



Drake Stockbridge <drakestockbridge@gmail.com>

### Important News from Drake Realty

Mary Gasparini <drakerealoffice@bellsouth.net>  
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To: drakestockbridge@gmail.com

Mon, Apr 11, 2016 at 3:23 PM



#### In This Issue

- Glenn Recommends
- Broker's Corner
- TGA Mobile Tips
- CE & Networking

## The Landing Spot

Dear Mary,

Hope you had a wonderful Spring Break. It's hard to believe that summer will be here before we know it. Now is the time

News from our Partners  
 FMLS News  
 Heading  
 Earn 2 Free Months Of Fees

## A Word from Glenn

Who would have thought we would have a constant source of information at our figure tips. Today we can access and do just about anything with the touch of a finger.

It is important to stay on top of ever changing technology so you can assist your clients and be at your best.

If you are unsure how to use FMLS and GMLS website, be sure to take advantage of the training they offer.

Drake Realty

## Glenn Recommends

[Why your clients are both confused and confident about the market](#)

[What to Do When a Home Won't Sell](#)

[Make Your Listing Attractive to Young Families](#)

## Our Partner



[Cam Walters](#)

[Jon Maguire](#)

## Our Partner



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[Drake Agent's Concierge Link](#)

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

## Our Partner

when families are starting to think about getting their home ready to go on the market, about moving into that great school district or add additional bedrooms. Now is the perfect time to touch base with past client, friends and family to what there future housing needs are.

**Drake Database** (<http://www.drakerealtydata.com/at/>) 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 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

### Earnest Money: Who, What, When and Where.

Most contracts have Earnest Money associated with the it. There are several important things to consider when dealing with Earnest Money.

#### Who Holds the Earnest Money?

It is most imperative to know who is holding the Earnest Money for your client. The closing attorney, builder, selling company or listing company can hold earnest money. This should be indicated in the contract. If the Earnest Money Holder changes, an amendment must be completed, signed and sent to all parties involved.

#### What happens if the contract terminates?

A Termination & Release and Disbursement forms should be completed, signed and sent to all parties. Once the forms are processed the Earnest Will then be sent back to the Buyer.

#### What types of Payment should we accept?

Lenders and Attorneys are discouraging agents from accepting Money Orders. Money order are hard to verify. Please have your client provide a personal check, cashiers check or corporate check.



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770-447-5121 [atpeachmovers.com](http://atpeachmovers.com)

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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

### When should you submit the Earnest Money?

Earnest money must be submitted within the terms of the contracts. any delay in deliver the earnest money is not acceptable and could result in Independent Contractor's license being returned to the Georgia Real Estate Commission.

### Where should your client send the Earnest Money?

Have your clients send the Earnest Money Direct to the Earnest Money Holder as specified in the terms of the contract. If Drake Realty is the holder of the Earnest Money, you should deposit the Earnest Money using bank shot. If your client must mail an earnest money check, please have your client indicate the property address on the check and have them mail earnest money ONLY to the Marietta Office.

If you have questions about earnest money, do not hesitate to call and ask your questions. It is better to ask than to miss a step and put your license at risk.

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](tel: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

**TGA Mobile is now Bank Shot!!!!**

If you have not done so, please update your TGA Mobile app on your smartphone. The update will convert your app to Bank Shot.

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  
[drakerealooffice@gmail.com](mailto:drakerealooffice@gmail.com)

770-365-4865

## CE Classes and Networking Opportunities

### FREE CE CLASSES

TBA in Lawrenceville  
Please watch your email .



## 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.

**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



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

LD NMLS #544455 | GA State Lic #40289 |  
 AL State Lic #57571 | FL State Lic #27616 |  
 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



Presented by Bobby Jones®

Newsletter From the Trail

## Georgia Hosts The Masters

Each year the first week in April brings hundreds of thousands of people to Augusta. Since 1934 The Masters Tournament who was a dream of Georgia native Bobby Jones. From the beautiful Azaleas to the manicured grounds, The Masters is a piece of Heaven and you cant find it nowhere but here in Georgia.

The idea for Augusta National originated with Bobby Jones, who wanted to build a golf course after his retirement from the game. He sought advice from Clifford Roberts, who later became the chairman of the club.

They came across a piece of land in Augusta, Georgia, of which Jones said: "Perfect! And to think this ground has been lying here all these years waiting for someone to come along and lay a golf course upon it." The land had been an indigo plantation in the early nineteenth century and a plant nursery since 1857.

Jones hired Alister MacKenzie to help design the course, and work

began in 1931. The course formally opened in 1933, but MacKenzie died before the first Masters Tournament was played.

Known as the greatest amateur golfer ever, Bobby Jones dominated his sport in the 1920s. In the eight seasons from 1923 to 1930, Jones won thirteen major championships, including five U.S. Amateurs, four U.S. Opens, three British Opens, and one British Amateur. On September 27, 1930, he became the only man to win all four major titles in one season, completing the "Grand Slam" of golf. Then, while still in his athletic prime at the age of twenty-eight, he retired from competition to devote more time to his family and his law practice.

For one week each year Georgia shines across the world, but Georgia has many other gems across the state that you can actually play on, so check out the Trail Members on our website and call us for any information about trips to Georgia. 1-855-388-GOLF (4653)

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

## FMLS News

# Revised Terms of Use and Digital Millennium Copyright Act (DMCA)

There has been a lot of conversation over recent years about copyright issues, particularly in the real estate industry. Recently, FMLS decided to take advantage of certain legal protections from copyright infringement claims provided by the Digital Millennium Copyright Act (DMCA). You will see a new link at the bottom of [www.fmls.com](http://www.fmls.com). Click this link to view the [Copyright \(DMCA\) Notice](#).

The DMCA implementation caused us to carefully review and modify the FMLS Terms of Use. [Click here](#) to view the revised FMLS Terms of Use.

Effective Wednesday, March 30, 2016 the new FMLS Terms of Use will be in place and you will have to accept these terms of use when you log into [www.fmls.com](http://www.fmls.com), and when you log into Matrix.

Any questions should be directed to [support@fmls.com](mailto:support@fmls.com) and will be answered by the appropriate staff within FMLS.

Thank you for your continued support,

FMLS

## 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 GMLS 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 April 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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