

Updates

Fall is upon us! We hope you had a wonderful summer!

We held a Sales/Marketing Training in September, put on by our sales rep Scott Nordell with Fidelity National Title. He was joined by Dan Hodges, Founder of "Reach 150". They gave an informative presentation on Reach150, REIsource, Title Tool Box, free hidden features of our Corefact store, and more that will help you grow your business. Since then we have had more than a dozen of our agents meet with Scott one-on-one to determine a marketing strategy that works best for them.

Miss the training but want to get started with Scott? He can be reached at 916-402-8271 or scott.nordell@fnf.com!



Reminders

- Excel can help you or your client with a purchase loan or refinance! Contact John for more info and broker fee credit.
- 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!

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

Our email addresses have changed! Please update them for your records:

John@ermrealty.com

Shalen@ermrealty.com

Kristin@ermrealty.com

Processing@ermrealty.com

Loan Officer Updates

- PRMG has discontinued their jumbo loan product. For these type of loans, Flagstar and Parkside are the best resources.
- Our Calyx Point renewal is now due. We will be sending out renewal information soon.
- The new L/O comp plan went in effect October 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>