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The Landing Spot

Greetings!

Happy Holidays to you and yours.

We would like to introduce to you our newest business partner, Annie Mac! Joe Riggs is now representing AnnieMac Home Mortgage. Please give Joe a call and introduce yourself at 770-335-7705 or send him an email to JRiggs@Annie-Mac.com. Annie Mac has wonderful services that will be beneficial to you and your clients. For more information, check out their website (www.annie-mac.com) or give Joe a call. You will be able to meet Joe at the January Kick Off 2017 Contract Class and learn about AnnieMac Worxs which is an agent lead generation program. The program is FREE to Drake Agents only.

Save the date and register now. For more information on the Free January CE classes please scroll down to CE & Networking section of the newsletter.

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

A Word from Glenn

I hope you and your family enjoy a wonderful Holiday season.

2017 is going to be a prosperous year for you and your Real Estate business. We are honored to have you proudly represent Drake Realty.

Drake Realty

Glenn Recommends

[What's Coming for Housing in 2017?](#)

[Real Estate in 2017: What To Expect](#)

[Avoid These Mistakes With Your Listing Photos](#)

[3 Online Trends to Watch in 2017](#)

Drake TV



Creating Your First Cloud Stream with FMLS

Drake Realty is Innovation

Is Home Staging For You?

Drake Agent, Laurie Harris, is now offering her services as a home stager. She can also assist you, if you are interested in becoming a certified home stager.

Click Here [For More Information](#).

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

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

Our Partner

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

All executed contracts must be turned into the Office no later than within 72 hours of the acceptance date accompanied by a Contract Cover Sheet, Fines of \$100 may be incurred for contracts handed in after the 72-hour window. We request an original contract be on file at the Office. This gives us the documentation we need to back you up should some legal action be taken against you. It also enables you to be paid in a timely manner. Any additional amendments, exhibits or changes to the contract must be turned into the office as they are added to the contract. A contract can change throughout the contract and any additional forms that are signed must be turned in at the time they become part of the contract NOT AT CLOSING. Contracts that are awaiting a signature (usually a bank) on a foreclosed property should be turned in as an incomplete contract, so it can be entered into the system.

We ask that you attach our contract cover sheet to all contracts turned into to Drake Realty.

The contract cover sheet provides us vital information and allows the process to continue so that when you close the transaction, the office has the needed information in which to process your payment.

Please insure you are process your contracts via e sign as these contracts are time stamped and are legible.

Please ask for clarifications on this process if you have questions.

[New Contract Cover Sheet](#)

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.

License Law Reminder of the Month

Unfair Trade Practices - Part 4 December 2016

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

Indicating that an opinion given to a potential seller, purchaser,



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Drake Around Town

Do you volunteer or support a local charity? Have you earned an award or been featured in an article? If so, please send photos and information so we can share with the rest of the Drake Agents.

December is the season for giving and spreading cheer. The links below are for reputable charities.

[Toys For Tots](#)

[Autism Speaks](#)

[Atlanta Community Food Bank](#)

[Task Force for Global Health](#)

[ADRA](#)

landlord, or tenant regarding a listing, lease, rental, or purchase price is an appraisal unless such licensee holds an appraiser classification in accordance with Chapter 39A of this title.

Performing or attempting to perform any of the acts of a licensee on property located in another state without first having been properly licensed in that state or otherwise having complied fully with the state's laws regarding real estate brokerage.

Paying a commission or compensation to any person for performing the services of a real estate licensee who has not first secured the appropriate license under this chapter or is not cooperating as a nonresident who is licensed in such nonresident's state or foreign country of residence, provided that nothing contained in this subsection or any other provision of this Code section shall be construed so as to prohibit the payment of earned commissions:

A. To the estate or heirs of a deceased real estate licensee when such deceased real estate licensee has a valid Georgia real estate license in effect at the time the commission was earned and at the time of such person's death;

B. To a citizen of another country acting as a referral agent if that country does not license real estate brokers and if the Georgia licensee paying such commission or compensation obtains and maintains reasonable written evidence that the payee is a citizen of said other country, is not a resident of this country, and is in the business of brokering real estate in said other country; or

C. By the brokerage firm holding a licensee's license to an unlicensed firm in which an individual licensee affiliated with the brokerage firm owns more than a 20 percent interest provided:

1. Such individual licensee earned the commission on behalf of the brokerage firm;
2. Such unlicensed firms does not perform real estate brokerage activity;
3. The affiliated licensee and the brokerage firm have a written agreement authorizing the payment to the unlicensed firm; and
4. The brokerage firm obtains and retains written evidence that the affiliated licensee owns more than a 20 percent interest in the unlicensed firm to which the compensation will be paid.

