



## In This Issue

[Broker's Corner](#)

[License Law Reminder of the Month](#)

[Bank Shot Tips](#)

[CE & Networking](#)

[News from our Partners](#)

[FMLS News](#)

## A Word from Glenn

Are you aware of the current market in your area?  
Part of being a great Real

## The Landing Spot

### Greetings!

Summer break is ending and the school year gearing up. This is the perfect opportunity to start reconnect with those clients who are experiencing the empty nest. Now is the time to talk to them about down sizing or finally purchasing the holiday home of their dreams. Make the connection.

**Drake Database** ( <http://www.drakerealtydata.com/atl> ) Your "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

Estate Agent is being an informed Real Estate agent. Stay on top of current trends by reading market bulletins.

Stand out from the crowd.

Drake Realty

## Glenn Recommends

[Commercial Agents See 11% Jump in Income](#)

[Real Estate Text Scam Makes Bold Accusation](#)

[Mortgage Rates Aren't Budgeting](#)

[Survey: Pets Drive Millennials' Decision to Buy](#)

## Drake TV



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



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

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

## Our Partner

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.**

## The Broker's Corner

A properly executed referral requires two forms. One form is an agreement between Drake and the receiving broker that the receiving broker will pay a referral fee. The other form is an authorization from our agent's client that the client is willing to be referred. Both GAR and RE provide these forms.

The RE forms are:

RE156 - Broker Consent to Pay Referral Commission

RE157 - Prospect's Acknowledgement and Consent to Referral

The GAR forms are:

CO10 - Referral Agreement (Broker to Broker)

CO11 - Referral Authorization

Make sure that you submit both forms. This is real estate law and all agents must comply with providing both of these forms this is not optional.

Referral paperwork should be signed prior to an agent working with the client they are being referred. You should never wait to get this paperwork signed after the fact.

Please do not hesitate to seek clarification if you have any question

**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)**

**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

Disclosure of Brokerage Relationships part 1

(a) No licensee shall buy or lease, nor take an option to buy or lease, any interest in property listed with the licensee or the licensee's firm on which the licensee or the licensee's firm has been requested to act as a broker, unless the licensee shall clearly disclose the licensee's position as a buyer to the seller or as a tenant to the landlord, as the case may be, and insert a clause to this effect in the contract. Neither shall any licensee sell or lease or otherwise convey any interest in property owned by the licensee to any person, unless

the licensee shall clearly disclose the licensee's position as a seller to the buyer or as a landlord to the tenant, as the case may be, and insert a clause to this effect in the contract.



Our Partner



Visit Our Partner

Our Partner



Visit Our Partner

Our Partner



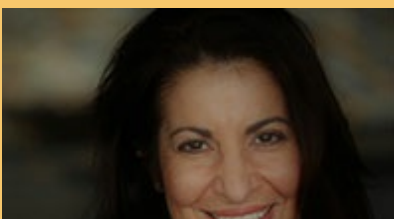
**Bank Shot**  
 More time for you and your business  
 Send earnest money deposits and other checks  
 to your broker securely with your mobile phone.  
 Convenient \* Compliant \* Simple

Visit Our Partner

Drake Around Town



Tracy Southerland  
Click for More



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.

### Tips:



- Please put in the full property address including city, state, and zip code.
- When you sign up put in the broker code.
- Don't forget to endorse the back of the check.
- **Don't forget to go back the next business day and verify that your received a green check mark which means the check was accepted in the system.**

Please contact Mary with your questions or concerns.

Mary Gasparini  
[drakereoffice@gmail.com](mailto:drakereoffice@gmail.com)  
770-365-4865

## CE Classes and Networking Opportunities

### FREE CE CLASSES

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



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

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**  
ATTORNEYS AT LAW

### 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

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

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

## AnnieMac Worx - Valuable Tools for Your Business

The Georgia  
Golf Trail   
Presented by Bobby Jones®

[Georgia Golf Trail August News Letter](#)

**The Lakes**   
Golf Course at Laura S. Walker

The Lakes

The Lakes Golf Course was designed by Steve Burnes and features native sand for the many bunkers and waste areas. This coastal Georgia course has three large lakes and is very close to the Okefenokee Swamp. Popular for great course conditions and mild weather.



The Lakes Golf Course at  
Laura S. Walker State Park  
5500 Laura Walker Rd.  
Waycross, GA 31503

912-285-6154  
877-591-5578



The Lakes

---

## 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](http://www.fmls.com).

Training classes conducted at all 3 FMLS centers can always be found on [www.fmls.com](http://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](http://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](mailto: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](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.

---

## **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

Copyright © 2017 All Rights Reserved.