



News and Events

that you don't want to miss!

November 2018



Broker's Corner

The inventory level is low and many clients are rushing on their purchase decision to insure they do not lose the opportunity of going binding on a perspective home. This has created many Termination and Release (T&R's) coming through the offices. A contract is not terminated until a fully executed T&R is submitted to the office. It is important to note if you are the Listing Agent you cannot put the home back to active until you have a fully executed T&R.

If you are using a GAR Form you need to send a fully executed F-83 to the office so we can move the terminated file from the open to closed file. Please note if your client is going to continue working with you to find another home, and we are holding the Earnest Money ask your client to send you an e mail stating that the Earnest Money being held for example to

Sign up for dotloop



Easy Offer Best Practices

When utilizing the Easy Offer™ feature in dotloop, we will want to follow some best practice tips. * If you have not yet set up your Easy Offer™ folder yet, you can do so by following the steps HER...

[Read more](#)

support.dotloop.com

It is important to remember to submit all documents for review to insure to stay compliant with GREC and license law.

property address 3535 Roswell Rd. Marietta, GA. 30062 can continue to be held by Drake Realty for a future purchase. If you are using RE Forms please insure you submit a fully executed RE-212 and RE-263. Remember all parties must sign these documents even if you are in the inspection due diligence period.

If the attorney is the one holding the Earnest Money please follow the same procedure listed above, and also remember to send a copy to the office so we update our files and move the file from open to closed.

Properly doing a T&R on one contract prior to starting on the next contract with the same client is critical as we cannot issue a commission check if all paperwork has not been properly submitted so we can T&R the contract in our system.

If you have any questions on properly doing a T&R please do not hesitate to ask.



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

License Law Reminder of the Month

Rule 520-1-.04 Obtaining a Salesperson and Broker License continued from October Newsletter

(3)Examinations.

(a)Candidates for licensure must take a Commission approved examination and make a passing score as determined by psychometrically sound criterion-related methods associated with assessment of minimal competence. The methods used and the minimum passing score shall be published prior to the administration of the examination.

(b)Any candidate for licensure who served on active duty in the armed forces of the United States, or on active duty in a reserve component of the armed forces of the United States including the National Guard, for a period of one year or more, of which at least 90 days were served during

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



[FMLS Member Login](#)



[GAMLs Agent Login](#)



FMLS - Contact Us

[Contact Us](#) [Privacy Policy](#) [Terms of Use](#) [Copyright \(DMCA\)](#) [Notice](#) [Accessibility Notice](#)

[Read more](#)

www.fmls.com

wartime or during any conflict when military personnel were committed by the President of the United States, shall be entitled to a credit of five points. If such candidate for licensure is taking the examination in order to become licensed as a community association manager or a salesperson, said points shall be added to the grade made by the candidate for licensure in answering all questions in any such examination. If such candidate for licensure is taking the examination to become licensed as a broker, said points shall be added to the grade such candidate for licensure makes on the Information Gathering section of the examination and to the grade such candidate for licensure makes on the Decision Making section of the examination.

(c)Any candidate for licensure who is disabled who served on active duty in the armed forces of the United States, or on active duty in a reserve component of the armed forces of the United States including the National Guard, during wartime or during any conflict when military personnel were committed by the President of the United States shall be entitled to a credit of five points if the disability was for an injury or illness incurred in line of duty and such disability is officially rated at less than 10 percent at the time of taking said examination. If such candidate for licensure is taking the examination in order to become licensed as a community association manager or a salesperson, said points shall be added to the grade made by the candidate for licensure in answering all questions in any such examination. If such candidate for licensure is taking the examination to become licensed as a broker, said points shall be added to the grade such candidate for licensure makes on the Information Gathering section of the examination and to the grade such candidate for licensure makes on the Decision Making section of the examination.

(d)Any candidate for licensure who is a disabled veteran and who served on active duty in the armed forces of the United States, or on active duty in a reserve component of the armed forces of the United States, including the National Guard, during wartime or during any conflict when military personnel were



Did you know Drake Realty has a Drake

Dotloop Hotline?

If you have any questions simply e mail the Drake Dotloop Team at the following address:

drakedotloop@gmail.com

Call TJ on Drake Dotloop Help Desk
Monday – Friday from 10 AM to 3 PM at
the following number:
770-873-1566

Lulu is available for pre-scheduled
training at 404-438-7115.

Agents can schedule one on one
training with our Drake Dotloop Team
by e mailing drakedotloop@gmail.com. A
mutually agreed upon time for training
will be identified.



Foreclosures Sink to 13- Year Low

More foreclosed homes are
disappearing from community
listings, but there are a few pockets
where you can still find them.

[Read more](#)
magazine.realtor

committed by the President of the United States shall be entitled to a credit of ten points if the disability was for an injury or illness incurred in line of duty and such disability is rated at 10 percent or above at the time of taking said examination. If such candidate for licensure is taking the examination in order to become licensed as a community association manager or a salesperson, said points shall be added to the grade made by the candidate for licensure in answering all questions in any such examination. If such candidate for licensure is taking the examination to become licensed as a broker, said points shall be added to the grade such candidate for licensure makes on the Information Gathering section of the examination and to the grade such candidate for licensure makes on the Decision Making section of the examination.

(e)The provisions of paragraphs (b), (c), and (d) above as to points to be allowed to veterans shall apply to any candidate for licensure, male or female, who comes within the classes herein specified; except that they shall not apply in any instance to a candidate for licensure who has not been honorably discharged.

