



## 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

### Greetings!

Hope you are enjoying the beautiful summer we are having. It is hard to believe that the year is half over. Now is a good time to make sure we have your current contact information. If you have changed phone, email or mailing information in the last six months, email those changes to [drakestockbridge@gmail.com](mailto:drakestockbridge@gmail.com) to insure that our records are up to date. You can even do this while lounging at the pool.

## A Word from Glenn

Does everyone you interact with know that you are a Real Estate Professional?

**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

If they do not, put yourself and your business card out there. Don't be shy! Introduce yourself and let people know what you do and how you can help make their dreams come true.

As a Real Estate professional, you provide valuable knowledge about the real estate industry, current market and your market area. Share your knowledge and gain clients.

Drake Realty

## Innovation



### Georgia On Our Mind

Our Own Julie Webb, is available to photograph your listings in the North Metro Atlanta Area. For more information, please call (404-234-9114) or email ([highreshomes@gmail.com](mailto:highreshomes@gmail.com)). Julie is ready to help with your real estate photography needs.

To View her flier, click the link below.

[Real Estate Photography Services for North Metro Atlanta Area](#)

## Glenn Recommends

[City Living Not Just a Modern Shift](#)

[Quirky Staging Touches Make Your Listings Pop](#)

[What Really Ticks Off Buyers and Sellers](#)

## Our Partner

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 Buying or Selling Personal Property

**Agents, you must inform your broker in writing when entering into any real estate transaction prior to signing the contract.**

**This means when you decide that you are going to purchase a home or property, you must email the broker at [drakerealooffice@gmail.com](mailto:drakerealooffice@gmail.com) and inform them that you are going to begin looking for a property. Once you have identified the property, you need to send another email with the property address listed. Remember in the contract you also must disclose that you are a licensed agent in the State of Georgia with a real estate license number of \_\_\_\_\_ and working under the license # \_\_\_\_\_ of the broker.**

**When you are going to list a personal property for sale, you must also notify your broker prior to listing your home. Please send an email along with the property address to [drakerealooffice@gmail.com](mailto:drakerealooffice@gmail.com). Also please note on the listing that you are a licensed real estate agent selling your personal property. If you are listing the property on your own then you must state on the sign in your yard that you are a licensed real estate agent and include your license number. You need to make sure that you inform the broker in the email if you are going to list it via the listing services or on your own. You cannot use a Drake Realty sign to list a property on your own but you must have broker permission.**

**If you have any questions about listing or buying a personal property, email [drakerealooffice@gmail.com](mailto:drakerealooffice@gmail.com).**

**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**



[Cam Walters](#)

[Jon Maguire](#)

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

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

Our Partner



[Visit Our Partner](#)

Our Partner



[Visit Our Partner](#)

Our Partner



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!**

When searching for Bank Shot, type in "Bank Shot". You may have to scrolled down to find Bank Shot by Sule Consulting. You know have the right app when you see this app tile in your list.



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.

Please contact Mary with your questions or concerns.

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

## CE Classes and Networking Opportunies

## 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 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  
[jonmaguire@academymortgage.com](mailto:jonmaguire@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

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



Presented by Bobby Jones®

## Arrowhead Pointe

The 6,800-yard course is situated on a peninsula within the state park and the water views are stunning, with 10 of the 18 holes skirting Lake Richard B. Russell. Bob Walker's design has been compared to the more expensive courses at Lake Oconee because of the challenging layout and the scenic vistas.

One exception to that comparison is

that there are no visible lakefront houses from any vantage point on the course, consistent with the state park golf course theme of "no crowds, no houses, no noise."

2790 Olympic Rowing Drive  
Elberton, GA 30635  
(706) 283-6000

### **Stay and Play - Cottages**

The Arrowhead Pointe golf course is one of the most beautiful courses in all of Georgia golf, and it is lucky to be located within Richard B. Russell State Park with its 26,650-acre lake, which offers some of the state's finest fishing and boating. There are an assortment of other recreation options nearby, including water-skiing, rowing, canoe and pedal boat rental, disc golf, beach volleyball, lake swimming, geocaching, hiking, bicycling and much more.

---

## **FMLS News**

### **Displaying What YOU Want in Matrix!**

**By Kevin Theobald**

Looking for ways to become more efficient? We all are! In Matrix there are many interesting ways to speed up the process of grabbing the pertinent information needed to disseminate to your clients. Don't always have time to sit through a class or watch a bunch of videos? Then allow me to walk you through some neat ways to display what YOU want!

After inputting criteria for a search you will either move to the map or to the results page. The results page (or grid) looks and acts a lot like a spreadsheet (think Microsoft Excel). What you see at first is the default display that FMLS has designed for you (unless you have changed it previously). Guess what?

You can change that to show anything you wish! Here are the many ways to manipulate the results grid:

1) **Drag and drop columns** - Go to a column you would like to move; you should see a double arrow icon which means you can drag and drop that column to the left or right.

2) **Removing columns** - See something you don't need on your grid? Remove it! Go to a column you don't want and when you see the double arrow icon, left click and you will see the option to REMOVE COLUMN.

3) **Inserting columns** - Same as removing them, but instead you click INSERT COLUMN.

4) **Renaming a column** - Don't like how a column heading is labeled? Change it! Go to a column and left click it. Where the label is, you can delete it and retype it, calling it anything you'd like!

5) **Changing the alignment** - Don't like how the information is all to the left or right? Change the alignment! Click on a column and change it to display to the LEFT, RIGHT, or CENTER.

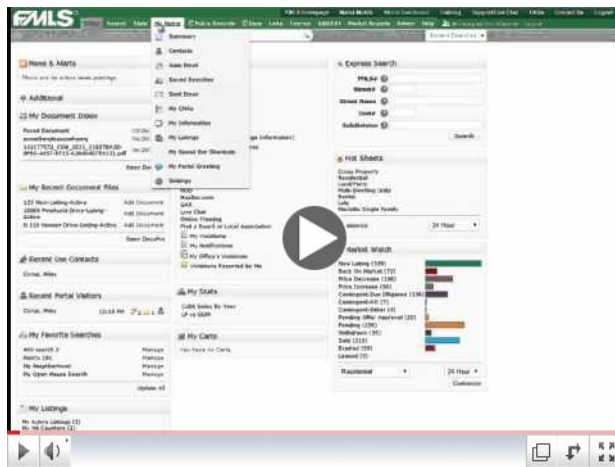
6) **Changing the size of columns and auto-fitting** - Go in between two columns and you can drag a column to make it larger or smaller; if you'd prefer, you can go in between two columns and double click to auto fit!

7) **Changing the Count per Page** - Matrix defaults to displaying only 25 listings per page; tired of having to hit NEXT to look at the next 25 and then the next? Change the count to 50 or 100!

8) **Saving a grid for any occasion** - Want to save a special grid for a client or for a particular situation? Save it! In the top right is an icon that looks like a piece of paper and a pencil; click it and name it anything you want and pull it up under DISPLAY anytime!

9) **Saving your own default** - have a special grid that you'd like to set up as your new default display? Save the grid first (see #8) and then click the gear icon to save it as a default!

10) **Exporting your grid** - You can save a grid you have created (see #8) and then Export it into a .csv file to manipulate further in Excel! After saving your special results grid, be sure it is selected under 'Display' at the top and then select the listings you would like to export. At the bottom select the blue EXPORT button and save it to your device to play with anytime!



Matrix Mechanix

### **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 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.

---

## **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!!**

Copyright © 2016. All Rights Reserved.