

Quarterly Newsletter

July 2016

Updates

Summer is here! We hope you had a happy 4th of July!

Excel has partnered with **Corefact** to provide an easy to use, one stop shop for marketing tools for our associates. We held a training from Corefact experts in April and we had a great turn out of associates who found out that through your account with Corefact, you will have access to professional quality Property Flyers and Brochures, Just Listed/Just Sold postcards, Market Update Newsletters, Personal Branding pieces and FREE flyer templates, just to name a few. Order as you go, or create automated mailing campaigns. Our company store offers easy to use Excel Realty templates already set up for your use. Click the link below to find out more about what this company can do for your business! <http://www.teamerm.com/sacramento-area-marketing/>



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

We are half-way through the year, and the race is on for Excel Realty's top producing real estate and loan awards! As a reminder:

Excel Award

Real Estate: 12 deals + a year
Loans: 20 deals + a year

Diamond Award

Real Estate: 24 deals + a year
Loans: 40 deals + a year

Top Producer

Highest number of deals in the RE or loan category

Reminders

- Our office 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, FAQ, 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.
- Refer an agent to our company, and once they close their first deal with us, there is no broker fee on your next closing!
- 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!

Loan Officer Updates

- We held a "Lender Vendor" presentation in April with Flagstar, Stearns, TCF Bank, and Mountain West Financial. If you missed the presentation and would like more information about any of these vendors, please contact John.
- We now 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/>
- For FHA down payment assistance, PBM (Provident Bank Mortgage) is the sole resource for the revamped CHADAP program.
- L/O comp plan: 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>