

## Quarterly Newsletter

January 2017

### Updates

**Happy New Year!** As we close 2016 and welcome 2017, we just wanted to take a second to say THANK YOU! 2016 was a banner year here at Excel! Many associates made more than ever before and we are excited to see what 2017 has to bring!

Unfortunately, with the new year comes new taxes. **1099's were sent out on last week via email. If you did not receive yours please let Shalen know ASAP!**

We hope everyone has an **Excelent** 2017; we look forward to working with you!!!

### Reminders

- We have a private office available for rent at our Roseville location. \$195/mo. Contact John for more info!
- Excel can help you or your client with a purchase loan or refinance! Contact John for more info and broker fee credit.
- Do you need an agent to hold an Open House for you? We have agents willing to help. Contact Shalen for more info!
- Want to have a \$0 broker fee on your next closing? Simply refer an agent to our company! Once they close their first deal with us, there is no broker fee on your next closing!
- We often get asked questions by our agents on if we can recommend a plumber, electrician, etc. Consequently, we will be creating a Directory of Professional Services as a reference for our associates. Have someone to recommend? Please send their info to Shalen. Once we get this started, we will post it on our website! Stay tuned!
- Our Excel website is a great resource. Be sure to check it out from time to time to see what's new! Our website is [www.teamerm.com](http://www.teamerm.com). To get to the Agent information, please go to the top of the page and click on Agent Login and then click on Sacramento Login. Password: keepcommission.
- Our Excel Realty and Mortgage app is available to download for free. This is a great marketing tool to use and looks impressive to clients. Simply go to our website, scroll down and click on Download Our App on the right hand side. You can easily share with clients you are working with!

### 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.

### Loan Officer Updates

- We have five investors under our Mortgage Bank: PRMG, Flagstar, Stearns, United Wholesale Mortgage, and Parkside. Our Lender List updates often as reps change, we add or remove lenders, etc. ALWAYS go to the Lender List on our website for every deal to ensure you have the most up to date list. <http://www.teamerm.com/sacramento-area-loans/>
- The new L/O comp plan went in effect January 1st. Please make sure to send in any changes to your comp plan at least one week before the new quarter starts. <http://www.teamerm.com/wp-content/uploads/2015/03/LO-Comp-Plan.pdf>