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## A Word from Glenn

While knowing the latest trends can be helpful. Knowing your client is the most valuable

information you can have. It is important to take time to get

## The Landing Spot

### Greetings!

Are you staying on top of the new trends for 2017? Gray is out in beige is in. You will see a revival of the Ralph Lauren's 80s color palate of hunter green and wine. Home interiors will see more interiors push out the cool sterile tones of gray and pull in more warm and inviting tones of brown. You will see a focus on laundry rooms. Kitchens will become bright airy gathering places with funky stools so guest can visit with the chef of the house. You will see trends focus more on functionality verses solely on beauty. Trends do come and go and as a real estate professional it is your job to help others see themselves build a home and family in the space you are trying to sell. Before hitting the payment take time to see what your clients taste is so you can help them envision their life in between those four walls you are showing them.

to know your clients like and dislikes and not what the designers tell you they should like.

Knowing your client and taking the time to find them exactly what they are looking for can mean the difference between repeat/referral business and having to constantly generate new business.

Drake Realty

## Glenn Recommends

[5 Occasions That Call for a Handwritten Note](#)

[Mortgage Words You Should Know](#)

[Builders reveal what their 10 biggest problems in 2017 are](#)

[The smart home gap: An opportunity for sellers](#)

## Drake TV



## Drake Realty Values their Customers

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

McMichael Gray PC

**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](mailto:drakestockbridge@gmail.com) WITH YOUR ISSUE.**

## Tips from Ed at the Broker's Desk

Are you using the Contract Cover Sheet when turning in your contracts?

Not only is turning in your contract within a 72 hour period of binding a Drake Realty requirement but turning in it in with a complete Contract Cover Sheet is too. Why, you ask.

The Contract Cover Sheet helps our office staff enter your contracts into the database correctly. It also helps you insure that you have important information in the contract completed.

Lately, a lot of contracts are hitting my desks without a completed Binding Agreement Date. This is most important. Please make sure the Binding Agreement Date is complete prior to turning in our contracts.

If you have questions, about completing your contracts send me an email or give a call. I can't help you unless you reach out. I love working with you and helping you stay compliant.

Below is an up to date Contract Cover Sheet. Please download this and send it in with each contract.

[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](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.**

## License Law Reminder of the Month

Unfair Trade Practices - Part 6 February 2017

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

[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

**Maria Riggs - Director Of Client Relations & Marketing**

Our Partner



Our Partner



[Visit Our Partner](#)

Our Partner



[Visit Our Partner](#)

Our Partner



[Visit Our Partner](#)

Drake Around Town

Roger Webb was featured in Featured Agent Magazine and appears on the cover. To read the article, please click the link.

[Featured Agent Magazine January 2017](#)

Obtaining a brokerage agreement, a sales contract, or a lease from any owner, purchaser, or tenant while knowing or having reason to believe that another broker has an exclusive brokerage agreement with such owner, purchase, or tenant, unless the licensee has written permission from the broker having the first exclusive brokerage agreement; provided, however, that notwithstanding the provisions of this paragraph, a licensee shall be permitted to present a proposal or bid for community association management if requested to do so in writing from a community association board of directors.

Failing to keep for a period of three years a true and correct copy of all sales contracts, closing statements, any offers or other document that resulted in the depositing of trust funds, accounting record related to the maintenance of any trust account required by this chapter, and other documents relating to real estate closings or transactions or failing to produce such documents at the reasonable request of the commission or any of its agents for their inspection.

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

**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](mailto: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](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

CE Classes and Networking Opportunies

**FREE CE CLASSES**

TBA

**Networking & Workshops**

Upcoming Events



Joe Riggs - 770.335.7705

NMLS# 966672

JRiggs@Annie-Mac.com

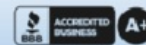
www.annie-mac.com

Company NMLS# 338923

Complete license information disclosed at:

<https://www.annie-mac.com/licensing>

[www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)



Real People, Real Stories, Real Solutions

### **Java with Joe - PTC**

**Tuesday February 7, 2017 from 10:30 AM to 11:45 PM EST**

**Please join Joe and Mary for an introduction to AnnieMac Worxs the Agent Lead Generator, AnnieMac Loan Process and Agent Business Planning.  
Drake Realty**

### **Java with Joe - Alpharetta**

**Tuesday February 14, 2017 from 10:30 AM to 11:45 PM EST**

**Please join Joe and Mary for an introduction to AnnieMac Worxs the Agent Lead Generator, AnnieMac Loan Process and Agent Business Planning.  
Drake Realty**

### **Java with Joe - Stockbridge**

**Tuesday February 21, 2017 from 10:30 AM to 11:45 PM EST**

**Please join Joe and Mary for an introduction to AnnieMac Worxs the Agent Lead Generator, AnnieMac Loan Process and Agent Business Planning.**

