



News and Events

that you don't want to miss!

December 2019



Broker's Corner

As 2019 draws to a close and 2020 is just around the corner it is an excellent time to set your plans and business goals for the New Year. It is a time to reflect on what worked well this year, and what needs to be adjusted to produce better results.

Did you make your sales goal this year? Did you make your client pipeline goal?

If you do not take the time now to set up effective goals for 2020 you will be wondering by the middle of the 1st quarter of 2020 why your business is going nowhere.

The first step to goal setting is believing in the process, and having the confidence in yourself and your

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.

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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
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QR CODE



Specialty Rooms Are in

abilities to work through the goal setting process.

The second step is to write down the goal, and schedule dates for the goal to be completed and evaluated. If you don't write down your goals you will forget them and they will diminish in importance. You need to have your goals where you see them daily to remind you of their significance, and increase your chance of achieving the goal.

The third step is insuring the goal is specific as if your goal is ambiguous it can be misunderstood and skipped over. Specific goals provide clear vision to what you are trying to accomplish.

Your goals must be measurable and adhere to specific criteria so you can measure progress toward their achievement. If you identify what you will see, hear, and feel when you obtain your goal you feel as if you accomplished something tangible. Your goals must be broken down into measurable elements.

You need to insure your goal is applicable to you and your business model. There is nothing wrong with setting the bar high but if you do not have the time, money, or expertise to achieve a goal you set you are setting yourself up to fail. The most effective goal setting is to ensure you are planning your steps wisely and establishing a realistic time frame to accomplish your goal.

Set goals that are realistic as nothing will demotivate you than not achieving something you set up to accomplish. To be realistic the goal must have an objective that you are willing and able to work towards to accomplish. Only you can determine your goals, and you need to keep in mind when doing this that you are able to ensure there is a realistic chance if you are given the right

Demand: Which Rank Highest?

Young adults, in particular, are looking for specific rooms at home, and some consider them an "essential/must have."

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Are Decks Losing Favor With Homeowners?

Fewer new homes are being built with the once-popular outdoor feature, according to census data.

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Winter Is the Best Time for Home Buyers

Buyers savvy enough to close on these dates may find themselves coming out ahead financially.

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circumstances that the goal can be achieved.

Insure you are setting goals that have a time frame for completion. If you do not have a time frame there is not a sense of urgency. You need to make a tentative plan of everything you do, and the time in which you want to complete the task. If a time frame is in place you will motivate yourself to work toward the deadline, and this will keep your morale high. It is tricky to set time frames as it can motivate you to move forward toward achieving the goal, but it can also have the opposite effect which is demotivating if you are not able to complete the goal on schedule.

Working toward a goal is not easy as things will get challenging. Hold yourself accountable when obtaining the goal becomes difficult. Tell those in your circle of influence your goal so they can help push you toward accomplishing the goal. If you hold yourself accountable for working toward reaching your goal daily you need to surround yourself with those who can encourage you as your progress is monitored.

Know when to ask for help, and don't be afraid to ask someone who can help you freshen your skills so you can take a step forward toward reaching your goal. Ask someone to help mentor you so they can help direct and keep you on track, and offer guidance as needed.

As we inch toward 2020 remember your goals are constantly changing and evolving. The end result of a goal might not look exactly as the goal was originally set as through constantly assessing your goal you knew an adjustment was needed to help you achieve your end result.



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.



[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](#)

Reminder of the Month

Rule 520-1-.05 Maintaining a License- Continued from previous newsletter-Active or Inactive License

(3) Renewals. Unless renewal fees are paid, all licenses issued under the provisions of paragraph (1) of this Rule will lapse:

(a) in the case of an individual license, on the last day of the month of the birthday of the individual licensee and

(b) in the case of a firm licensed as a broker on the last day of the month of the fourth anniversary of its original licensure.

(4) Reinstatement of Lapsed License.

(a) Any licensee whose license lapses due to nonpayment of fees or failure to satisfactorily complete any of the education requirements of O.C.G.A. Chapter 43-40 shall be prohibited from engaging in real estate brokerage activities as defined in O.C.G.A. Section 43-40-1 until such time as the license is reinstated.

(b) Any licensee who has been exempt from the continuing education requirements of O.C.G.A. Section 43-40-8(e), and whose license has lapsed for longer than one year from the date of lapsing, and who reinstates it by paying the fees cited in Rule 520-1-.04(1) shall thereafter be subject to the continuing education requirements of O.C.G.A. Section 43-40-8(e).

(c) Any licensee who fails to pay a



GAMLS Agent Login

As of May 1, 2019, the FMLS compulsory listing area will expand to include Rockdale and Newton Counties.

Did you know FMLS enables nearly 12 million views of listings monthly across 100's of real estate websites? This expansion will increase your listing exposure with the inclusion of Rockdale and Newton in our compulsory listing area comprised of the following counties: Bartow, Barrow, Chattooga, Cherokee, Cobb, Dawson, DeKalb, Douglas, Floyd, Forsyth, Fulton, Gordon, Gwinnett, Hall, Haralson, Jackson, Lumpkin, Newton, Paulding, Pickens, Polk, Rockdale, and Walton.

