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A Word from Glenn

Mary, Bernie and I would like to wish you and your family Happy Holidays. We look forward to working with you in 2018.

Drake Realty

The Landing Spot

Greetings!

Happy Holidays!

Drake Offices will be closed Monday December 25th and reopen on Tuesday January 2, 2018 for the Christmas/New Year's Holiday. Please plan your business accordingly. In case of an emergency call the Marietta Office 770-565-2044, and leave a message. You will receive a response to your call. Remember you can utilize Bank Shot 24/7 to handle all banking transactions. We wish you and your Family a safe and happy Holiday Season.

The Broker's Corner

We are going paperless as we will be rolling out Dotloop to our agents.

Dotloop is being utilized across the country as the leading technology source for agents and brokerages to truly go paperless. If you would like to be an early adopter on dotloop e mail Mary at drakerealooffice@gmail.com and we will get you signed up to be trained on the system. You will no

longer have to send paperwork to the office as the paperwork will be in the loop visible for the office staff to process.

Below is a basic overview of dotloop.



Drake Realty is Innovation

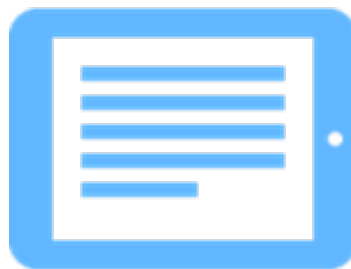
Edit, share, esign, store documents anytime, anywhere. Intuitive and powerful real estate technology designed to keep up with your top-performing, on-the-go lifestyle.



Focus on what matters
Say goodbye to paperwork: easily access and auto-fill forms so you can close more, faster.



Happy clients, happy agents
Deliver a seamless end-to-end experience that wows your clients - and their referrals.



Wherever, whenever
Whether you're on the road or the beach, get deals done with dotloop for iOS and Android.

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

Our Partner



Deanna Matney
Branch Manager
NMLS# 281710

Office: (800) 450-2010 Ext. 3040
Cell: (770) 823-7991
Fax: (706) 412-5068

Email: Deanna.Matney@nafinc.com
[Visit Our Partner](#)

Our Partner



[Visit Our Partner](#)

[Drake Agent's Concierge Link](#)

[Maria Riggs - Director Of Client Relations & Marketing](#)

Our Partner



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Our Partner



[Visit Our Partner](#)

Our Partner



More time for you and your business
Send earnest money deposits and other checks

[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.

License Law Reminder of the Month

License Law Reminder of the Month - Internet Advertising

The Internet has become the new wave in real estate advertising. It has many attractive features for real estate advertising, not the least of which are lower costs than traditional advertising and an audience with generally higher incomes. It offers licensees the opportunity to control directly both the content and the visual impact of their advertising and to update it instantly.

Yet with all those attractive features, advertising on the Internet has its pitfalls. There are several key issues that licensees using the Internet should remember. All of the advertising laws and rules of the license law that apply to other advertising media apply to the Internet.

Advertising must be in the name of the real estate firm holding the licensee's license.

The advertiser cannot abbreviate the firm's name. For example, if a firm is registered with the Commission as "All Broker Company," the advertiser may not abbreviate it to "ABC."

The advertisement must not be misleading or inaccurate in any material fact or in any way misrepresent any property, terms, values, services, or policies.

The advertisement must not be directed at or refer to persons of a particular race, color, religion, sex, handicap, familial status, or national origin.

When a licensee offers brokerage services outside the state of Georgia or advertises properties located outside of Georgia, he or she must have the proper license in that jurisdiction or otherwise be in full compliance with its laws.

The licensee's broker must review all Internet advertisements.

The Internet provides almost unlimited opportunities for licensees to describe their services. However, that unlimited opportunity also provides unlimited opportunity for error. Thus, all Internet advertising probably requires even more careful review by the broker than traditional forms of advertising. Yet, licensees who follow the old guidelines cited above should be able to ride the new wave safely to shore.

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

Bank Shot Makes Your Holiday Season Easier

Use Bank Shot for those end of year closings by depositing your commission check via Bank Shot and emailing the Settlement Statement to drakecommdeposit@gmail.com.

You can also pay your monthly fees via Bank Shot and deposit Earnest Money saving you time on the road.



If you are 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
drakerealoffice@gmail.com
770-365-4865

CE Classes and Networking Opportunities

SAVE THE DATE

2018 Contract Class

Lunch will be provided by New American Funding. I look forward to excellent attendance at these events.

Southside East - Clayton County
Tuesday January 9, 2018
from 10:00 AM to 1:30 PM EST
Morrow City Hall
The Community Room
1500 Morrow Rd.
Morrow, Ga. 30260

Metro North
Tuesday January 16, 2018
from 10:00 AM to 1:30 PM EST
Heritage of Sandy Springs
6110 Blue Stone Rd.
Sandy Springs, Ga. 30328

Southside West - Peachtree City
Thursday February 8, 2018
from 10:00 AM to 1:30 PM EST
The Bridge Community Center
225 Willowbend Rd.
Peachtree City, Ga. 30642

Lake Oconee
Thursday February 13, 2018
from 10:00 AM to 1:30 PM EST

From 10:00 AM to 1:30 PM EST
Lakeside Church at Lake Oconee
Family Life Center
5800 Lake Oconee Pkwy.
Greensboro, Ga. 30642

Networking & Workshops

News from our Partners



Have you contacted Deanna Matney? Give her a call today. NewAmerican Funding can help your client achieve their home ownership dreams. If you need any assistance with the loan process please contact Deanna Matney.

Deanna Matney
Branch Manager
NMLS# 281710

Office: (800) 450-2010 Ext. 3040
Cell: (770) 823-7991
Fax: (706) 412-5068
Email: Deanna.Matney@nafinc.com

Address: 5607 Glenridge Dr Ste. 100
Atlanta, GA 30342

Website: www.newamericanfunding.com



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*[®]



The Creek Golf Course at Hard Labor Creek State
Park

The Creek at Hard Labor is known for its challenging layout in a pristine, natural setting. Featuring Champion Bermuda greens and narrow tree-lined fairways, The Creek was named "4th sweetest deal in USA" by Golf Digest Frugal Golfer in 2010. The first hole at The Creek was voted "the hardest starting hole in Georgia."





The Creek Golf Course at Hard Labor



The Creek Golf Course at Hard Labor Creek State
Park

1400 Knox Chapel Road
Social Circle, GA 30025

Located 2 miles north of Rutledge. Take I-20 to Exit 105, Newborn Road. Travel east 2.5 miles across Atlanta Highway to E. Dixie Highway. Turn left, then right on Fairplay Road. Go 2.6 miles to Knox Chapel Road. Turn left and proceed 0.7 miles to the course entrance on the left.

FMLS News

Attention all FMLS members:

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

Suggestions

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.)

We encourage you to 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 Knowledge Base.

CE Training classes are being conducted at all 3 FMLS centers, and they can be found on the Training Schedule. We also have On Demand short videos on the FMLS YouTube channel.

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 1:00 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!

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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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