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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

## Introducing our Newest Business Partner!



Joe Riggs - 770.335.7705

NMLS# 966672

JRiggs@Annie-Mac.com

JNiggs@Annie-Mac.com

www.annie-mac.com

Company NMLS# 338923

Complete license information disclosed at:

<https://www.annie-mac.com/licensing>

[www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)



Real People, Real Stories, Real Solutions

# The Georgia Golf Trail



Presented by *Bobby Jones*

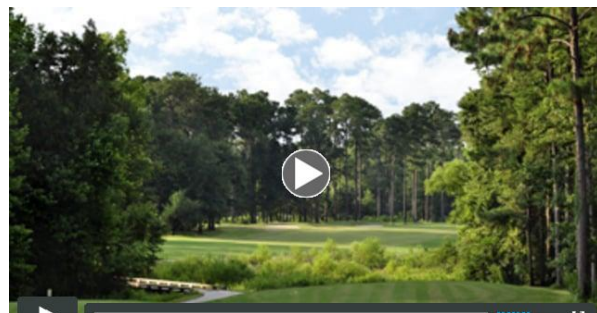
## Brazell's Creek

Golf Course at Gordonia-Alatamaha



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.

Brazell's Creek Golf Course at  
Gordonia-Alatamaha State Park  
355 Golf Course Rd  
Reidsville GA 30453  
912-577-7745  
877-591-5576



## FMLS News

### rDocs Document Management Classes Available

Now available to all FMLS members, rDocs, an electronic forms and document management program, will be replacing FormsPro and DocuPro this month. rDocs, which includes eSign, securely stores documents, allowing you to share and control them from any online device, including mobile. Powered with all GAR and RE Forms, rDocs will allow you to manage each listing transaction with a checklist of documents.

**FMLS** Thursday, January 5, 2017

**Pat Deneen**  
FMLS® FIRST MULTIPLE LISTING SERVICE  
P.O. BOX 420128  
ATLANTA, GA 30342  
P:(404) 255-8660  
pdeneen@fmls.com

**Announcement:**  
rDocs Beta: Please use rDocsFeedback@fmls.com for any questions or feedback regarding this rDocs program.

Opportunity/Transaction [+ Create New](#)

My Files

Active Changes Buyers Sellers Inactive Needs Attention

**Seller (1)**  
Anna Berry Pomeroy 245 Peachtree Battle Ave Atlanta, GA 30313  
15088 Liberty Church Road White Plains, Ga, GA 30678  
MLS# Access Code  
2 Forms 2 Documents  
1 Contacts 0 Tasks  
2154828-0090@myrdocs.com  
Created 1/3/2017

**Buyer (1)**  
Janis Cannon 65 West Connelly Atlanta, GA 30339  
14502 James Hunt Rd Sparta, GA 30187  
MLS# 5500208 Access Code  
4 Forms 5 Documents  
2 Contacts 6 Tasks  
2150019-0090@myrdocs.com  
Created 12/14/2016

**Seller (1)**  
Camilla Parker-Bowles London, GA 30339  
111 Broad Test Street Sparta, GA 31087  
MLS# 5519048 Access Code  
4 Forms 0 Documents  
1 Contacts 0 Tasks  
2150007-0090@myrdocs.com  
Created 12/14/2016

We have now added rDocs classes to our training schedule! [Click to sign up for one of our many classes today.](#) In this session, students will be introduced to the new rDocs Document Management System and show how to complete real estate contracts and forms, as well as request signatures electronically using eSign. Once documents are signed through eSign, they will automatically be placed in the transaction folder for reference and history. This session includes other time-saving tools for document and task management.

Here are some features we think you'll love with rDocs:

- **Tiled dashboard:** Easily manage all your contacts in one place with the tiled dashboard. Each tile acts as one transaction, allowing you quick access to your sellers and buyers.
- **Adding documents:** There are three easy ways to add documents to rDocs: (1) Upload your documents via your web browser; (2) Fax your documents to your tile, and (3) Email your documents to the tile's specific email address.
- **Forms datasheet:** Fill out the datasheet in the forms section and it will automatically input that info into other forms that you create on that tile. For instance, fill in the seller's name, and it will automatically populate in the "seller's name" in all forms.
- **Forms library:** In the forms section of the tile, you can find a library list of forms that you can check and add to the prepared documents. With the forms datasheet, you can fill out these forms and send them directly to eSign.
- **Send to eSign:** You know it already, and now it's integrated into rDocs! The exact same steps that you already know are available using the forms through rDocs. Plus, your completed eSign documents are automatically stored in the Documents tab on your tile!

Don't wait! Be proactive. Sign up for an rDocs class now and check out this new offering!

### **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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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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