



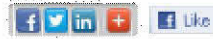
Drake Realty Stockbridge <drakestockbridge@gmail.com>

Important News from Drake Realty

1 message

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

Wed, Jun 8, 2016 at 1:45 PM



In This Issue

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

The Landing Spot

Dear Mary,

Summer is fast upon us. Help those looking to relocate find the home of their dreams. Take 30 minutes each day to contact 5 prospects to inquire about their needs. When making your list of prospective clients include those who you see regularly. The young couple at your church may want to relocate to a better school district but you will not know until you make contact. Do not forget those clients you have assisted in the past. Take control of your business this summer. Summer is a great to list and buy.

Congratulations!!



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



Congratulations to Gena Beach for receiving Cobb Association of Realtors 2015 Platinum Phoenix 20 Years Award

A Word from Glenn

I challenge you to build your business in June. Take time to reach out and let people know you are available to assist them with their real estate needs. Some people may not realize you work in real estate and that you can help them list their home and find them their next home.

Always have a business card ready to give to those you speak with. You never know if the person in the check out line in front of you is in need of your services.

Drake Realty

Innovation



Glenn Recommends
[Spring 2016 Housing Trends](#)

[5 Pricing Tips to Get the Home Sold](#)

[Existing-Home Sales Up, Despite Challenges](#)

Our Partner



[Cam Walters](#)

[Jon Maquire](#)

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

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

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 WITH YOUR ISSUE.

Tips from Ed at the Broker's Desk

The listing services continue to provide new services that can improve overall efficiencies in our industry. Each agents needs to be pro- active in setting aside time to learn the new tools that are available. I would like to discuss one of the tools that all agents need to get on board with now to insure compliance, and to increase your overall productivity as an agent.

There are still contracts coming in the office that are difficult to read, and with the E-Sign technology there is no reason for this to occur. Over the next year we would like to transition all of our agents to using e sign on all contract documents submitted to the office. E-Sign is date stamped, provides a clear easy to read contract, and allows a final pdf to be created for each transaction that can be forwarded to the office, the attorney, the other agent, and your client. The date stamp assures contract compliance, and stops the process of faxing or scanning documents back and forth where resolution is lost and a form becomes unreadable.

To opt into E-SIGN the agent just needs to go in and change their preferences in forms pro. Setting up client folders by property and using E-SIGN saves time. Each agent who is not currently setting up client folders and using E-Sign is doing extra work as this information transfers unto other files when you are working with the same client as a buyer or seller. E-SIGN has training on line via video in the Training on Demand section of the home page FMLS.

Technology continues to drive our real estate industry. Take the time to take a training class for FREE CE Credit at the Listing Service or train on line in your home so you get up to speed on utilizing E-sign.

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

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

Bank Shot is helping agents save time and get the earnest money in on time.

If you have not downloaded the Bank Shot app to your phone do so today. You can do more than deposit earnest money with Bank Shot. Check it out today!



We have noticed 2 common errors that prevent a check from having a successful deposit and result in an error being shown when transmitting the check.

If a phone has not been updated to the latest version of the phone software an error shall occur and your deposit will not be successful in Bank Shot.

If you do not select the company on DRAK on the first screen your check will be rejected.

Contact us immediately if you are having an error depositing your Earnest Money Check, Commission Check, Monthly Agent Fee, or any other type of check you are depositing through Bank Shot.

Thanks for all of you who are using Bank Shot. If you haven't used Bank Shot download the app today and get started.

Our Partner



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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

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 to reset the password. Please contact Mary with your questions or concerns.

Mary Gasparini
drakerealooffice@gmail.com
770-365-4865

CE Classes and Networking Opportunities

FREE CE CLASSES

Drake Realty hosted CE classes will resume in the fall.



Check online for web courses.

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 is a preferred HUD attorney.

Please use the form linked below

[New Buyer Select Form](#)

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.

Conventional 3% Down

Conventional 3% Down is a Fannie Mae Program that requires a minimum down payment of 3% for qualified homebuyers with limited funds. This is a lower down payment than FHA financing and these loans also usually have lower mortgage insurance costs. Academy offers

30-year fixed-rate Conventional 3% down loans.

