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The Landing Spot

Greetings!

I have you all had a nice Labor day holiday and fared well through Irma. All of Drake Office are operational after the storm.

Please note that if the local school district is closed your Drake Realty office in the district will be closed for the safety of our Drake team. We always open as soon as it is safe to do so. Your safety is our top priority.

A Word from Glenn

Technology is always improving our business experience. Lately I and several other agents have had great success using RentSpree. RentSpree's

The Broker's Corner

Below are some basic reminders that have been mentioned in previous Newsletters, but still are common items not being handled correctly by our

agents. Remember when a problem occurs with a transaction it is usually an extended period of time after the contract has closed. Therefore, your documentation and how you handled the paperwork are what protect you and Drake Realty. The Real Estate Commission wants clearly defined

Online Rental Application solves all of your problems with rentals. You can easily send out rental applications and receive instant tenant verification information. This service is free to use for any real estate agent or brokerage. No strings attached. Check out [RentSpree](#) today.

Drake Realty

Glenn Recommends

[Report: Short Supplies Pummel Home Sales](#)

[5 Hot Outdoor Trends to Watch for Fall](#)

[Climate Change to Trigger Housing Crisis?](#)

[Reach Out to Prospects Who Have Fallen Silent](#)

Drake TV



Drake is Family

Drake Realty is Innovation

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[Drake Agent's Concierge Link](#)

Maria Riggs - Director Of Client Relations & Marketing

Our Partner



roles in a transaction thus the Buyer's Brokerage Agreement. Read below to refresh yourself on some basic information that serves as reminders and help as you do your daily Real Estate tasks.

A Buyer's Brokerage Agreement is needed for each buyer/seller you work with so you have an established clearly defined relationship with your client (See Part 2 of this month's Real Estate Law section of Newsletter).

When you are listing a home remember to immediately send in a fully executed Listing Agreement to the office. I also want to remind you that McMichael and Gray our preferred attorneys are happy to assist with legal descriptions if you need one for your listing. Please e mail them directly at drake@mcmichaelandgray.com and ask for assistance as this is the e mail account specifically developed for Drake Agents that McMichael and Gray set up for our firm. You do not need to send offers to the office, but we do need fully executed binding contracts sent to the office within 72 hours of binding to insure we are compliant with GREC. Each time an amendment to the contract or an extension to the contract is done the office needs a copy of these documents. The office takes each part of the contract that you send in, and puts the information in your database by property address. When you close a property you will have a complete file on the property in your database if you need to refer to the paperwork in the future. Also, remember if a property Terminates we need a complete copy of the contact and the fully executed T&R even if the contract was binding less than 24 hours.

These are very simple reminders, but are often common mistakes in the office. The office staff is here to insure all of us are compliant in every 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

Disclosure of Brokerage Relationships part 2

(b) A licensee shall make or cause to be made a written disclosure to both buyer and seller or to both lessor and lessee, as the case maybe, revealing the party or parties for whom that licensee's firm is acting as agent or dual agent and from whom that licensee's firm will receive any valuable consideration for its efforts as agent in the transaction. If the licensee's firm is not acting as an agent for either party, then the licensee shall make a written disclosure revealing from whom that licensee's firm is acting as agent or dual agent and from whom that licensee's firm will receive any valuable consideration of its efforts as agent in the transaction. If the licensee's firm is not acting as an agent for either party, then the licensee shall make a written disclosure revealing from who the licensee's firm will receive any valuable consideration for its efforts in the transaction. The written disclosures required by this paragraph must be made in a timely manner, but in any event not later than the time that any party first

makes an offer to purchase, to sell, to lease, or to exchange real property.

(c) Real estate licensees shall not pay a fee or commission to a licensee representing another party to a transaction except with full knowledge and written consent of all parties.

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 Georgia Real Estate

Home Mortgage

American Neighborhood Mortgage Acceptance Company

NMLS# 338923

"Real People, Real Stories, Real Solutions"

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Drake Database

Please remember to log into the [Drake database](#) every 14 days or less. You can view all of your Contracts, Listing Agreements and Buyers Brokerage Agreements in the database.

IF YOU HAVE PROBLEMS LOGGING
PLEASE EMAIL
drakestockbridge@gmail.com WITH
YOUR ISSUE.

within the rules and regulations of the Ga. Real Estate Commission.

Bank Shot Tips

Your Closing Attorney Can Us Bank Shot Too!



If you are unable to attend closing or the closing is delayed and the closing attorney's office states they are going to mail a check to the office with a fully executed CD suggest that they download the [Bank Shot app](#) and use our guest sign on which is as follows: drakerealtyga@gmail.com
[drakeguest](#)

Then have them email the fully executed CD to drakecommdeposits@gmail.com.

This will allow the attorney's office to not have to mail the check, and it allows you to be paid timely manner.

If you paid at table, please deposit the Drake check via Bank Shot and email the fully executed CD to drakecommdeposit@gmail.com.

Please contact Mary with your questions or concerns.

Mary Gasparini
drakereoffice@gmail.com
770-365-4865

Get Ready: The ActiveKEY is Retiring!!

Why is the ActiveKEY retiring?

The old hardware that runs the key is sun setting. In the near future, your ActiveKEY will no longer work.

What are my options?

1. Use your smartphone as your key. Download the Supra eKEY app onto your phone from Apple's "App Store" or Google's "Google Play." Once downloaded, try the eKEY in demo mode.
2. Alternate Key, XpressKEY (replacement for ActiveKEY)

eKEY allows you to:

- Customize iBox BT LE access hours and listing-specific information
- Track iBox BT LE inventory and view iBox settings
- Send showing feedback to listing agents from within the eKEY app
- Your eKEY will also automatically update using your phone's cellular service so you are ready to show listings at a moment's notice. Once updated for the day, there is no need to be in cellular coverage when showing a listing. With an authorization code, you can easily switch between phone or tablet, and eKEY is less expensive than alternate key methods.

How do I prepare?

- Login to SupraWEB to ensure you have your credit card registered
- More information is available on the Supra website at [Get-the-App](#) or

CE Classes and Networking Opportunities

FREE CE CLASSES

If you need CE, classes can be found online.

Networking & Workshops

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 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

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



Stone Mountain Golf

Nestled at the foot of Stone Mountain and just minutes from downtown Atlanta, Stone Mountain Golf Club offers two championship courses that provide the perfect challenge for any skill level.

These two courses - Stonemont and Lakemont - wind through a forest of Georgia pines and around Stone Mountain Lake. They offer breathtaking views and wonderful, natural rock formations that will make your round of golf truly a memorable one.

Stone Mountain Golf Club is fully staffed with trained PGA professionals and a head golf instructor that provide top-flight instruction, precision club fitting, and expert guidance. The golf shop is professionally merchandised with everything a golfer would need, as well as those unique collectibles to remember your experience.



Stone Mountain Park



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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