



News and Events

that you don't want to miss!

January 2018



New Year.....New Programs.....New
Commitment to Technology

If you want to be successful in today's Real Estate Market an agent needs to insure they are up to date on the latest Real Estate technology.

Bank Shot is a mobile app to deposit your Earnest Money checks and commission checks on your phone. It is a simple process to utilize and will allow you to deposit checks on the go!

Broker's Corner

Dotloop is the best online tool I've experienced for managing real estate agreements. Once you set up a "loop" for a property/client, the software makes it super easy to add all the additional

amendments and forms. When you forward your clients documents via Dotloop, they can easily complete digital signature right from their smart phone. With the app on your phone, you will know immediately when each and every party has completed signing. Once complete, you can download whatever selected documents you choose into a single PDF file for forwarding to the closing attorney, mortgage broker, etc. It's easy to learn and will absolutely reduce the average amount of time it takes to put together a contract.

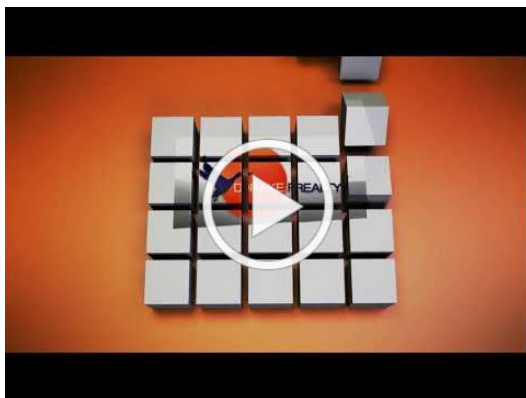


Mike Hirsch
Drake Realty

DotLoop is now available to our agents. It will increase overall agent, client, and office efficiencies to become a truly paperless environment. No longer will you send paperwork to the office. You will be in the loop and our administrative staff will process your paperwork from the loop you created. DotLoop will be our document storage system. While you will still be able to access the Drake Database for previous paperwork all new transactions will be done in the loop. All forms and documents will be in the loop you will not be using RDocs or Transactions Desk to pull your forms.

See below what our agents think of Bank Shot and DotLoop.

Make 2018 the year you embrace Real Estate Technology as it will increase your overall efficiency, and make you a more productive agent.



I have been using dotloop now for 4 years. Keller Williams provided this service for free for their agents. In this electronic age, most people look for homes online, shop online and pay their bills online. People are accustomed to doing things electronically. Why should buying a house be any different? I never liked using transaction desk but dotloop is very user-friendly for us as agents and for the clients. They can use their phone to sign a contract! All my clients just love the convenience and the fact that they have access to everything they signed, at anytime, right there online. I can't say enough good things about the customer service at dotloop. In fact dotloop had become such a big part of my business that when I switched over to Drake Realty, I brought dotloop with me and paid for the service myself. I know once you get used to it you will love it as much as I do!



Sandy Gilman
Drake Realty

We, at Drake Realty continuously striving to enhance your real estate business with the latest technology. Dotloop guarantees your contracts are received by our office in a timely manner, saving you time and keeping you compliant with GREC and Drake Realty. To sign up for Dotloop services, please email Mary at drakerealoffice@gmail.com.



License Law Reminder of the Month

– **Real Estate Terminology and Definition**

a)

"Agency" means every relationship in which a real estate broker acts for or



Remember to maintain your Georgia Real Estate License by taking the required CE Classes. Also don't forget to renew your license prior to it expiring. For more information on your GA Real Estate License you should log into GREC Online Services. Please see the link below.



Georgia Real Estate Commission
Georgia Real Estate Appraisers Board

[GREC Home Page](#)

[GREC Online Services](#)

Remember to log into FMLS and GAMLs to keep your log in active.