[Click here for more information on The Conventional 3% Down Program](#)



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) 391 7500
 Fax: (404) 818-9663
jon.maguire@academymortgage.com
www.academymortgage.com/jonmaguire

Apply online click "Apply Now" on webpage
 NMLS ID: 204707 | GA Residential Mortgage License:
 28208 | Academy NMLS #3113 | GFMA#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) 840-9508
 F: (404) 692-5834 | O: (404) 574-2500
Cam.Walters@AcademyMortgage.com
www.AcademyMortgage.com/CamWalters

Apply online click "Apply Now" on webpage

LO NMLS #54485 | GA State Lic #40209 |
 AL State Lic #57973 | FL State Lic #27616 |
 TN State Lic #64455 | SC State Lic #54455
 Corp Lic #20505 | Corp NMLS #3113
 Georgia, Alabama, Florida, Tennessee, and South
 Carolina Residential Mortgage Licensee

Reports on retail sales, housing and industrial production offer a favorable view of growth for Q2. Continued expansion supports a Fed rate increase.

This week's jobless claims are lower than expected, further supporting growth. The strong labor market is a pillar of the improving economy.

Comments by Fed policymakers also point to a nearing Fed policy rate increase. Economists speculate we may see an increase as soon as June.

New home sales surged to an 8-year high in April, jumping 16.6%. Prices for new homes also hit a record high, as tight inventory continues to drive up prices.

Millennials aren't just buying homes; they're selling them too. NAR reports that the number of agents under 30 years old has increased from 2% to 5% since last year.

Pending home sales were up 5.1% in April, hitting the highest levels in a decade. Demand continues to soar, fueled by an improving economy and low rates.

All gave some, some gave all.

Thank you to all who serve and have served. As you enjoy your time with family and friends this weekend, please take a moment to remember those who gave their lives while serving in our military.

Now, to keep it fun, here's a joke that those who have served may enjoy. :)

"Well," snarled the tough old Navy Chief to the Seaman, "I suppose after you get discharged from the Navy, you'll just be waiting for me to die so you can come and laugh at my grave." "Not me, Chief!" the Seaman replied. "Once I get out of the Navy, I'm never going to stand in line again!"

Rate movements and volatility are based on published, aggregate national averages and measured from the previous to the most recent midweek daily reporting period. These rate trends can differ from our own and are subject to change at any time.

The Georgia
 Golf Trail 
 Presented by Bobby Jones®

Jekyll Island Golf

Jekyll Island has been a heralded golf destination since 1898, when members of the Jekyll Island Club created the Island's first golf course. In the decades that have followed, Jekyll

Island has maintained its reputation as one of the premiere golfing destinations in the nation, attracting acclaimed golf course designers such as Walter Travis and Joe Lee, among others. [Click here for more information.](#)

The Georgia Golf Trail has something no other state has to offer anywhere in the country, 24 top resorts that have first class golf and accommodations second to none. From the mountains to the coast, come play golf where legendary golfer Bobby Jones lived and helped build a reputation of golf history that you won't find anywhere.

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

FMLS News

Integrate ShowingTime with Electronic Lock Boxes

ShowingTime makes scheduling easy by saving you time and allowing you to schedule home tours with the click of a button. And now they've made it even easier to get lockbox information to the buyer's agent by integrating ShowingTime with Supra information.

When setting up your listings, remember to add lock box access information: serial number, location and alarm details such as disarm code. Access information is provided after appointments are confirmed. If using an electronic lock box, adding the serial number to your listing will allow lock box activity to sync directly to your ShowingTime Listing Activity Report, giving you one place to see all listing activity! This helps you know who has accessed the lockbox and viewed the property.

Follow this Supra Help Guide below to set it up:

Step 1

Once you've logged into ShowingTime, click on your Listings tab and navigate to the listing you would like to add Supra integration to.

Step 2

Navigate to the "Access Information" section of the listing's worksheet and under "Lockbox & Access Details," select Supra iBox in the drop down.

Step 3

Enter the Lockbox Serial # and Lockbox Location.

Step 4

Click Save Changes.

Finish your lockbox integration by going to www.supraekey.com and enabling your listing for Supra integration. Once this has been set up, you will see the Supra lockbox activity within the Listing Activity Report within 24 hours of adding the lockbox serial number to your listing.

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 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 and they join, 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.

Please have your referrals contact

Mary at 770-365-4865

Be sure that they mention you referred them to insure you receive your two free months of Agent Fees.

We hope our June 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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SafeUnsubscribe™ drakestockbridge@gmail.com

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Sent by drakerealooffice@bellsouth.net in collaboration with

Constant Contact 

Try it free today