurant and bar. We have established a high profile reputation for facilitating and staging golf tournaments which number more than 400 annually.

Golfing at Château Élan is by no means an ordinary experience. The 3,500 acre leisure and conference destination is centered around golf, spa, wine, distinctive dining, and the fine

amenities of life.

With golf on three championship layouts augmented by lush vineyards and a 16th-century French-style Château, this golf destination in the foothills of the northeast Georgia mountains is exceptional and the South's best golf offering assembled on one property. Completing your golf experience is a beautiful nine hole, 1,100 yard Executive Par 3 Walking Course with undulating greens, small bunkers and small ponds, perfect for those who want to sharpen their iron game or do not have time for a full-round.

For more information, call [678-425-6050](tel:678-425-6050) or visit [www.Chateauelan.com](http://www.Chateauelan.com)

Go to [www.georgiagolfandtravel.com](http://www.georgiagolfandtravel.com) and sign up for our newsletter in top right hand corner.

## 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 weekends!

#### Call Center

Call [404-255-4219](tel: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](mailto:support@fmls.com) and [feedback@fmls.com](mailto: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.

## GAMLS News

**GAMLS is changing their system to Paragon please insure our agents are getting ready so they are ready when the change occurs.**

Get Started Using the New MLS System with Confidence!

**Paragon Classes are Now Available**

### **at Georgia MLS Corporate, Metro South, and NAMAR**

To see the upcoming class dates and to enroll, login to [GAMLS.com](http://GAMLS.com) with your username and password, then click on **Tech Class Self-Enrollment under Education.**

This 90-minute, non-credit in-class course will introduce you to the basic functions of searching for listings, displaying search results, as well as emailing and printing reports.

[LOGIN TO GAMLS and ENROLL](#)

**Test Drive Paragon Now**

## Be an early adopter and get a headstart with Paragon

Note that listing entry is not yet available and that the data is updated hourly.

**[LOGIN TO PARAGON >](#)**

(Your login and password are case sensitive and most will be in uppercase).

**Take Advantage of the Resources Available to You**

Are you a self learner and just need access to quick start guides, training videos, and webinars? Explore using the home page, learn how to search, work with listing results, print email, and much more with these training resources.

**[Go to Training Resources >](#)**

## 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 March 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

**Bank Shot developed and first used by Drake  
Realty!**

**Drake Realty paving the way in Real  
Estate Technology!!**

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