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## The Landing Spot

### Greetings!

Business tends to slow as we inch forward to Holidays. Now is the perfect time to evaluate your marketing materials. Are your business cards up to date? Do you have current photo on our website? Is your contact information on the our website correct? If you would like to update your photo, please email your new photo to [drakestockbridge@gmail.com](mailto:drakestockbridge@gmail.com). You may also email any changes to your information on the website that need to be made to [drakestockbride@gmail.com](mailto:drakestockbride@gmail.com).

## A Word from Glenn

A picture is truly worth a thousand words. If you do not have a photo on our website, now is the time add one. If your photo is several years old, take the time to have a new photo made. It is also a nice touch to add your photo to your business cards and your marketing materials.

People like to put face with a name. Make your face the one people associate with superior,

**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 changing your plan, you must still

professional Real Estate service.

Drake Realty

## Glenn Recommends

[Paint Colors That Make a Room Look Bigger](#)

[A Generation of Buyers Is Getting Left Behind](#)

[The Most Affordable Metros for Home Owners](#)

## Drake TV



Drake Realty is Innovation

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

**When writing a contract please be mindful if the commission to be received at closing is less than the Earnest Money we are holding. If this is the case and the Earnest Money would be needed at closing consider if possible having the closing attorney hold the funds. Also, if a closing is going to occur very quickly and the Earnest Money funds do not have time to clear Drake's Trust Account have the closing attorney hold the funds.**

**Below is how to handle a situation where Drake had to hold the Earnest Money but the funds are needed at the closing table due to the agent's commission being less than the Earnest Money being held.**

**Agents must notify the Marietta Office at least seven business days before a closing if the earnest money is needed at the closing table by submitting a fully executed GAR F86 form or a fully executed RE 212 form. Agents must keep in mind Earnest Money checks are issued out of the Marietta Office only.**

**Earnest Money has to be handled in an exact manner. We cannot deviate from the rules and regulations set forth by the Real Estate Commission. We also must always keep our policy on the amount of days we hold checks, as we need to insure all funds clear our account prior to releasing payment to an Agent or a closing attorney.**

**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 possible to ensure compliance.**

## Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

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

## Our Partner



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## Our Partner



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## Bank Shot

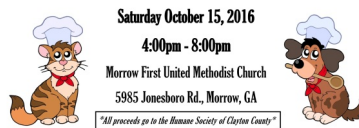
More time for you and your business  
Send earnest money deposits and other checks  
to your broker securely with your mobile phone.  
Convenient \* Compliant \* Simple

[Visit Our Partner](#)

## Drake Around Town



The Humane Society of Clayton County Presents its  
2nd Annual Spaghetti Dinner Fundraiser

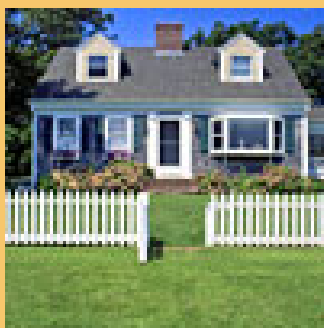


Tickets on Sale at: Two By Two Thrift Shop Wed, Fri & Sat 10am - 5pm OR Visit our website <a href="http://www.claytoncountyhumane.org">www.claytoncountyhumane.org</a>	<b>Face Painting</b> <b>Silent Auction</b> <b>Drawings</b>	Min. Donation of \$12 per meal All Dinners include: Spaghetti (Meat or No Meat) Salad • Bread • Drink • Dessert
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Drake Realty is a proud sponsor of Pasta for Paws benefiting Clayton County Humane Society. For tickets click the link below.

[TICKETS](#)

## Great Tips for You



The exterior of the home is often overlooked. Take a moment to look at your listing's exterior photos. Do they motivate you to go inside? Curb appeal is very real and can make or break a deal. Encourage to your clients to spruce up the outside of their home. A simple trick is to freshen up the beds and edge walkways and drives. Check out

# License Law Reminder of the Month

## Unfair Trade Practices - Part 2 October 2016

### The licensee shall not engage in any of the following unfair trade practices:

Intentionally advertising material which is misleading or inaccurate or which in any way misrepresents any property, terms, values, policies, or services of the business conducted.

Failing to account for and remit any money coming into the licensee's possession which belongs to others.

Commingling the money or other property of the licensee's principals with the licensee's own.

Failing to maintain and deposit in a separate, federally insured account at a financial institution all money received by such broker acting in such capacity, or as escrow agent or the temporary custodian of the funds of others, in a real estate transaction unless all parties having an interest in such funds have agreed otherwise in writing.

Failing to disclose in writing to a principal in a real estate transaction any of the following:

- A. The receipt of a fee, rebate, or other thing of value on expenditures made on behalf of the principal for which the principal is reimbursing the licensee.
- B. The payment to another broker of a commission, fee, or other thing of value for the referral of the principal for brokerage or relocation services.
- C. The receipt of anything of value for the referral of any service or product in a real estate transaction to the principle.

**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

**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.**



[www.groundcoversolutions.com](http://www.groundcoversolutions.com) to view photos of how a simple change in ground covering can make a difference.

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

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## 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 10<sup>th</sup> 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.

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## 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**



### **Brazell's Creek**

A great 18-hole layout awaits you! Georgia's own Denis Griffiths designed the new 18-hole layout, so it's definitely a challenging yet fun test of golf. The Par 71 layout plays to just under 7,000 yards from the tips, boasting five sets of tees. The signature 15th hole is a 207-yard Par 3, which plays over scenic wetlands to a large, undulating island green. A 1,500-yard winding bridge connects the original holes with the back nine. These nine holes are links-style and are set on a windswept open landscape. The original holes are still tree-lined, but have some additional contouring to the greens and other strategic and aesthetic changes. The layout is truly unique.

355 Golf Course Rd  
Reidsville GA 30453

912-577-7745  
877-591-5576



[Visit Brazell's Creek Golf Course Website](#)

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## FMLS News

### **Increased Photo Allowance in Matrix in October**

Starting 10/3/16, Matrix will increase allowed photos on a listing to 40 from 25. If you are creating a new listing, you may upload up to 40 images per listing. If you already have a listing and would like to add additional photos, you may use Matrix Add/Edit to manage photos.

Go to the Add/Edit tab on Matrix. Choose "Modify a Listing." Enter your FMLS ID number. Click "Manage Photos." You would then be able to add up to 40 photos, starting October 3.

### **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.

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## 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.**

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We hope our October 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!!

