



McMichael & Gray, PC

A T T O R N E Y S A T L A W



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A Word from Glenn

You are your clients voice!
Make sure you read and understand the contract so you can answer your client's questions and protect their interest.

Stand out from the crowd.

Drake Realty

The Landing Spot

Dear Mary,

Hope you are enjoying a wonderful summer and had a spectacular 4th of July. We have enjoyed a busy summer here at Drake. Stay on top and stress free as we wend our way through the last weeks of summer. Make sure your up to date on your CE credits and current Real Estate law. It is important to stay on top of your paperwork and get into the office in a timely manner. Read your forms and make sure you understand the verbiage. If you have questions, do not hesitate to give our broker line a ring. Mary is always there for you too.

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 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

Glenn Recommends

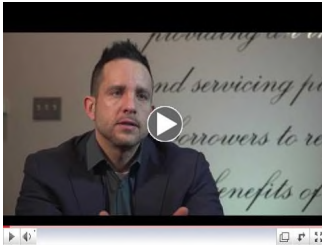
Survey: More Buyers Make Offers Sight Unseen

Retirees Look to Build Smaller, Custom Homes

Atlanta one of five cities taking steps toward improving affordability

Best Atlanta neighborhoods for the value

Drake TV



When I Say Drake

Drake Realty is Innovation

Check out these Beautiful

Drake Listings

314 Mony Stone Ct
395 Central Park
668 Vinings Estates
116 Hickory Trl
2730 Riverfront Dr
340 Masters Club Blvd

Our Partner



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[Drake Agent's Concierge Link](#)

Maria Riggs - Director Of Client Relations & Marketing

Our Partner



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.

The Broker's Corner

Attention to detail in your Real Estate transactions is what separates in a client's mind a real estate agent, and an outstanding real estate agent that your client will refer to a friend. Each agent needs to insure you have all paperwork filled out correctly, has all applicable disclosures attached and signed, and always insures either the binding agreement date (GAR) or acceptance date (RE) is filled in and dated.

When you go binding utilize and fill in the form that lists important dates. Insure your client has scheduled the home inspection at the beginning of their due diligence in case additional inspections need to take place, and you have sufficient time to get a response from your amendment to address repair concerns during the due diligence period. Always remember if you do not get a response from the seller on the amendment you presented on concerns you need to advise your client that a decision needs to be made to either move forward knowing the repair issues will not be resolved, or do a termination and release. Many agents make the mistake of assuming if they are in discussion with the other agent about the amendment to address repair concerns that it is ok to go past the due diligence date, and that their clients earnest money is protected. This is not the case as it is real estate and everything must be in writing and signed by all parties.

Insure you are involving the loan officer when you fill in the finance and appraisal contingency. Do not assume they can get loan approval in 17 days because that is what the seller's agent countered back. Each contract is different and you need to discuss this in advance so there is not a surprise. Also, if there is an issue with the inspection that needs to be resolved your client will want to hold off paying for the appraisal.

When you are selling a townhome or condo insure you ask up front if financing can be obtained on the unit. Do not assume a loan can be obtained as if the rental make-up of the complex exceeds a certain per cent some types of financing are not allowed.

These are a few reminders to keep in mind when writing and going through the due diligence period of any transaction. Attention to detail in your transaction is what protects your client and their earnest money in any transaction.

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

Outside of those hours please contact Mary.

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

[Rule 520-1-.06. Brokerage Engagement](#)

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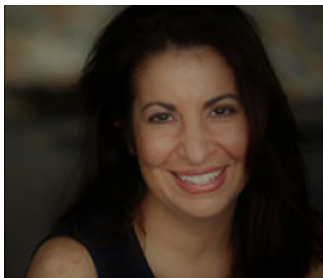
Bank Shot
 More time for you and your business
 Send earnest money deposits and other checks
 to your broker securely with your mobile phone.
 Convenient * Compliant * Simple

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Drake Around Town



Tracy Southerland
 Click for More



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

- (a) Each exclusive brokerage agreement must fully set forth its terms and have definite expiration date.
- (b) At the time of securing a brokerage engagement, the licensee security it must furnish each person signing it a true copy thereof.
- (c) The Commission prohibits the acceptance by brokers of net brokerage engagements and hereby makes it obligatory upon the broker, when securing the brokerage engagement, to add the broker's fee thereby notifying the client of the gross price of the property and the broker's services.

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 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 opened their new Cobb Office 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!



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



NMLS# 338923
"Real People, Real Stories, Real Solutions"
©2016 Annie Mac Mortgage, 12000 Airways Dr, Suite 100, Atlanta, GA 30340
Member, National Automated Clearing House Association (NACHA)



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®



Located just minutes from historic Savannah and the Tybee Island beaches The Wilmington Island Club is one of the finest golf courses in the Savannah area. Tee times are available to the public, so come join us on scenic Wilmington Island.



Awarded the Junior Golf Leadership awards 2001, 2012 & 2014, the Wilmington Island Club prides itself in providing its members and guests a warm family-oriented atmosphere.

Wilmington Island Club:



501 Wilmington Island Road
Savannah, GA 31410
912-897-1615



FMLS News

Attention all FMLS members:

We have been listening to our members and working constantly with our vendor to update rDocs so that it is ready to replace FormsPro. With the major update this week, we have made significant progress.

Timeline for rDocs

As of Monday, October 2nd, all new transactions can only be entered into rDocs. FormsPro will be placed in "edit-only" mode. This means that you will be able to edit any existing transactions in FormsPro, but no new ones can be created.

As of Monday, November 6th, rDocs will be the only system available for document creation, management and e-Sign. FormsPro will be placed in "read-only" mode. You will only be able to view or print/email your transactions in FormsPro.

As of Monday, December 11th, FormsPro will be turned off. There will no longer be any access to FormsPro.

Suggestions

FMLS has been conducting rDocs training overview sessions for the last 4 months and many of our members have attended, tried out rDocs, and are already using it exclusively! We will continue to offer rDocs overview

sessions throughout the timeline above. We will begin offering CE classes for rDocs in late summer; however, space will be very limited, so we encourage everyone to attend the rDocs overview sessions first.

For those agents that have contacts stored in FormsPro and nowhere else, there is a way to export those from FormsPro into a .csv file that can then be opened in Excel or other customer contact programs. (In FormsPro, this is located under Preferences>My Preferences>Export Contacts.)

While you have until Monday, October 2nd to start using rDocs, we strongly recommend you begin creating transactions in rDocs as soon as possible so that you will be familiar with it when it becomes the only option.

FMLS Customer Support and Training

FMLS is here to support you during this transition. Our Customer Support Staff, Trainers and Member Service Representatives are available for questions, and we have several helpful quick tip documents available in the Training > Knowledge Base on www.fmls.com.

Training classes conducted at all 3 FMLS centers can always be found on www.fmls.com under Training>Training Schedule. We also have On Demand short videos on the FMLS YouTube channel (link can be found at the bottom of the home page of www.fmls.com).

You can always reach FMLS Customer Support by calling 404-255-4219 Monday through Friday between 9:00 am and 7:00 pm. Calls are also answered on Saturday from 9:00 to 5:00 and Sunday from 1:00 to 5:00. Email support is available Monday through Saturday, 9:00 to 5:00 and Sunday 9:00 to 5:00 (support@fmls.com). And Live Chat is available Monday through Friday 9:00 - 5:00.

Thank you for being members of FMLS - we look forward to serving you!

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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