

# Southern Classic REALTORS

## Monthly Mindset...

By Southern Classic Realtors®

Welcome to the Southern Classic Realtors® monthly newsletter. The goal of this newsletter is to share upcoming and previous monthly information for all SCR agents. Also, please check out SCR's "Classic Content" page on our company website...

<https://southernclassicrealtors.com/classic-content/>. This will contain daily, weekly, and monthly inspiration, useful advice, agent support, and relatable and helpful content. SCR will continue to share information on all Social Media sites and mass Emails/SMS. The benefit to the updated content page and newsletters is to be able to connect all agents that might not use certain social media sites, located in multiple states, loss of email or text message, and rapid sharing of multiple updates and news.

As Southern Classic Realtors® continues to grow and expand, we are trying new ways to connect and provide benefits for every agent. SCR wants to take the time to thank every agent for all the support and feedback that you provide. If you would like to take the time and leave a comment on our "Classic Content" page of this exciting update, SCR would love to hear your thoughts.

### WHAT'S NEW



#### CLASSIC CONTENT

SCR has started a content page on our website. This will contain all content for agents and readers for weekly updates and news.

#### TECH TUESDAYS

Come join Jason every Tuesday @ 11 A.M. for an online training session. There will be a weekly TotalBrokerage topic followed with a Q&A session.

#### ELECTRONIC COMMISSION CHECKS

SCR will be sending out new electronic commission checks allowing our agents to receive checks via email. This will allow the agent to receive their commission faster and more secure.

# Welcome our NEW AGENTS!

New agents that have joined Southern Classic Realtors® last month...

- David Simpson
- Rachel Webb
- Chanda Akles
- NaTasha Swan
- Kelsey Perkins
- Kathy Clayton
- Allison Kluge
- Travis Culberson
- Julie Wynn
- Stephen Luke
- Joclyn JoJo Poff
- Taylor Young
- Kristal Gibson
- Donna Green
- Katherin Marcelona
- Jenna Remaley
- Stevenson Bruno

Total Monthly SCR Agent Count: 17 Agents

Please take a moment to welcome these new agents to our firm!

## SCR Staff Announcements:

As everyone knows, summertime is finally here. SCR staff may be taking a few days or a week off throughout the next few weeks. Please be patient with us during these times.

Most of you have already heard that Kimber and Ryan had their first baby on 7/23/22. Leland James Hamby (LJ) and Kimber are both doing well and healthy. SCR is still very excited to be welcoming LJ into our family. Please continue to be patient with everyone as we work hard to balance the workload while Kimber and Ryan are at home with the baby. Thanks again for your understanding and patience!

COMING SOON



### SOUTHERN CLASSIC ACADEMY

SCA will be launching soon with multiple CE courses and Pre/Post-Sales Course. All courses will be online and approved by GREC.

### SOUTHERN CLASSIC TRANSACTIONS

SCT will be launching soon which will allow all agent to hire a TC for individual transaction needs. These licensed TCs have multiple years of experience to help serve all agent's needs.

# SCR Events

SCR will be making a goal to host and join more company outing events through the remaining year. The events will be posted on our website, Facebook page, newsletter, and emails. They are not mandatory, but we encourage our SCR agent(s) in the surrounding areas to attend. This will be a good time to visit with staff members, connect and network with other SCR agents, and simply have a fun time. As SCR will continue to plan more events in different areas so agents will have the opportunity to attend.

Upcoming Events:

- August 24<sup>th</sup> - 25<sup>th</sup> in Valdosta (location TBD)
- GAR Annual Conference: August 29 @ 7 PM in Nashville, TN @ The Corner Pub on 151 5<sup>th</sup> Ave North (1<sup>st</sup> round is on James as well as lite bites)
- SCR and MMG contest: September 17<sup>th</sup> at the Mercedes Benz Stadium for the Atlanta United Game. (Contest winners will be announced in September).

## Mission and Vision Statement:

Our Mission -

To enable Southern Classic Realtors® the opportunity to make dreams come true through homeownership.

Our focus is to understand and seek first the needs and wants of our clients and customers. As well as deliver world-class customer satisfaction to ensure the American Dream of owning a home.

Our Vision -

Building incredible relationships with buyers and sellers to provide the absolute best real estate experience for every customer and client of Southern Classic Realtors®.