Please remember FMLS Rule 3 states that all improved and unimproved real estate (with the exception of commercial or industrial property) listed for sale under an exclusive right to sell contract with a Principal or Associate Member must be listed with FMLS if it is located in a compulsory listing area.

New construction no matter the phase, will be collected in compulsory areas.

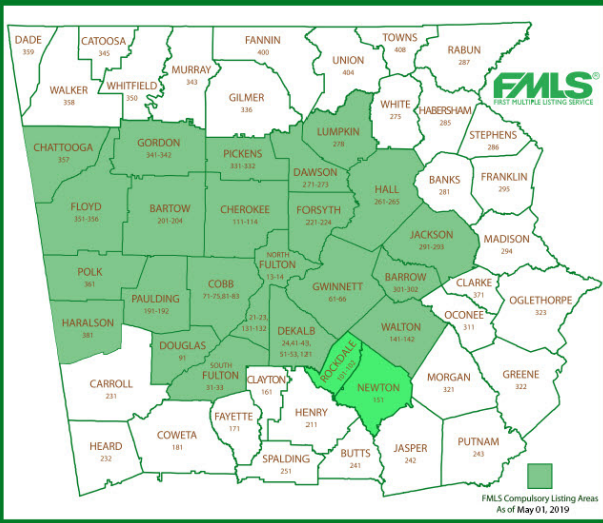
renewal fee and allows an active license to lapse may reinstate that license to active status within two years of the date of lapsing by paying the fees cited in Rule 520-1-.04(1), provided the licensee has satisfactorily completed the continuing education requirements which would have been required if such licensee had been on active status.

(d) Any licensee who fails to pay a renewal fee and allows an inactive license to lapse may reinstate that license to active status within two years of the date of lapsing by paying the fees cited in Rule 520-1-.04(1) provided the licensee has satisfactorily completed the continuing education requirements which would have been required if such licensee had been on active status

(e) Any licensee who fails to pay a renewal fee and allows an inactive license to lapse may reinstate that license to inactive status within two years of the date of lapsing by paying the fees cited in Rule 520-1-.04(1).

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





Study: High-End Showers Are Key in Home Remodels

Homeowners' substantial improvements to their master bathrooms include making space for fancier and roomier showers.

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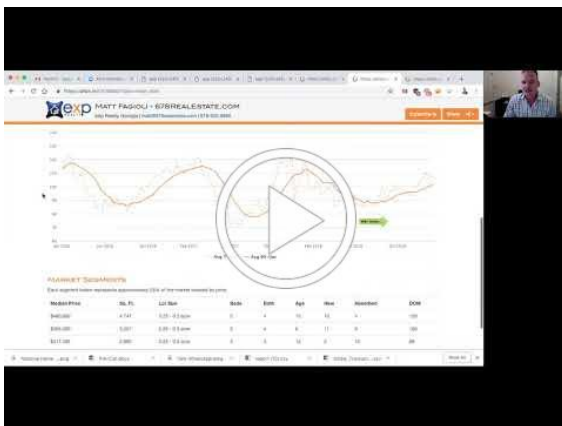
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The Last Home Designed By Frank Lloyd Wright Sells For...

Frank Lloyd Wright's final residential masterpiece, the Norman Lykes House, sold for \$1,677,500 at a public auction October 16 in Phoenix. Nicknamed the Circular Sun House, the iconic contemporary home was auctioned off by Heritage Auctions with...

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Bank Shot Tips



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

Bank Shot Instructions

There is no better time to start using Bank Shot app than now. The Holidays are already busy make your life and your

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

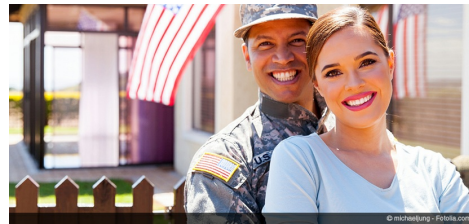
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Avoid holiday traffic. Get your commission with our driving to the office. Deposit your commission check via Bank Shot and email the Closing Documents to drakecommdeposit@gmail.com. The Drake Bank Shot Team will process your closing during regular office hours and mail your check to you. If you prefer, you can pick up at a Drake Office convenient to you. Please indicate your preference in the email when sending the closing documents.

Enjoy the Holidays with out stress by using Bank Shot



Caps Removed for VA Loan Limits

In 2020, veterans may be eligible to buy larger homes in pricier communities without a down payment.

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McMichael & Gray, PC
ATTORNEYS AT LAW



RANDALL C. MCMICHAEL

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](#)

[Drake Agent's Concierge Link](#)

Visit our website



EDWARD M. GRAY, IV

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.



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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 Georgia Golf Trail

Presented by Bobby Jones®



Visit Georgia Golf and Travel's 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](http://georgiagolfrealestate.com)
georgiagolfrealestate.com

Upcoming Events

2020 Kick Off Contract Class

Sandy Springs - Jan 9th

Airport Area - January 21



Lake Oconee - Jan 23rd

Peachtree City - Jan 28th

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

FMLS CE TRAINING CLASSES

Drake Office Closed -
December 23rd through January 1st

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.