

Quarterly Newsletter

January 2016

Updates

Happy New Year! We will be sending out an ongoing quarterly newsletter in January, April, July, and October. These newsletters will contain updates, reminders, and other important information so make sure and check them out!

We held a free training in November, How To Farm Like A Pro, and had a great turnout and great feedback from those who attended. We will be holding more training classes in 2016, so if you have any requests for topics please let us know!



Reminders

- We have a private office available for rent at our Roseville location. \$195/mo. We also have private office space available at our Orangevale location. Contact John for more info!
- Did you know? Our Roseville location has a conference room and office available to use any time! First come first serve on availability.
- Do you need an agent to hold an Open House for you? We have agents willing to help. Contact Shalen for more info!
- Our Excel website is a great resource for forms, frequently asked questions, and other important information. Be sure to check it out from time to time to see what's new! Our website is www.teamerm.com. To get to the Agent information, please go to the top of the page and place your mouse on Join us, then down to Agent Login, and then over to Sacramento Area and click. It will ask for a password, which is keepcommission.

M.L.S. Fines

MetroList has always been very strict when enforcing violations with fines. The three most common violations we see are:

1. Not entering a listing on M.L.S. within 72 hours.
2. Not having a Supra lock box on the property.
3. Not updating status changes.

News

- Save the Date! Our yearly company appreciation party is coming up Friday March 11th at 6 p.m. More details to come!
- You asked we listened! We are in the process of revamping a couple of forms, the Escrow Disbursement Form and our Checklists to make them more user friendly. Keep an eye out for those, coming soon!
- 1099's will be sent out in the next couple of weeks by email, encrypted with the last four digits of your SSN.

Loan Officer Updates

- We now have four investors under our Mortgage Bank: PRMG, Flagstar, Stearns, and Parkside. To stay current with lenders and A.E. contacts please review our lender list on our website.
- For FHA down payment assistance, PBM (Provident Bank Mortgage) is the sole resource for the revamped CHADAP program.
- We will be organizing a "lender vendor" training with PRMG and Flagstar. More info coming soon!