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The Landing Spot

Greetings!

This month fall will officially start. Leaves will turn and neighborhoods will be decked out in pumpkins and mums. Fall tend to stir thoughts of comfort and home. This a great time to help your clients find that perfect home.

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

A Word from Glenn

Fall is a great time to network and grow your business. Take the time to see what Fall Festivals and Events are in

your area where you can set up a booth. Put yourself out there and meet your community in the events. It is a good opportunity to let people in your community know that you are a Real Estate Professional and can help them with all of their Real Estate needs.

[Drake Realty](#)

Glenn Recommends

[5 Fixes That Can Raise a Home's Value](#)

[10 Best Cities for Home Owners](#)

[Lenders Go After the 'Zombie' Homes](#)

Drake TV



[Innovation](#)

Our Partner



[Cam Walters](#)

[Jon Maguire](#)

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

[Maria Riggs - Director Of Client](#)

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

I hope each of you took advantage of one of the 4 License Law Classes taught in August by Judge Parker. I want to remind each of you of the importance of the Buyer's Brokerage Agreement.

Our Policy and Procedure Manual states:

Buyer's Brokerage Agreement

Georgia Real Estate Law will not allow you to represent a client without first entering into a written agreement with the Buyer. Drake Realty does not allow agents to do Dual Agency. We will only represent one client in a transaction. You cannot represent both. Therefore, when first meeting with your buyer you must enter into a Buyer's Brokerage Agreement. Once the agreement is signed, it must be either faxed, emailed or mailed to the Marietta office. We must have this on file as soon as you enter into this agreement.

Real Estate Law also states the Buyer's Brokerage Agreement must contain:

- A. Must fully state the terms and a definite expiration date.
- B. The licensee securing the agreement must furnish each person signing the agreement a true copy of the agreement.
- C. The Commission prohibits the acceptance by brokers of net brokerage engagements and hereby makes it obligatory upon the broker, when securing the brokerage engagement, to add the broker's fee thereby notifying the client of the gross price of the property and the broker's services.

Please insure you are adhering to this policy and insure your business is compliant.

I am here to help you stay compliant. If you have

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Drake Around Town



Bruce & Glenda Calhoun proudly represent Drake Realty while sponsoring Delanie Calhoun. Currently Delanie is points leader in SCCA Southeastern Division 2016 championship.

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.

License Law Reminder of the Month

Unfair Trade Practices - Part 1 September 2016

Licensees shall not engage in any of the following unfair trade practices:

1. Because of race, color, religion, sex, disability, familial status, or national origin:

(A) Refusing to sell or rent after the making of a bona fide offer, or refusing to negotiate for the sale or rental of, or otherwise making unavailable or denying, real estate to any person;

(B) Discriminating against any person in the terms, conditions, or privileges of sale or rental of real estate or in the provision of services or facilities in connection therewith;

(C) Making, printing, or publishing or causing to be made, printed, or published any notice, statement, or advertisement, with respect to the sale or rental of real estate, that indicates any preference, limitation, or discrimination or an intention to make any such preference, limitation, or discrimination;

(D) Representing to any person that any real estate is not available for inspection, sale, or rental when such real estate is in fact so available; or

(E) Representing explicitly or implicitly that a change has or will or may occur in a block, neighborhood, or area in order to induce or discourage the listing, purchasing, selling, or renting of real estate;

The topics above were discussed extensively at the recent License Law CE Class. Please insure you comply with License Law at all times to insure your business is being conducted within the rules and regulations of the Ga. Real Estate Commission.

Bank Shot Tips



Drake agent Nicole King appeared on Atlanta Live in August.



Drake Realty is a Supporting Sponsor of St Mary's Good Samaritan Hospital



Drake Realty is a proud sponsor of The Power of Pink Brunch

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!

Make sure Bank Shot app is up to date.

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

TBA

Check online for web courses.



Save the Date

McMichael and Gray cordially invites all Drake Agents to join in the 10th Anniversary celebration of their firm.

Thursday, December 8th at 7pm at the Georgia Aquarium.

Each agent will have an invitation sent to their home address.

McMichael and Gray and Drake Realty look

forward to seeing each of you at this celebration.

News from our Partners

Brasstown Valley Resort

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](#)

The Georgia Golf Trail



Presented by *Bobby Jones*[®]

Brasstown Valley Golf:

The Brasstown Valley Golf Course has been ranked by both Golf Digest and Leading Golf Courses of America as one of the top courses to play in Georgia. Designed by Denis Griffiths, the golf course winds through wildlife preserves, ponds and streams framed in by the mountains. With five sets of tees, all skill levels will be able to enjoy a layout that is maintained to standards you'd expect. It's great for the corporate outing, couple's getaway or the guy's weekend.

The facility also offers full practice facilities, well equipped Pro Shop and customized special tournaments. Golf lessons and clinics are also available through Director of Golf, Steve Phelps, PGA Professional

6321 Highway 76
Young Harris, Georgia 30582
tel (706) 379-4600
fax (706) 379-9999
800-201-3205

Nestled among the North Georgia Mountains, Brasstown Valley Resort & Spa quietly redefines the typical mountain getaway. Just a short two-hours from Atlanta & Chattanooga, there is something for everyone at

Brasstown Valley Resort & Spa.

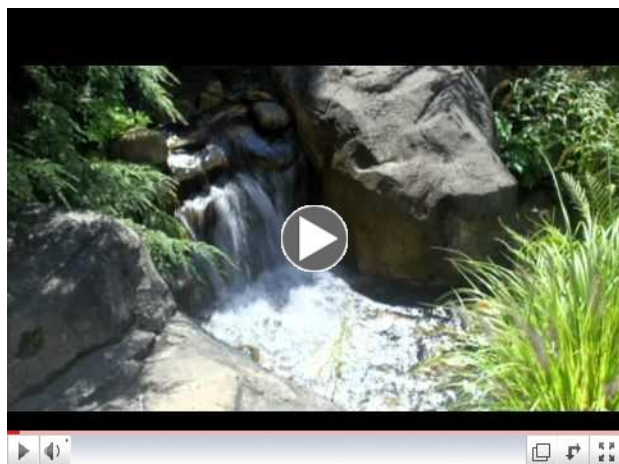
No longer a secret, the 18-hole championship golf course was named among Golf Digest magazine's top places to play.

The Stables at Brasstown Valley Resort & Spa offers one- and two-hour guided horseback trail-riding for every skill level.

And the 7,500-square-foot Equani Spa, inspired by the area's native Cherokee people, serves up treatments to maximize strength, health, appearance, mental acuity and spiritual balance.

Among the wide range of activities to enjoy, make sure to complete your stay with exceptional dining. The Resort's dining room is known far and wide for its picturesque mountain views, which complement its outstanding food and service.

If you're looking for a peaceful and unique Mountain getaway, look no further. At Brasstown Valley Resort & Spa, it's an experience like no other.



[Brasstown Valley Resort](#)

FMLS News

Links for Improving Matrix Auto Email Skills

Our Help Desk often receives questions regarding how to set up a Matrix Auto Email. Luckily, we have a host of online guides and tutorials for agents who want to learn or just want a quick refresher:

- [1-minute Tutorial: How to Turn a Saved Search into an Auto Email](#)
- [Full Matrix Mechanix Webinar](#)
- [Step-by-step text guide to setting up Auto Emails](#)

You can bookmark these links and return to them any time you need a reminder on how to set up or edit an Auto Email.

If you would like an instructor-led course with the option to ask specific questions and receive feedback, we have several [Matrix 101 classes](#) and [Matrix Mechanix webinars](#) with seats available.

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 September 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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