



News and Events

that you don't want to miss!

December 2018



Broker's Corner

The Real Estate Market is very competitive. How can you gain more clients, and become noticed so you can obtain additional business?

Make yourself the subject of conversation by discussing topics that clients talk about when they review their agent. There's no question that online reviews are important for real estate agents as 80% of home-buyers and sellers begin their research for an agent online, and reviews can heavily influence that selection process. Also, clients have conversations with their friends and family to look for agent referrals. You're on line presence is important as the social platforms such as Facebook, Twitter, and Instagram play a role in agent selection. Insecure while promoting yourself as an agent you are compliant in anything you post. There is no single way to

Sign up for dotloop



Re-Ordering And Replacing Documents

Within your loops documents section you have the ability to re-arrange the order of your documents, as well as replace a document with another document. Re-ordering documents Replacing documents ...

[Read more](https://support.dotloop.com)
support.dotloop.com

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

Drake Realty Inc | Apple Business Account

Hello, my name is Scott and I am the Account Manager for Drake Realty.

When you visit an Apple Retail Store and begin working with a Specialist on your purchase, please inform them that you work for **Drake Realty** and **provide proof of employment** along with the QR. This will ensure that the purchase gets added to the account, and when eligible, loyalty pricing is applied. If there is an issue looking up the account, you can also provide the following info..

Drake Realty Inc with the zip code 30305, or by the sale account number 18000001560581

Please note: Pricing will consist of the following off each product when eligible. Loyalty Pricing may not be available for some products.
6% off Mac
2% off select iPhone, iPad and Apple Watch
5% off iPad Touch
10% off AppleCare+ and most Accessories.
*Restrictions apply since some product are

obtain a client, but having on line reviews and great word of mouth reviews on your performance are key factors to you succeeding in gaining clients.

Insure you are a market expert. You have to understand your market, and be able to communicate this knowledge to your client. You have to be able to articulate specific information about the area where your client is searching for a home so you the agent have specific knowledge that you can share with your client as they narrow and finalize their search.

Increase your client response time. Insure you respond rapidly to your clients questions. If you are a high volume agent this is important as your client wants to know their transaction is of key importance to you, and that you will be accessible to them during the buying and selling process. If a prospective client reads a review on line that speaks to your responsiveness it does puts you at the top of the list in the selection process. Know your audience your clients wants answers to their questions no later than within 24 hours of asking their question, younger clients like to talk via phone when they are "interviewing" you as an agent while older clients like to meet face to face. Once you are selected as an agent most prefer to communicate via text message as it is a quick and efficient method of communication. The key though is to respond and to respond as quickly as you can when a question or concern is brought to your attention.

Optimize your clients showings by clearly defining with your client what they are looking for, and insuring the showings you schedule reflect your clients purchasing desire.

Leverage your business partners by allowing your client to have these resources available to ask questions and get expert advice from mortgage lenders, home inspectors, and attorneys. Your clients wants your professional expertise, but at times your business partner can provide them with the most current information to help them make the

exempt from loyalty pricing*

If you prefer to order a product custom, or need the product shipped to your location, please partner with Glenn Drake so he can confirm your partnership, and I will assist you with the order personally.

Please note this pricing only applies to retail purchase and orders, not Genius Bar Services.

Thank you,
Scott Shepherd
Business Expert
Apple, Avalon
avalonbusiness@apple.com
www.apple.com/avalon

best informed decision for their needs. Utilize your team of experts as it only makes you stand out as an outstanding agent.

Create a VIP Experience by insuring you have the correct searches saved for your clients, and are searching in all areas of interest. Insure you are informing your client the minute the home that matches their criteria is hitting the market so they can view it immediately, and move forward if the home is the perfect fit for their needs. Make your client feel like they are your most important client, and that you exceed their expectations by passing on information as it becomes available and insuring you are available for them so their real estate needs are met.

The tips described above will help you as an agent grow and gain your business.



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.

License Law Reminder of the Month

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

g) A candidate for licensure for licensure who has moved to Georgia from another state or a candidate for licensure for non-resident licensure may be granted a license without further examination or education if such candidate for licensure produces, from the licensing body of each state which has licensed the candidate for licensure, an original certification issued no more than twelve months prior to the candidate for licensure making application for licensure which shows that the candidate for licensure:

1. has passed an examination for the type of license for which such candidate for licensure seeks licensure in Georgia;

2. has met all pre-license and



[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](#)



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www.fmls.com



Did you know
Drake Realty

continuing education requirements required by such other state(s) for that license;

3.is licensed in good standing at the time of the certification; and

4.has not had any disciplinary action imposed by such state's licensing body. A candidate for licensure whose certification from the other state(s) does not comply with all of the conditions in the preceding sentence must take and pass the qualifying examination for the Georgia license which such candidate for licensure seeks. Rather than the written certification required of applicants by this paragraph, the Commission, in its sole discretion, may choose to accept some electronic form of the certified data from other states, which applicants must submit, or by some other procedure that reduces paperwork.

