



## News and Events

that you don't want to miss!

### March 2018



### Broker's Corner

---

It is imperative you as a licensed agent follow the Georgia Real Estate Commission rule when you make an offer to purchase a property, you purchase a property, or you sell a property.

Agents must inform their broker in writing when entering into any real estate transaction prior to signing the contract. This means when you decide that you are going to purchase a home or property, you must email the broker at [drakerealoffice@gmail.com](mailto:drakerealoffice@gmail.com) and inform them that you are going to begin looking for a property. Once you have identified the property, you need to send another email with the property address listed. Remember in the contract



We, at Drake Realty, are 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 click the link below to email our dotloop team. If you have used or are currently using dotloop, advise our dotloop team so we can link your dotloop account with Drake Realty .Please indicate if you use GAR or RE forms.

[Sign up for dotloop](#)

you also must disclose that you are a licensed agent in the State of Georgia with a real estate license number of \_\_\_\_\_ and working under the license # \_\_\_\_\_ of the broker.

When you are going to list a personal property for sale, you must also notify your broker prior to listing your home. Please send an email along with the property address

to [drakerealoffice@gmail.com](mailto:drakerealoffice@gmail.com).

Also please note on the listing that you are a licensed real estate agent selling your personal property. If you are listing the property on your own then you must state on the sign in your yard that you are a licensed real estate agent and include your license number. You need to make sure that you inform the broker in the email if you are going to list it via the listing services or on your own. You cannot use a Drake Realty sign to list a property on your own but you must have broker permission.

Please contact us with any questions or concerns as this is Real Estate Law and you as a licensed agent must adhere to this policy.

---

## License Law Reminder of the Month

---

Rule 520-1-.05 Maintaining a License



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



(1) Required Education. O.C.G.A. Section 43-40-8(d) requires that each salesperson must furnish to the Commission within one year of the issuance of an original salesperson's license evidence of satisfactory completion of a post-license course of study of at least 25 instructional hours (other than the Salespersons Prelicense Course or Brokers Prelicense Course) approved by the Commission. Salespersons must have completed such course:

(a) no earlier than one year before the date of issuance of the original salesperson's license, or

(b) no later than either:

1. one year after the date of issuance of an original salesperson's license or

2. eighteen months after the date of issuance of an original salesperson's license if the salesperson qualifies for the six month extension of time authorized by the O.C.G.A. Section 43-40-8(d).

(c) if the salesperson is a non-resident who has successfully completed in his or her state of residence a post-license course substantially similar to Georgia's Salespersons Post-license Course prior to the issuance of a Georgia salesperson's license (or in the first year after being issued such a license), then such course shall be deemed to have met the requirements of O.C.G.A. Section 43-40-8(d).

(d) In order to renew an active license, a licensee shall furnish to the Commission evidence of satisfactorily completing thirty-six (36) instructional hours of continuing education courses during the renewal period. The effective date of this requirement shall be July 1, 2015. Any licensee who renews an active license on or after this date must have completed thirty-six (36) hours of continuing education courses to renew.

(e) A licensee shall satisfactorily complete at least three (3) hours of continuing education on the topic of license law during each renewal period. The effective date of this requirement shall be July 1, 2016. Any licensee who renews an active license on or after this

FMLS Member Login



GAMLS Agent Login

date must be completed at least three (3) hours of continuing education on the topic of license law in order to renew.

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

**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](mailto:drakecommdeposit@gmail.com).

Questions or concerns call  
Mary Gasparini  
[drakerealoffice@gmail.com](mailto:drakerealoffice@gmail.com)  
770-365-4865



## Bank Shot Tips

Did you know you can always have your client use the guest Bank Shot sign on to submit their Earnest Money? All you need to do is instruct them to download the Bank Shot app & give them the guest password.W

The password is below:

[drakerealtyguest@gmail.com](mailto:drakerealtyguest@gmail.com)  
drakeguest

It is also is great for when you have wire transfer request. Avoid wire transfer fees by using Bank Shot. It is as easy as downloading the Bank Shot app & snapping a picture of the check.

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](mailto: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



RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

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](#)

[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.



Deanna Matney

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  
Direct: 800 450-2010 x 3040  
Cell: [770-823-7991](tel:770-823-7991)  
Fax: [706 412-5068](tel:706-412-5068)  
Email [Deanna.Matney@nafinc.com](mailto:Deanna.Matney@nafinc.com)

[Visit our website](#)

### Drake Realty Partners



[Visit our website](#)



[Visit our website](#)



## Upcoming Events

---

If you are in need of CE Credit Hours, please email Mary at [drakerealoffice@gmail.com](mailto:drakerealoffice@gmail.com)

**Drake Offices are Closed March 30th in Observance of Good Friday. Please be sure all business is completed prior to end of day Thursday. Please utilize Bank Shot to deposit commission checks, earnest money or other monies. Email closing documents/settlement statements to [drakecommdeposit@gamil.com](mailto:drakecommdeposit@gamil.com).**

---

**SIP & LEARN**  
hosted by  
**McMichael & Gray, PC**

Thursday March 8th 4:30-  
7:00 pm

RSVP to  
Victoria  
by March 7th

**RSVP**

S  
I  
P  
&  
L  
E  
A  
R  
N



RSVP to [Victoria@McMichaelandGray.com](mailto:Victoria@McMichaelandGray.com) by March 7th

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  
2nd Floor, Suite 100, Sandy Springs, GA 30328

**Thursday, March 8th from 4:30-7:00pm**

**30 Minute "Hot" Topic:**

*Tax Deductions & Business Entities for Real Estate Professionals*

CPA and owner of E. A. Williams & Company, Ed Williams, will discuss how to maximize your tax savings as a real estate professional through deductions and business organization. Have you ever wondered whether you should form a business entity for your real estate business? Learn the differences and benefits of entity structures available and the pros and cons of each.

**McMichael & Gray, PC**  
ATTORNEYS AT LAW



Glenn



Bernie



Mary

[DRAKE REALTY](#) [ABOUT US](#) [CONTACT US](#)

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.