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A Word from Glenn

Do you keep a supply of
business cards with you? The

The Landing Spot

Greetings!

Schools out for summer....now's the perfect time to buy and sell homes. Summer relocations are upon us, put yourself out there and network with educators moving to a new school district, business men and women taking that promotion in a different city or the empty nester who wants to downsize as their student leaves for college.

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

business cards with your name
opportunity to pick up new
client is everywhere. You can
meet your next client while
lounging at the pool or while
out to dinner with friends. Your
business card keeps you in
their pocket.

Drake Realty

Drake Realty and our website is managed by Camp 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.**

Glenn Recommends

[Homeowners Cash in on Equity
in Doves](#)

[The 10 Most Affordable
Markets for Families](#)

[Cool, neutral paint colors may
help increase home sales,
study says](#)

[Atlanta is one of the best cities
for a 'staycation'](#)

Tips from Ed at the Broker's Desk

In April's Newsletter we discussed that when a contract is written with the Attorney holding the Earnest Money either a GAR F84 or RE 215 must be included with the contract executed by all parties stating that the attorney has the Earnest Money for this transaction.

This is a new form and has created confusion as some attorney's and real estate agents are not aware that this form is needed to make all parties aware that the attorney has actually received the Earnest Money stated in the contract.

The question that continues to come up is this form needed when the other agent client is the one who is submitting the Earnest Money. The answer is yes as the buyer's agent should provide you the selling agent with proof that the Earnest Money was delivered per the terms in the contract.

Agents protect their clients by insuring all items agreed upon in the contract are delivered timely. Earnest Money has to be delivered in the exact method as stated in the contract. If the Earnest Money is not delivered per the contract all parties need to be informed as you do not have a contract.

Even if your client is not the one providing the Earnest Money you have as much responsibility to insure the Earnest Money has been delivered per the contract as you are responsible for following up on all contract items.

Drake TV



Drake does training right!

Drake Realty is Innovation

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.

Check out these Beautiful Drake Listings

[2915 Ivy Brook Lane](#)

[220 Fox Dr](#)

[2275 Kingwood Cove Ln](#)

[541 Harbour Shores Dr](#)

[2679 Saint Paul Drive SW](#)

Our Partner

McMichael & Gray, PC
ATTORNEYS AT LAW

[Visit Our Partner](#)

License Law Reminder of the Month

License Law Reminder of the Month

Maria Riggs - Director Of Client Relations & Marketing

Our Partner



Our Partner



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Our Partner



[Visit Our Partner](#)

Our Partner



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



Tracy Southerland
[Click for More](#)

Whenever a licensee acts in a real estate transaction as a principal or as an officer, employee, or member of a firm or any other entity acting as a principal, the commission may impose any sanction permitted by this chapter if the licensee commits any unfair trade practice enumerated in this Code section or violates any other provision of this chapter or any rules and regulations adopted pursuant to this chapter in such a transaction.

Whenever a community association manager, a salesperson, or an associate broker violates any provision of this chapter or any rules and regulations adopted pursuant to this chapter by performing any duty or act of a broker enumerated in this chapter or any rules and regulations adopted pursuant to this chapter either with the proper delegation of that duty or act by the broker or without the broker's authorization, the commission may impose any sanction permitted under this chapter on the license of such community association manager, salesperson, or associate broker.

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 remember to update your Bank Shot app.



New Release Updates:

- 1. New items will be at the top of the list of items on the app, now the new items go to the bottom of the list**
- 2. On Commission Earned, it asks who is holding EM and now it will include not only listing and selling broker but also closing attorney and title company**

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 Opportunities

FREE CE CLASSES

Enjoy Your Summer! If you need CE classes can



[Drake Lake Area Defines Luxury to View Click Here](#)

Enjoy your Summer! If you need CE, classes can be found online.

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**





Our preferred lender, Joe Riggs with AnnieMac Home Mortgage, and our preferred closing attorney, McMichael & Gray, will be randomly giving away Atlanta Braves tickets at the NEW Suntrust Park throughout the season!
They will contact you if you win!

McMichael & Gray, PC
ATTORNEYS AT LAW

Drake@McMichaelandGray.com
678-373-0521

Send Title Orders, Request Legal Descriptions,
Get Legal Advice, Contact Marketing Team.



