



In This Issue

[Broker's Corner](#)

[License Law Reminder of the Month](#)

[Bank Shot Tips](#)

[CE & Networking](#)

[News from our Partners](#)

[FMLS News](#)

The Landing Spot

Greetings!

Happy Fall!

Drake Offices will be closed on Oct 9th. Drake Offices are closed for all Bank Holidays. Please insure you have all business completed by end of day Friday Oct 6th. Remember you can utilize Bank Shot 24/7 to handle all banking transactions.

Take this time to enjoy this beautiful weather with family and friends.

A Word from Glenn

Are you using E-sign?
Don't wait start today. FMLS

has rdocs up and running. If you are unfamiliar. Check out the information on rdocs under our FMLS News section

The Broker's Corner

Real Estate is always changing, and each new contract and closing

under our FMLS News section
of our newsletter.

Drake Realty

Glenn Recommends

[5 Tips to Shake your Listing
Presentation Slump](#)

[Some Homeowners Really Are
Stuck](#)

[6 Easy Ways to Boost Curb
Appeal](#)

[Borrowers May Find it Easier to
Get a Mortgage](#)

Drake TV



Drake Realty is Innovation

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

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

Our Partner



Our Partner



present new challenges.

It is very important to insure your client schedules their inspection right away as the due diligence period moves quickly, and if they need to get an expert opinion on a particular issue based on the results of the inspection this needs to be done within the due diligence time frame. Remember the seller does not have to extend due diligence because your client was unable to complete and get the results of all inspections. If you give ample time and request an extension to the due diligence period with sound reasoning this is often granted, but it is not automatically granted by making a request.

Two very important things to keep in mind in regards to due diligence.

1. If you are going to request repairs based on the results of the inspection give the seller ample time to respond. It is not reasonable to present an amendment at 7:30 P.M. on the night the due diligence ends at 11:59 P.M. Many of you as you are reading this are thinking that can't happen often, but the fact is it happens on a regular basis. Staying on top of issues such as this make your client feel good that they are working with a true Real Estate Professional who has their best interest at heart.
2. The second very common issue is real estate agents feeling as if they don't need to terminate a contract during the due diligence period simply because they "are talking about the issues" with the other agent. If you do not have a signed agreed upon amendment you have nothing as Real Estate transactions require amendments agreed upon by all parties with dated signatures. If you lose your clients Earnest Money due to the fact that you allowed them to move forward in a transaction simply because you thought you and the other agent had worked out a deal verbally and this did not occur in the end then you will have a very unhappy unsatisfied client on your hands due to your lack of judgement.

The items above are common sense and basic real estate, but issues occur all of the time due to thinking things will work out and not keeping the due diligence time frame as your guideline.

If you have any questions or concerns on due diligence please do not hesitate to ask questions.

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-.09. Advertising - Part 1
Definitions.

Advertising or Advertisement

For the purpose of this Rule, the term "advertising" or "advertisement" means any manner, method, or activity by which a licensee through the use of any media makes known to the general public real estate for sale, rent, lease, or exchange.

Media

For the purposes of this Rule, the term "media" includes, but is not limited to, print, photographs, broadcast, and the Internet including, but not limited to,

[Visit Our Partner](#)

Our Partner



[Visit Our Partner](#)

Our Partner



[Visit Our Partner](#)

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.

print, photographs, broadcast, and the Internet including, but not limited to, newspapers, magazines, flyers, posters, business cards, billboards, radio, videos, television, signs (including office, directional, "for sale," "for lease," "sold," or vehicle signs), newsletters, voicemail, e mail, facsimile transmissions, Internet websites, blogs, video blogs, property listing database services, e mail farming, news groups, discussion lists, bulletin boards, social networking/social media, instant text messages, multimedia advertising, banner ads, pop-ups, and similar media.

Misleading Advertising.

Any advertising that is misleading or inaccurate in any material fact or in any way misrepresents any real estate is prohibited. Whenever a licensee becomes aware that a principal with whom the licensee's firm has a brokerage engagement is advertising to sell, buy rent, lease, or exchange real estate in such a manner that is inconsistent with this rule, the licensee must immediately take steps to stop the advertising until it complies with this rule.

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

iPhone App Store Update

Please note when searching in the iPhone App Store, you can find Bank Shot listed as Bank Shot Drake.



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 drakecommdeposit@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
drakerealooffice@gmail.com
770-365-4865

Get Ready: The ActiveKEY is Retiring!!

When is the ActiveKEY 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 www.supraekey.com.

CE Classes and Networking Opportunities

FREE CE CLASSES

If you need CE, classes can be found online.

Networking & Workshops



&
L
E
A
R
N

Bringing our best real estate clients together for the opportunity to network and to be informed on an industry related hot topic.

Light Appetizers and Drinks will be Provided.

UNCLE JULIO'S
— MEXICAN —
from Scratch

6115 Peachtree Dunwoody Rd
#100, 2nd Floor, Sandy Springs, GA 30328

Tuesday, October 3rd from 6-8pm

20 Minute "Hot" Topic:
Handling Multiple Offers

RSVP to Victoria@McMichaelandGray.com by October 2nd

McMichael & Gray, PC
ATTORNEYS AT LAW

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 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

S
I
P
&
L
E
A
R
N



Bringing our best real estate clients together for the opportunity to network and to be informed on an industry related hot topic.

Light Appetizers and Drinks will be Provided.

UNCLE JULIO'S
— MEXICAN —
from Scratch

6115 Peachtree Dunwoody Rd
#100, 2nd Floor, Sandy Springs, GA 30328

Tuesday, October 3rd from 6-8pm

20 Minute "Hot" Topic:
Handling Multiple Offers

RSVP to Victoria@McMichaelandGray.com by October 2nd

McMichael & Gray, PC
ATTORNEYS AT LAW

The Georgia
Golf Trail 
Presented by Bobby Jones®

Lake Blackshear 
RESORT & GOLF CLUB

Welcome to Lake Blackshear

From any vantage at Lake Blackshear Resort & Golf Club, the view of 8,000-acre Lake Blackshear certainly is breathtaking. Nestled in the middle of Georgia Veteran's Memorial State Park, just a short two-hour drive from Atlanta, our resort is the ultimate destination for any escape, from an adventurous weekday getaway, to a family reunion, to a romantic weekend, to a corporate meeting.

Guests will find a variety of activities to suit every taste: golfing, hiking, fishing, dining and swimming. The natural surroundings put every guest at ease and in the mood to be creative and productive.



LAKE BLACKSHEAR RESORT & GOLF CLUB
2459-H US Highway 280 West * Cordele, GA 31015

Cordele Toll Free: (800) 459-1230

Email: sales@lakeblackshearresort.com

FMLS News

Attention all FMLS members:

As of TODAY, 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

Drake Realty serving the community for 26 years

Copyright © 2017 All Rights Reserved.