(f)Any candidate for licensure seeking to qualify for veterans preference points under the provisions of paragraphs (b), (c), (d), and (e) above must:

- 1.have served in a branch of the armed forces which participated in the war or conflict during which the candidate for licensure served at least ninety (90) days of active duty;
- 2.have served at least ninety (90) days during a period of time when the Congress of the United States formally declared a state of war or when the Joint Chiefs of Staff authorized issuance of a campaign badge for service in a campaign or expedition in which the President committed military personnel; and
- 3.submit proof of the candidate's service on official forms available through the Veterans Administration or the Department of Defense which clearly identify active duty time and percentage of disability for an injury or illness incurred in line of duty.

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 Settlement Statement to drakecommdeposit@gmail.com.

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

If are not using Bank Shot App, down load the app today! It streamlines your Real Estate activities and allows you more time with your clients.



Keep the guest password handy as a buyer will not have to create a password. They will simply have to download the app.

User ID drakerealtyga@gmail.com
Password drakeguest

Bank Shot Tips

Bank Shot is being utilized by many of our agents, and they find it a very productive and compliant tool for their business. Some suggestions to you our agent is to get your client to utilize the app for a deposit into Bank Shot by having them use the guest sign on after they download the app. The guest sign on for Bank Shot is as follows:

Email Address drakerealtyga@gmail.com
Password drakeguest

Some instances where this would be utilized.

Your client wants wiring instructions to send Earnest Money into our account. Why would they want to pay the bank fee, and go to the bank when they can download the app use the guest sign on and send the check to the office immediately?

Your client's offer was accepted and the client has returned to their home state without leaving the Earnest Money check, and the check needs to be deposited ASAP. Utilize Bank Shot to insure the Earnest Money is received timely.

Your client is withdrawing a listing and is paying the \$25 fee per listing. Why not have them Bank Shot the payment over and pay the fee ASAP?

Bank Shot helps keep you compliant and saves you time by not having to run around picking up and dropping off checks.

Suggest Bank Shot to your clients as it is our preferred delivery method of money into the office as it arrives timely and insures contract compliance.

Call us anytime with questions or concerns about Bank Shot.

Bank Shot Instructions



RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

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](#)

[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

Think your buyers can't qualify? Think again!



Deanna Matney

- Rental income allowed - no equity and no landlord experience required
- One year income average allowed
- Jumbo loans - 10% down
- Qualify using cash assets only - no other income documentation required
- W2 borrowers - employee expenses not deducted
- Up to 10 financed properties allowed
- Reverse mortgages available
- No overlays - Direct seller service to Fannie Mae, Freddie Mac & Ginnie Mae
- Conventional & FHA loans - 14 business day close guarantee*

Direct: 800 450-2010 x 3040
Cell: 770-823-7991
Fax: 706 412-5068
Email Deanna.Matney@nafinc.com


[Visit our website](#)

[The Time Line](#)

Top 10 Don'ts During the Home Loan Process



Drake Realty Partners



The Frog Golf Club

Haswell - Responsive HTML5 Template

[Read more](#)
www.golfthefrog.com

Designed by legendary golf course architect Tom Fazio, the parkland-style, 18-hole championship public golf course at The Frog Golf Club opened in 1998 to high acclaim. The Frog is recognized among the top courses in Georgia, and is located just 40 miles from downtown Atlanta off I-20 in Villa Rica. The course is complete with bentgrass greens and expansive bunkering, and has also attained status as an Audubon Cooperative Sanctuary.

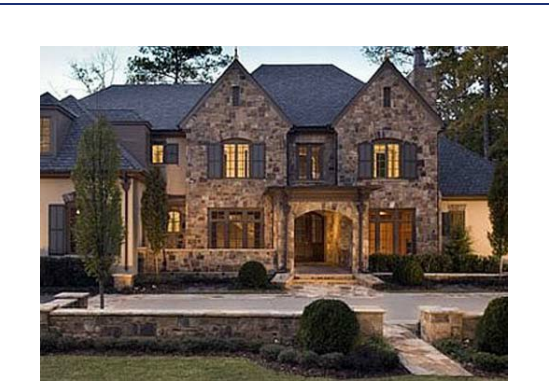
The Frog has hosted many notable golf events including the Georgia Open, CEO Jaguar Tour, The Five Star Celebrity Classic and the John Smoltz Celebrity Players Tournament.



[Visit our website](#)

Introducing Georgia Golf Real Estate

Doug Hollandsworth of Georgia Golf and Travel created georgiagolfrealestate.com to showcase Drake Realty Agent's top property listings. This website is viewed across the country and



is a great opportunity for you to show off your top listings as potential clients decide if Georgia is their best relocation opportunity.

Georgia Golf Real Estate |
Real Estate in Georgia

[Read more](#)
georgiagolfrealestate.com

U Call We Haul is a locally owned company offering an honest and fair service. We will remove just about anything you no longer want or need! Just show us where it is and we will take it away. Our company has no hidden fees, ever. We will come to your home or business and give you a quote with no obligation. We also offer same day service!



[Visit our website](#)

ATLANTA'S BEST JUNK REMOVAL!
678-353-7092



Upcoming Events

**FMLS CE TRAINING
CLASSES**

If you are in need of CE Credit Hours, please email Mary at drakerealoffice@gmail.com

Drake Offices' Holiday Closures

November 12th - Veteran's Day
November 21-23rd - Thanksgiving

**Earn 2 Free Months for Each Referral
That Signs up With Drake
Have them Call
Mary 770-365-4865**



No Hidden Fees Technology Driven Broker Access

Drake Realty always provides the following to all of their agents:

- E&O Coverage
- FMLS
- Bank Shot Smartphone App
- Dotloop
- Free CE Classes
- Unlimited Agent Support
- Metro Atlanta & Lake Oconee Office Locations
- Pay at Table Option
- Premium Business Partnerships
- Ability to Change Plans without Penalty
- Board Membership Optional



Glenn



Bernie



Mary

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.