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The Landing Spot

Greetings!

Happy New Year! January always inspires us to start fresh and improve our selves. This year make sure you use the tools available to you. We have worked tirelessly to build great partnerships to enhance your business. McMichael and Gray, PC has locations throughout Metro Atlanta for you and client's closing needs. They provide professional caring service to you and your client.

Joe Riggs with Annie Mac is there to assist you and client obtain the financing needed to purchase the home of their dreams. He is knowledgeable and experienced.

Make 2017 a banner year!

A Word from Glenn

Are you keeping yourself safe
and protecting your interest

and proceeding your interest when meeting with a new client?

Make sure you are checking in with someone and letting them know where you are and who you are with when you are out showing homes.

Make sure your new client is Prequalified and serious about looking for a new home.

Have them sign a Exclusive Buyers Brokerage Agreement prior to working with them.

Listen to your gut! If it doesn't feel right don't do it.

Drake Realty

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 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

Happy New Year!

Please be aware of the requirements if you are using an Unlicensed Assistant or plan on adding one this year to your business. If you have any questions please call.

Use of an Unlicensed Assistant

If you plan to use an unlicensed assistant, Georgia Real Estate law requires that certain written agreements must be in place.

1. There must be a written agreement between you and Drake Realty specifying at least the following:
 - a. Authorization to use an unlicensed assistant.
 - b. Delineation of the duties the unlicensed may perform.
 - c. Approval of the compensation arrangement between you and your unlicensed assistant.
2. A written agreement between Drake Realty and your unlicensed assistant specifying any duties that the unlicensed assistant may undertake in your behalf.
3. A written agreement between you and your assistant specifying:
 - a. Any duties the assistant may perform.
 - b. The manner in which your assistant will be paid.

The Resources Section of the GREC School page at www.jmre.com/grec includes a printer-friendly list of tasks that can and cannot be performed by your assistant. The GAR Forms has a copy of this under Company Operations the CO4 - Agreement for Licensee s Use of a Real Estate Assistant (2017) which can be fully executed by you and your Unlicensed Assistant and sent to Drake for our records.

[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

Glenn Recommends

[Security Firm Issues Fraud Warning to Agents](#)

[Yes, It's Still More Affordable to Buy Than Rent](#)

[Kick off 2017: Supercharge Your Productivity](#)

[5 Home Design Fads That Are Out in 2017](#)



Training
Drake TV

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 interesting 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



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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

License Law Reminder of the Month

Unfair Trade Practices - Part 5 January 2017

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

Failing to include a fixed date of expiration in any written listing agreement and failing to leave a copy of said agreement with the principal;

Failing to deliver, within a reasonable time, a completed copy of any purchase agreement or offer to buy or sell real estate to the purchaser and to the seller;

Failure by a broker to deliver to the seller in every real estate transaction, at the time said transaction is consummated, a complete, detailed closing statement showing all of the receipts and disbursements handled by such broker for the seller or failure to deliver to the buyer a complete statement showing all money received in said transaction from such buyer and how and for what the same was disbursed; the broker shall retain true copies of such statements in the broker's files;

Making any substantial misrepresentations;

Acting for more than one party in a transaction without the express written consent of all parties to the transaction;

Failure of an associate broker, salesperson, or community association manager to place, as soon after receipt as is practicably possible, in the custody of the broker holding the licensee license any deposit money or other money or funds entrusted to the licensee by any person dealing with the licensee as the representative of the licensee's licensed broker;

Filing a listing contract or any document or instrument purporting to create a lien based on a listing contract for the purpose of casting a cloud upon the title to real estate when no valid claim under said listing contract exists;

Having demonstrated incompetency to act as a real estate licensee in such manner as to safeguard the interest of the public or any other conduct whether of the same or a different character than heretofore specified which constitutes dishonest dealing.

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????



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](#)

Sheila Terrell-James has and she "loves it". Bank Shot makes her job easier when it comes to depositing Earnest Money, Commission or other fees.



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!

Please note if you want to be Pay at Table, there is a new procedure using Bank to deposit the commission check effective January 1, 2017. You will be required to deposit the check via Bank Shot and email the Settlement Documents to drakecommdeposit@gmail.com. If you have questions concerning the new procedure, please contact Mary.

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
drakerealloffice@gmail.com
770-365-4865

CE Classes and Networking Opportunities

FREE CE CLASSES

Please register now seating is limited.

Upcoming Events

FREE CE - 2017 Contract Class Sandy

Springs

Tuesday January 24, 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*[®]



Belle Meade Country Club offers something for everyone featuring a newly renovated golf course, fine dining, fully stocked golf shop, plus pool and tennis facilities.

Located less than 30 minutes from The Augusta National, home of the Masters Golf Tournament, Belle Meade Country Club is the perfect choice for

those wanting to experience a fun and challenging golf course in a relaxed atmosphere. Tall Georgia pines and various hardwoods line the fairways as well as numerous ponds and streams meandering throughout the property. Tremendous elevation changes occur on the back nine with a premium on

accuracy. Each hole has it's own distinctive personality and is a challenge for golfers of all levels.

Originally built in 1967 and recently renovated in 2005, Belle Meade Country Club is a blend of the traditions of the past as well as the current trends. Experience the charm and southern hospitality that Belle Meade Country Club has to offer and come play golf the way it was meant to be.

25 minutes from 'Augusta National Golf Club, home of The Masters
Belle Meade Country Club 2660 Twin Pine Road Thomson, Georgia 30824
Club: 706.595.1553 / Golf Shop: 706.595.4511 / Fax: 706.595.1516
www.bellemeadecountryclub.org



FMLS News

The screenshot shows a real estate website interface. At the top, there is a search bar with the text "My farm" and a search icon. Below the search bar, the heading "For sale in my farm" is displayed. The results are shown in a grid format with four listings:

Property Address	Price	Agent
#250 Noelle, Huntington Beach, CA 92646 3 Beds • 6 Baths • 4,200 sqft • Built in 2013	\$1,895,000	Sean Stanfield HCLM Satterley's International
21242 Dove Circle, Huntington Beach, CA 92646 6 Beds • 6 Baths • 4,300 sqft • Built in 1981	\$1,695,000	Paula Dales RE/MAX Transact
#181 Noelle Drive, Huntington Beach, CA 92646 3 Beds • 3 Baths • 2,763 sqft • Built in 2013	\$1,615,000	Nancy Starfield Vista Real Estate
#278 Noelle Drive, Huntington Beach, CA 92646	\$1,578,000	Robert Pham Real Estate Broker Services

A video player overlay is visible in the center of the listings, showing a play button icon.

Working with Collections in Cloud

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

Bank Shot developed and first used by
Drake Realty!

Drake Realty paving the way in
Real Estate Technology!!

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