



News and Events

that you don't want to miss!

January 2019



Broker's Corner

Happy New Year! What is your 2019 sales plan? What are your goals? How do you as an agent get started on setting effective goals and objectives for your business?

You have to get your mind set and be on board to successfully set your goals and objective. You have to be able to visualize the outcome of your goals to achieve success in obtaining your goals.

You need to always write your goals in present tense. You have to start with a successful goal setting strategy that will help you easily achieve a successful outcome in life and in your business.

You first have to know how to set goals and objectives for your business as most Real Estate Agents do not

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

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understand the keys to goal setting and do not know how to get started.

1. You must visualize outcomes to achieve successful goals. To see success in your goals an agent must visualize a successful outcome when the goal is created, and throughout the period you are working toward obtaining your goal. Visualization is imperative to successful goal setting because goals involve change, and people do not like change. When anything new comes in our lives your subconscious mind fights against you. The subconscious mind is more influential than your conscious mind, and therefore causes many agents to fail to achieve their goals. How do you overcome this resistance? You have to move your goal and the outcome of your goal into your subconscious mind. An example of how to do this is to visualize your goal regularly by writing the goal down on an index card, and putting these cards in a visible location such as your computer, refrigerator, desk, mirror, etc.

2. Goals involve change, and people do not like change. Set your goals in the SMARTY way.

- **Specific:** Be as specific as you can possibly be when creating goals.
- **Measurable:** Always put a number or percentage in your goals.
- **Actionable:** Create goals that are under your control.
- **Realistic:** Ensure your goals are attainable and doable.
- **Time-specific:** Put a date on it.
- **Y:** Why are you doing this? The "Y" is critical to your success. Why do you want to reach this goal? You must visualize both the pain of not reaching your goal, and the happiness you will feel to successfully reach your goal.

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3. Always write your goal as an affirmation statement (I have, or I am), write the goal in the present tense not the future tense, and always create a celebration strategy for when you achieve your goal. An example would be if you have a real estate sales goal do not write by February 15th I will make.. instead write your goal down as I am making or I have made as this puts your subconscious visualizing how it will feel that moment, and will help you visual the celebration you will have when you reach your ultimate goal.

The bottom line is you have to have a plan in place with written goals and objectives so you have a target you are trying to "hit". Make 2019 the year you set SMARTY Goals and see the positive results of your up- front planning.

Happy New Year! Here's to a profitable and successful 2019!



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 previous newsletters

Applications. Applications for licensure, for renewal of license, for transfer of license, for any change in status of a license, and for any change in the name of a firm required to be filed with the Commission, must be on Commission approved forms. Each Commission approved form may require the email address of an applicant and his or her affiliated firm(s), if an email address is maintained by such applicant or firm. Changes in



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

FMLS Tech Support

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other information required to be filed with the Commission such as changes in trust accounts, address changes, email address changes and individuals' name changes may be done by letter or email.

(a) Any such application, change of information, or fee required to be filed with the Commission may be filed with the Commission by:

1. personal delivery to the Commission's offices during regular business hours;
2. mail in a letter postmarked by the United States Postal Service;
3. private courier or delivery service; or
4. electronic facsimile (fax) transmission or email if the application does not require the payment of a fee.

(b) The effective date of the filing of the application or fee shall be the United States Postal Service postmarked date, if mailed, or if otherwise filed, the date the Commission dates receipt of the application or fee. In the event that receipt by the Commission of an application or fee occurs later than the deadline for the filing of such application or fee, the applicant or licensee shall bear the burden of proof that the application or fee was timely filed.

(c) If an applicant or a candidate for licensure submits an application on a form which is no longer in use by the Commission and pays the correct fee in effect on the date of the application, the Commission may require the



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.



This Week in Atlanta Real Estate: Inventory increases,...

by Zachary Wright Home buyers may find their options are a bit slim this winter, but compared to last year, housing supply is noticeably more plentiful. Last month, total housing inventory increased 10 percent compared to the previous November....

applicant to submit a new application on its latest form at no further cost to the applicant.

(d)A licensee, an applicant, or a candidate for licensure must supply all information requested on any form the licensee submits to the Commission. Failure to supply all information shall cause the application to be incomplete. An application is incomplete if the applicant or a candidate for licensure fails to include the proper fee, to attach any required documents, to provide all requested biographical or other data, to include required signatures, or to include legible responses. Failing to disclose each and every criminal conviction, as defined by O.C.G.A. § 43-40-15(a), or license disciplinary action that the applicant may have in this state or any other jurisdiction may constitute a falsified application.

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.



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Haven't tried Bank Shot make it one of your 2019 Goals as you strive to have your best year ever!



A Look at How Earnest Money Is Handled in Real Estate

When a buyer purchases real property, she'll typically offer deposit money to be held in escrow to indicate that she's sincere and that she intends to go through with the purchase process. This is fittingly referred to as "earnest money." The...

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

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Deanna Matney

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Email Deanna.Matney@nafinc.com

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The Time Line

Top 10 Don'ts During the Home Loan Process



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home is rarely-if ever-an easy process. But for millennials, now considered to be the country's most active homebuyers, the search for a decent home at a reasonable price can be more daunting than for people of...

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Freddie Mac warns housing supply problem is compounding

One of the biggest threats to the U.S. real estate market next year will be a familiar one, according to Freddie Mac economists: a lack of inventory due to sluggish building activity. In its latest Insight Report , Freddie Mac put that...

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Bernie is hard at work organizing Angel Tree gifts. If you would like to volunteer next year, please let us know. The more the merrier!



Giving back to the community is the very important to the Drake family. This year Drake Realty volunteered readying Angel Tree gifts for delivery.

If you or another Drake agent volunteers time, please share the story and photos with drakestockbridge@gmail.com

Upcoming Events



Below are the Registration Links for the 2019 Contract Class (3 CE Hours)

January 10th - Morrow

January 15th - Sandy Springs

January 22nd - Lake Oconee

January 29th - Peachtree City

Drake Offices will be closed the following Bank Holidays

January 1st - New Years Day

January 21st - Martin Luther King, Jr Day

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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.