FMLS Tech Support

404.255.4215

GAMLs Support

770.493.9000



represents another by the latter's express authority in a real property transaction;

(b)

"Applicant" means any person who has completed all of the requirements for a license or an approval as set forth in O.C.G.A. Chapter 43-40 and in any Chapter of the Commission's Rules and Regulations and who has submitted a complete application on the proper form accompanied by the correct fee;

(c)

"Bank" means any financial institution regulated by a member of the federal financial institutions examination counsel and authorized to provide federally insured checking accounts;

(d)

"Brokerage engagement" means a written contract wherein the seller, buyer, landlord, or tenant becomes the client of the broker and promises to pay the broker a valuable consideration or agrees that the real estate broker may receive a valuable consideration from another in consideration of the broker's producing a seller, buyer, tenant, or landlord ready, able, and willing to sell, buy, or rent the property or in consideration of the broker's performing property management services or performing community association management services. Such contracts or agreements as an exclusive listing contract, an open listing contract, a buyer broker agreement, a property management agreement, a community association management agreement, and an exclusive tenant representation contract are examples of brokerage engagements;

(e)

"Brokerage relationship" means the agency and non-agency relationships which may be formed between the broker and the broker's clients and customers as a result of the brokerage engagement.

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

FMLS Member Login



GAMLS Agent Login



Bank Shot

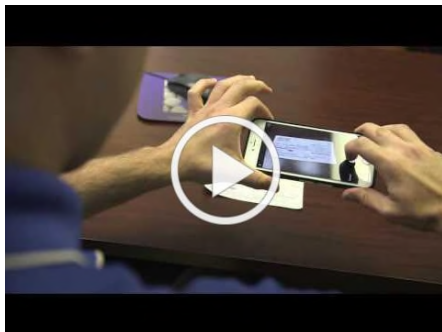
More time for you and your business

Send earnest money deposits and other checks to your broker securely with your mobile phone.

Convenient * Compliant * Simple

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

Questions or concerns call
Mary Gasparini
drakerealoffice@gmail.com
770-365-4865



rules and regulations of the GA Real Estate Commission.

Bank Shot Tips

BankShot has been an incredible tool for our team. It saves us time driving checks to and from the Drake offices. This allows us to spend more time selling and less time running around worrying about delivering checks. I can't tell you how much time and miles we have saved using this app. Truly a fantastic product that gives more time in your day to focus on client service. Thank you Bernie and Glenn and for giving us such a perfect tool for our industry!



- Roger Webb (Webb Real Estate Team)

Bank Shot saves you time and money. Download the Bank Shot app to your SmartPhone today. Available for iPhone and Android applications. For a copy of instructions email drakestockbridge@gmail.com.

McMichael & Gray, PC
ATTORNEYS AT LAW



Visit Our Partner

McMichael & Gray, PC is Drake Realty's Preferred attorney. Please contact McMichael and Gray, PC for all your closing needs.

Main Number: 678-373-0521

McMichael & Gray, PC is a preferred HUD attorney.

Please use the form linked below

[New Buyer Select Form](#)

RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

[Drake Agent's Concierge Link](#)

[Visit our website](#)

When you close with McMichael & Gray you have the option to be paid at table. Turn the Pay at Close form in 5 day prior to closing to insure you are paid at table. If you have not received at Pay at Close form, please contact on of the Drake Offices and receive the form via email.



Visit Our Partner

Drake Realty is Proud to partner with NewAmerican Funding, Inc.

If you need assistance with any deal, Deanna is available to you 7 days a week. Deanna has 21 years of experience and will work hard for you and your client. Do not hesitate to contact her today!



Deanna Matney

Deanna Matney
Direct: **800 450-2010 x 3040**
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Fax: [706 412-5068](tel:706-412-5068)
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[Visit our website](#)

Drake Realty Partners



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[770-447-5121](tel:770-447-5121) atlpeachmovers.com

[Visit our website](#)

Upcoming Events

Click on the link below to register. Seating is limited. Register today! Lunch will be provided.

[2018 Contract Class - Feb 8,](#)



2018 Contract Class - Feb 13,
2018 Lakeside Church at Lake
Oconee



Glenn



Bernie



Mary



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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.

Please Remember to Sign In to the Drake Database every 14 days to stay compliant.