Joe Riggs
Jriggs@Annie-Mac.com
770-335-7705
NMLS # 966672



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



Real People, Real Stories, Real Solutions

AnnieMac Worx - Valuable Tools for Your Business

The Georgia 

Golf Trail

Presented by *Bobby Jones*[®]



The King and Prince Golf Course:

Originally designed by Joe Lee, the King and Prince Golf Course's signature is the group of four salt marsh island holes, accessed by 800 feet of bridges. Lee's genius extends through the entire 18-hole, Par 72 course as it bends around towering oaks and across lakes and lagoons.

The course underwent an extensive restoration and renewal project in 2009. The resort turned to Billy Fuller as the course architect and Medalist Golf as the builder to create a truly great golf experience. Mr. Fuller, who has served as course superintendent for Augusta National, sought to enhance Joe Lee's original design.

All 18 greens have mini-verde, ultra dwarf Bermuda grass, and 60" green collars planted with TifSport Bermuda. All 18 fairways have Celebration Bermuda grass. View the course online with our 3-D graphic hole-by-hole flyover tour.

An extraordinary Practice Facility includes a 6500 sq ft mini-verde putting green, a 3000 sq ft mini-verde chipping green, and five target greens.

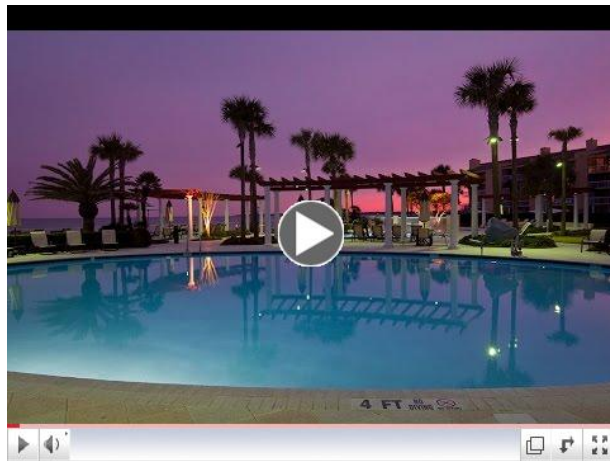
The King and Prince Beach & Golf Resort

201 Arnold Road
St. Simons Island, Georgia 31522

Phone: (912) 638-3631

Reservations: (800)-342-0212

Fax: (912) 638-7600



FMLS News

Many of our members depend on the FMLS Northwest Center for real estate supply needs, Supra keys and lockboxes, and of course, training classes. We have some good news! We are moving the Northwest Center to a new, larger location, less than one-half mile away on 440 Ernest W Barrett Parkway, Suite 64, Kennesaw, GA 30144 - located behind David's Bridal on the lower level.

The last scheduled training class at the old Northwest Center (166 Ernest W Barrett Parkway) is June 7. The store will close on June 8 and will reopen on June 19. The first training class in the new location is scheduled for June 20.

Please note that during this time, the Main and Northeast centers will still be offering CE credit classes as usual. To view what classes are being offered, visit the FMLS Training Schedule.

Field Changes in Matrix

A new field called Special Listing Conditions now appears in all property types except Rental. The Special Circumstances field will remain but with some changes. They now appear as follows:

Special Listing Conditions

1. **Auction**
2. **HUD Listing**
3. **Foreclosure**

3. Foreclosure
4. Lender Owned
5. Short Sale (This will be a combined value from the previous Special Circumstances options of Potential Short Sale and Pre-approved Short Sale)
6. None

Special Circumstances

1. None
2. Active Adult Community
3. Agent Related to Seller
4. Cert. Prof. Home Bldr
5. Corporate Owner
6. Estate Owned
7. Fixer Upper
8. Government Owned
9. Historical
10. Investor Owned
11. Lease Purchase
12. Live/Work
13. No disclosures from Seller
14. Owner Transferred
15. Owner Will Consider Exchange
16. Owner/Agent
17. Recently Renovated
18. Sold As/Is
19. Other

FMLS Compliance

FMLS has implemented a rule requiring that each listing in the Residential Detached, Residential Attached, Rental, and Multi Dwelling must contain at least one photo, and that photo must be entered into the listing within 14 days of the listing being entered into the FMLS system.

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