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

Have you tried Bank Shot???

Have you tried Bank Shot????



Bank Shot is back up and better than ever. If you have an Android system. Please uninstall and reinstall the Bank Shot app.

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!

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 Opportunies

FREE CE CLASSES

Please register now seating is limited.

Upcoming Events

FREE CE - 2017 Contract Class Southside East

Tuesday January 10, 2017 from 10:00 AM to 1:30 PM EST

Please join us for our January Kick Off 2017 Contract Class taught by Judge Parker. Lunch will be provided.

Morrow City Hall - Community Room

FREE CE - 2017 Contract Class Southside West

Thursday January 12, 2017 from 10:00 AM to 1:30 PM EST

Please join us for our January Kick Off 2017

Please join us for our January Kick Off 2017 Contract Class taught by Judge Parker. Lunch will be provided.

The Bridge Community Center

[FREE CE - 2017 Contract Class Lake Oconee](#)

Tuesday January 17, 2017 from 10:00 AM to 1:30 PM EST

Please join us for our January Kick Off 2017 Contract Class taught by Judge Parker. Lunch will be provided.

Lakeside Church at Lake Oconee

[FREE CE - 2017 Contract Class Sandy Springs](#)

Tuesday January 17, 2017 from 10:00 AM to 1:30 PM EST

Please join us for our January Kick Off 2017 Contract Class taught by Judge Parker. Lunch will be provided.

The Heritage

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

Introducing our Newest Business Partner!



Joe Riggs
Sales Manager - NMLS# 966672
AnnieMac Home Mortgage
2972 Lookout Place
Atlanta, GA 30305
Cell: 770-335-7705
Fx: 800-304-6147
JRiggs@Annie-Mac.com
www.annie-mac.com

"Real People, Real Stories, Real
Solutions"

*The Georgia
Golf Trail* 
Presented by *Bobby Jones*[®]


Chateau Elan[®]
WINERY & RESORT

Providing an exceptional golf experience, from customer service to grounds keeping, is Château Élan's hallmark. "Our goal is to ensure golfers are treated better here than at their own private clubs," says Clarkson. Course conditioning and maintaining them at the highest level is a top priority. The clubhouse offers a well-stocked pro shop with both men's and women's apparel, locker rooms, and a full service Golf Grille restaurant and bar. We have established a high profile reputation for facilitating and staging golf tournaments which number more than 400 annually.

Golfing at Château Élan is by no means an ordinary experience. The 3,500 acre leisure and conference destination is centered around golf, spa, wine, distinctive dining, and the fine amenities of life.

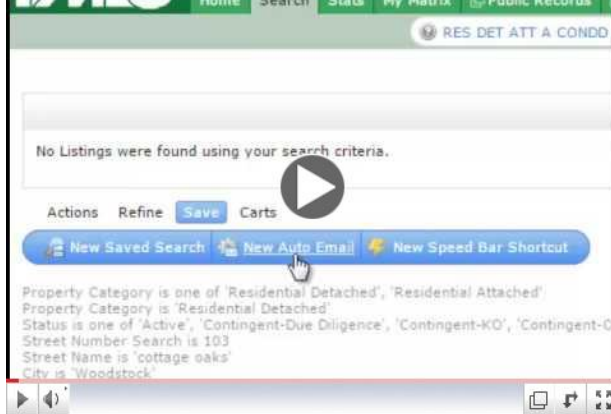
With golf on three championship layouts augmented by lush vineyards and a 16th-century French-style Château, this golf destination in the foothills of the northeast Georgia mountains is exceptional and the South's best golf offering assembled on one property. Completing your golf experience is a beautiful nine hole, 1,100 yard Executive Par 3 Walking Course with undulating greens, small bunkers and small ponds, perfect for those who want to sharpen their iron game or do not have time for a full-round.

For more information, call 678-425-6050 or visit <http://www.chateauelan.com/>

Château Élan is located 40 minutes north of Atlanta on Interstate 85 North at Exit 126.



FMLS News



How to get notified when a specific property comes on the market

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 this 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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