(h)If the criminal history report from another state of such a candidate for licensure a prior criminal conviction(s) or if the candidate for licensure has a prior professional license disciplinary action, the candidate for licensure shall comply with the provisions in paragraphs (8) and (9) of this rule and said candidate for licensure shall be subject to the provisions of 43-40-15 (a) et seq.

(i)Any examinee, applicant, candidate for licensure, or licensee who without proper authorization supplies to others, or attempts to supply to others, any information concerning the content of any qualifying examination, administered by or approved by the Commission shall be grounds for denial of license or the imposition of any sanction permitted by O.C.G.A. Section 43-40-25.

(j)Approved instructors, approved schools, or their staff members are prohibited from:

1.obtaining from examinees information concerning the content of any qualifying examination administered by or approved by the Commission;

2.accepting such information except

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.



Scammers are tricking people out of enormous payments as ...

Joshua Lott | Bloomberg | Getty Images It's a nightmare scenario for any homebuyer: the day before closing, a scammer manages to trick you into wiring your down payment to an offshore account. You lose your hard-earned money and you lose the...

[Read more
www.cnbc.com](http://www.cnbc.com)

as provided or approved by the Commission; and

3.using such information in non-approved courses operated by or in association with any approved instructor or approved school or their staff. Violation of this paragraph may be grounds for denial of approved status, withdrawal of approved status, suspension of approved status, or imposing any sanction permitted by O.C.G.A. Section 43-40-25 upon both instructors and school.

(k)Unless a person first obtains written permission of the Commission, a person may not take any qualifying examination offered by the Commission except:

1.to qualify for or to reinstate the license for which the examination is designed;

2.when:

a.such person holds a license issued by the Commission by reciprocity rather than by examination,

b.such person is applying to another state for licensure by reciprocity, and

c.the state to which such person is applying requires that an applicant for reciprocity must have passed an examination in Georgia as a condition of receiving a license by reciprocity in that state; or

3.when such person is required to take a qualifying examination by an Order of the Commission in a disciplinary matter.

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

If you are paid at table at a



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
drakerealoffice@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.



McMichael & Gray, PC
ATTORNEYS AT LAW

McMichael and Gray office they will e mail the final settlement statement and send Drake's portion of the commission to us via Bank Shot. Please remember if you are being paid at table with McMichael and Gray to not take our portion of the commission if the attorney hands you this check by mistake. McMichael and Gray's accounting department is handling sending our check via Bank Shot making it a very timely close out for Drake, and making it hassle free for our agents as they only need to take their commission check with them after the closing is finished.

Call us anytime with questions or concerns about Bank Shot.

Bank Shot Instructions

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

[Drake Agent's Concierge Link](#)



RANDALL C. MCMICHAEL



EDWARD M. GRAY, IV

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

Sea Island

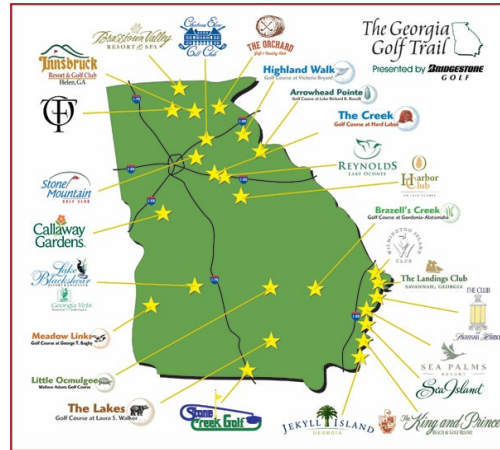
Georgia Golf and Travel - Sea Island

The Sea Island Golf Club at The Lodge includes three championship golf courses: Plantation, Retreat, and the historic Seaside Course, host of the PGA TOUR's McGladrey Classic. The Golf Learning Center is home to an award-winning staff, and...

[Read more](#)
georgiagolfandtravel.com



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

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Thank you,

Scott Shepherd

Business Expert

Apple, Avalon

avalonbusiness@apple.com

www.apple.com/avalon

QR CODE



Upcoming Events

FMLS CE TRAINING CLASSES

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

**Drake Offices Will Be Closed
December 24 from January 1st**

**We will Reopen January 2nd for
Business as Usual!**

**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

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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.