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The Landing Spot

Greetings!

It is hard to believe that school is starting, the big yellow buses are running and the heat is still with us. While your staying cool indoors, are you still making those connections. The more you work your business the better your business will be. Don't forget to make use of Social Media. Let your on-line friends know that you are a Real Estate Professional.

A Word from Glenn

Have you gone LIVE on Facebook yet? What a great way to let your Facebook friends see you in action. Whether you are showing a property, walking into a closing or coming into the office, let

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

people know you are serious about your job and that you love what you do. Remember to get your clients permission when going live, posting pictures and videos.

Drake Realty



There's Something About Mary!

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). 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

[The Townhome Market Sparks a Comeback](#)

[4 Common Home Buyer Oversights](#)

[3 Ways to Get Others Talking About You](#)

Our Partner



[Cam Walters](#)

[Jon Maguire](#)

Our Partner

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 WITH YOUR ISSUE.

Tips from Ed at the Broker's Desk Withdrawing a Listing from FMLS

If you ever need to withdraw a listing from FMLS, please complete the attached form and email to Elizabeth at drakestockbridge@gmail.com. She will make sure it is signed off by a Broker and turned into FMLS.

[FMLS Listing Withdrawal Form #116](#)

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!

If you are experiencing issues when using Bank Shot, you may be able to correct

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[Drake Agent's Concierge Link](#)

Maria Riggs - Director Of Client Relations & Marketing

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the problem by doing the following.

1. You may have not entered the correct Broker Code when the you signed up. The broker code is 8756398 for Bank Shot NOT DROG, DRAK, DRGA, or DRLA.
2. You may be forgetting to endorse the back of the check prior to taking a picture.
3. The HUD1 (cash transactions) or the Closing Disclosure (CD when a loan is taken out) are not uploaded to drakecommdeposit@gmail.com
4. A pre HUD1 or pre CD are sent as closing document not a fully executed signed HUD1 or CD. Please send the fully executed document so you can be paid in a timely manner.

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

Upcoming Events

License Law 2016 with Judge Parker

Tuesday August 16, 2016 from 10:00 AM to 1:00 PM EDT

Required License Law course taught by Judge Parker and Sponsored by Academy Mortgage.

Heritage Sandy Springs

License Law 2016 with Judge Parker

Tuesday August 23, 2016 from 10:00 AM to 1:00 PM EDT

Required License Law course taught by Judge Parker and Sponsored by Academy Mortgage.

Merle Manders Conference Center Stockbridge

License Law 2016 with Judge Parker

Thursday August 25, 2016 from 10:00 AM to 1:00 PM EDT

Required License Law course taught by Judge Parker and



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](#)

[Brexit - By Randall C. McMichael, Managing Partner](#)

**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
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
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



Bloody Point Golf Club & Resort

Bloody Point Golf Club & Resort is located on idyllic Daufuskie Island, which is situated between Hilton Head Island, South Carolina and Savannah, Georgia, and is accessible only by boat.

Bloody Point is a boutique resort that offers members and visitors the chance to enjoy "flip-flop luxury" amidst endless natural beauty and miles of secluded beach. After coming under new

ownership in 2011, the Resort has experienced a total renovation and is now family-owned and operated.

We invite you to experience the beauty for yourself. We'd love to introduce you to our corner of Daufuskie Island and the lifestyle we offer. Make Bloody Point your "home away from home"!

Bloody Point Golf Club, 56 Fuskie Lane,
Box 11, Daufuskie Island, SC 29915

843.341.3030

Leave society behind as you make your journey to secluded Bloody Point on Daufuskie Island, South Carolina, for a golfing experience unlike anywhere else in the world. Designed in 1991 by Jay Morrish and Tom Weiskopf, Bloody Point's golf course was one of the area's first core design golf courses. The course offers beautiful views across parallel fairways, and is perfect for the health-conscious, as it was designed as a walking course.

In 2011, Love Golf Design, the design company of 20-time PGA TOUR winner and 2012 Ryder Cup captain Davis Love III, was retained to bring Bloody Point back from three years of neglect during the bankruptcy of the Daufuskie Island Club and Resort.

Keeping in mind the integrity of the original Morrish/Weiskopf design, the Love Group renovated Bloody Point's 18 holes and added a little more character to an already beautiful course. Included

in the renovation, Love Golf Design has re-contoured the greens and finished them with a new strand of grass called Platinum Paspalum. The renovation also includes the removal of approximately 30% of the fairway and greenside bunkers in order to make the course slightly more user-friendly. The product is a unique and beautiful course that can be enjoyed by players of all skill sets.



Tour Bloody Point

FMLS News

Over the past year, we have been evaluating alternative solutions in handling and maintaining your electronic real estate forms, electronic signatures and document storage. The decision has been made to replace FormsPro, eSign and DocuPro with one system, **rDocs**, offered by Real Estate Digital (RED).

We were looking for one product that integrates all three functions to provide our members a simple and easy to use, complete solution. As you know, currently we have three separate systems: FormsPro, eSign and DocuPro. Although these products have served us well, at times it has not been advantageous to have separate vendors/products. This has been the root of some of the downtime our agents have experienced.

The great news is: with rDocs, information flows seamlessly from the electronic forms to eSign to document management. The other great news is our agents are already familiar with the electronic signature component, because our current eSign Online product is already incorporated into rDocs.

Detailed information will be coming later. In the meantime, here is a look at the planned rollout for rDocs this late fall.

- **Phase I:** rDocs will be LIVE for our members to use. We will continue to run our current FormsPro, eSign and DocuPro simultaneously.
- **Phase II:** FormsPro and DocuPro will be placed into "read only" status. rDocs will become the main, live system.
- **Phase III:** rDocs is stand alone. FormsPro and DocuPro will be retired.

Get a Head Start on rDocs at Showcase

Of course, we will be doing a "sneak peek" of rDocs at the Showcase Tradeshow this year on August 11th at various times throughout the day - 10:30am, 12:15pm and 3:15pm. Additionally, there will be demos at the FMLS Booth and the RED Booth all day long.

Please note: all FMLS members will continue to have access to RE Forms and GAR Forms in rDocs. That part will not change!

Tickets for Showcase can be purchased at www.showcasetradeshow.com and are \$10 in advance/\$15 at the door. We encourage you to send your agents to these sneak peeks to learn more information and to get a jump start on using the new rDocs system.

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 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 August 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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