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A Word from Glenn

Safety First

With the end of school and the start of summer fast

The Landing Spot

Greetings!

Summer is quickly approaching and your clients will be ready to buy and sell. Please make sure you are getting your Buyer's Brokerage Agreements and Listing Agreements into the office in a timely manner. We foresee a busy summer and are looking forward to seeing your success.

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 names. The first time you go in the Database, you will be prompted to fill out an on-line independent contractor

approaching, real estate will start picking up. You will start getting more calls to meet clients and show properties. Always make sure you share your schedule with someone so a second party know where you will be at all times. Do not go to a secluded property alone. Always listen to your gut! I have a few link to great articles on safety below.

56 Safety Tips for REALTORS®

52 everyday safety tips for real estate agents and brokers

10 Safety Tips for Real Estate Agents

Drake Realty

Glenn Recommends

[Atlanta homes sales and prices increase, indicating strong spring](#)

[Create Engaging Campaigns on Instagram](#)

[See which Atlanta suburbs are the best to live in](#)

[Court College Grads: Here's Why](#)

Drake TV



The Secret Ingredient

Drake Realty is Innovation

Check out these Beautiful Drake Listings

[10910 Bell Road](#)
[3672 Barrow Place SW](#)
[2566 Alpine Trail](#)

Database, you will be prompted to hire 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

Contracts often need to be amended!
Learn More About Amending Contracts!

If a contract already exists and you and the other party want to modify some element of it – whether it's an addition, deletion, correction, or similar change – an amendment is an ideal solution.

An amendment doesn't replace the whole original contract, just the part that's changed by the amendment (for example, the delivery date or the price for goods). If a contract requires extensive changes, it's generally wiser to create an entirely new agreement or, alternatively, to create an "amendment and restatement," an agreement in which the prior contract is reproduced with the changes included.

How do you define an amendment?

- When a real estate purchase agreement or contract is executed and the terms are accepted by both parties, it is a complete and binding document. Should it become necessary to change any aspect of the previously agreed-to terms, an amendment is prepared. It is a document that makes a change to the ratified contract.

When should you add an amendment to the contract?

- When the buyer would like something changed at the property
- To change the closing date
- Modify Purchase prices
- Change date when seller vacates premises and buyer can move in.

These are a few examples of when an amendment needs to be added to the contract. If you are not sure if you need to add an amendment, please contact me so you stay compliant. Don't wait until the day before closing to take care of issues with the contract. The Consumer Financial Protection Bureau (CFPB) requiring use of the new TILA-RESPA Integrated Disclosure Forms (TRID) no longer allow last minute changes to any aspect of the contract. Amendments to the contract must be handled immediately to insure all parties have these fully executed documents to meet the closing deadlines.

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.

Our Partner



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[Drake Agent's Concierge Link](#)

Maria Riggs - Director Of Client Relations & Marketing

Our Partner



Our Partner



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Drake Around Town

What have you been up to? If you

License Law Reminder of the Month

License Law Reminder of the Month

Unfair Trade Practices - Part 9 May 2017

The licensee shall not engage in any of the following unfair trade practices: Inducing any person to alter, modify, or change another licensee's fee or commission for real estate brokerage services without that licensee's prior written consent.

Failing to obtain a person's written agreement to refer that person to another licensed broker for brokerage or relocation services and to inform such person being referred whether or not the licensee will receive a valuable consideration for such referral.

When a licensee has previously been sanctioned by the commission or disciplined by any other state's real estate brokerage licensing authority, the commission may consider any such prior sanctions or disciplinary actions by another state's real estate brokerage licensing authority in determining the severity of a new sanction which may be imposed upon a finding that the licensee has committed an unfair trade practice, that the licensee has violated any provision of this chapter, or that the licensee has violated any of the rules and regulations of the commission. The failure of a licensee to comply with or to obey a final order of the commission may be cause for suspension or revocation of the individual's license after opportunity for a hearing.

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

You can your Monthly Agent Fees via Bank Shot. Start today!! If you need assistance, please contact Mary or any of the Drake Offices for help.



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

have been featured in an article, received an award or sponsored a charity or event, please email details to

drakestockbridge@gmail.com to so be can brag on you.

CE Classes and Networking Opportunities

FREE CE CLASSES

[FREE CE: Advertising & Social Media - Lake Oconee](#)

Tuesday, May 2, 2017 from 10:00 AM to 1:00 PM EDT

Please join us for our Advertising & Social Media - The Rules taught by Judge Parker. Lakeside Church at Lake Oconee

Networking & Workshops

Showcase Trade Show

Cobb Galleria Centre

Thursday

August 24, 2017

9:30 - 4:30

REALTORS® Conference & Expo is FRIDAY, November 3 through MONDAY, November 6.

Every fall, real estate professionals from across the U.S. and around the world come together for the annual REALTORS® Conference & Expo. This annual four-day event includes:

- 100 education sessions, featuring nationally recognized speakers and industry experts, who discuss timely topics and critical issues of value to REALTORS®
- 400+ industry vendors at the expo, which present the latest innovative tools just for real estate professionals
- Unlimited networking and referral-building opportunities, including special events, networking lounges and the expo show floor

Did You Know? In 2017 the REALTORS® Conference & Expo will be held at the McCormick Place Convention Center West Building in Chicago, Illinois. This year's theme is "The Sky's the Limit", and, indeed, the event will help REALTORS® rise higher in their real estate careers.

20,000 members and guests are expected to attend this year's event. It takes only one referral from attending to pay for the REALTORS® Conference & Expo!

The REALTORS® Conference & Expo is home to the largest trade show floor in real estate, with 400+ exhibitors and 100,000 square feet expected at the 2017 event.

Since 2008, REALTORS® Conference & Expo attendees reported making twice the average income from real estate as the typical NAR member.





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 will be opening their new Cobb Office Mid-June 2017 located at 3550 George Busbee Parkway, NW Suite 140 Kennesaw, GA 30144.

McMichael & Gray, PC
Main Number
for all Offices - 678-373-0521



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>

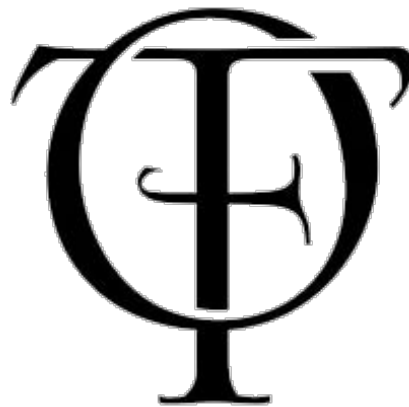
www.nmlsconsumeraccess.org



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



Old Toccoa Farm

The best part of the game of golf is sharing it with others and at Old Toccoa Farm, there will be no shortage of golfing experiences for friends and families. Nine holes are currently open for play, complemented by a driving range, and practice chipping and putting greens. By mid spring 2017 the family par 3 course will be open. The construction schedule to complete the remaining nine holes will be published as soon as it becomes available.

Our Dan Proctor, Dave Axland and Bunker Hill-designed course is a par 70, links-feel course totaling 6,850 yards. The course winds through 125 acres of ridges and meadows, featuring over 280 feet of elevation change with spectacular views of the Chattahoochee and Cherokee Nation Forests and

surrounding valleys.

Among the massive bunkers and hardwoods, you'll discover golf in its purest state - and an experience unlike any other. Twisted knots of mountain laurel, rock outcroppings and gentle wildflower meadows dictate the flow of play. Lush zoysia fairways and bentgrass greens create an incredible surface as the course winds along the river and into the landscape's secluded hills and draws. Native grasses and wicked bunkers complete the experience of this unique course.



OLD TOCCOA FARM
596 CURTIS SWITCH ROAD
MINERAL BLUFF, GA 30559
GOLF PRO SHOP
706-946-GOLF



Old Toccoa Farm

FMLS News

Sign Up for RE Technology to Get Inside Market Info

Spring is finally here, and that means the busy real estate selling season is about to ramp up! Want to get ahead of the game this year with strategies to attract new leads and the tools to handle more business?

Then don't miss out on RE Technology! This free member benefit from FMLS offers daily educational articles on everything related to real estate technology. Want a sample? Check out this list of RE Technology's most popular articles of February:

Technology's most popular articles of February:

1. **CFPB Fines Real Estate Company: Do Agents Need to Worry?**
2. **App Alert: Google Allo Offers Realtors 'Smart Messaging'**
3. **Three Essential Questions to Ask Your Real Estate Clients**
4. **Setting More Real Estate Appointments**
5. **5 Real Estate Tech Tools in 5 Minutes**

You can read all these articles here with your free RE Technology account. Your subscription will include access to live webinars, technology product reviews, helpful tips and tricks, exclusive offers, a comprehensive directory of thousands of tech products, and more!

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

Drake Realty serving the community for 26 years

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