# Hamby Time:

"This month I want to share with you a SCR broker moment. I have noticed this past week while helping Ryan compliance contracts that several transactions has had a few issues.

Let me start by saying that I am very proud of each of YOU. For the most part you guys rock when writing contracts. Let me remind you of a couple items that can help you write a good contract that can assist you in getting your transactions passed the first time.

Make sure that you never leave a blank, never use TBD ~ that could be a potential issue in the future with the buyer and seller trying to figure out that item. Make sure that you include the offer date on the exhibits. Make sure that you include the binding agreement date on page 9 of the P&S or Counteroffer form. Also ensure that you get the closing attorney to sign the F511 up front before you upload the F511. Before submitting it for review, give it a look over to ensure everything looks good.

Hope these few items help!

On another note, I am extremely happy and blessed with having our new grandbaby... Leland James Ryan (LJ). OMG, he is wonderful and he's doing very well. Kimber and Ryan are doing well and getting accustomed to being proud parents.

In July we had 2 SCR Summer Social events in Newnan and Peachtree City with phenomenal turn out and a great time was had by all! We will be hosting 2 more events in Warner Robins and Valdosta in August. Stay tuned for more details on our closed Facebook page, Southern Classic Peeps.

Southern Classic Realtors is hosting a Monday Mixer in Nashville TN to open the Georgia Association of Realtors Annual Conference. We are meeting August 29th at 7 pm at The Corner Pub. First round of drinks is on SCR with Lite Bites too. This will be a fantastic event for our SCR agents to meet each other from all over the state.

Wishing you all the best in the month of August... I'm truly blessed to be in business with the Best of the Best!"

James D Hamby, GRI  
President & CEO

# What's New:

## Classic Content -

All SCR content will be posted on the "Classic Content" page located on The SCR website: <https://southernclassicrealtors.com/classic-content/>.

Topics like Agent Newsletters, Real Estate Market updates, Mortgage Monday meetings, Tech Tuesday support, Jabber with James, and just quick thoughts and things.

SCR's goal for this content site is for all SCR agents and readers to find daily inspiration, useful advice, agent support, and relatable and helpful content. SCR will continue to write its content in a friendly/professional way - by keeping it real and to the point.

Please leave a comment of ideas or things you would like to see here!

## Tech Tuesdays -

Every Tuesday, SCR will be hosting an online training session for all SCR agents to join presented by Jason Hamby, IT Director. Jason will be going over selected weekly features that will help every agent with new tips/skills for all TotalBrokerage functionalities within each transaction. After the selected feature presentation, Jason will go over a quick Q&A session that agents have asked the previous week or during the online webinar.

\*Meeting link will be available on the SCR website "Classic Content" and Facebook Peeps page.

## Electronic Commission Checks -

SCR has partnered up with Deluxe E-Check Payment Exchange (DPX). This last month SCR has sent out over 35+ Commission E-Checks. This Has allowed agents to receive their commission faster and more secure Then processing and cutting checks via postal mail.

SCR still wants to encourage ALL agents to get their DA signed in a Timely manner before closing. That way you can get paid at closing!

There are many benefits for using E-Checks for commission checks:

- Flexible:
  - Recipients can choose how to receive each Payment (print from home and deposit in branch or by using mobile deposit; direct deposit or deposit to PayPal.)
- Secure:
  - All you need to send a payment through Deluxe Payment Exchange is an email address. No email

address? No problem! Our Print+Mail solution will create, print, and mail high security checks on your behalf.

- Process:
  - Send payment in seconds
    - Pay by check - over email. All the benefits Of paper checks, only faster
  - Print or Direct Deposit
    - Agents will be able to print out or direct Deposit commission check right when You receive the email.
  - Help minimize risk
    - Receive patented security features Combined with delivery method that Minimize contact points
  - Streamline time
    - While paper checks are among the most widely accepted payment methods currently available, the process of loading check stock into a printer, printing, signing, stuffing, stamping, and mailing them is time consuming

# Coming Soon:

## **Southern Classic Academy - Courses will be available soon!**

Southern Classic Academy is approved by the Georgia Real Estate Commission (School Code: 8127). SCA will conduct real estate and mortgage courses, including pre-license, post-license, continuing education, and mortgage educational classes. All courses will be held online till further notice.

At Southern Classic Academy, our goal is simply to bring value to our real estate agents while making the class courses interesting and intriguing while being informative and fun. While we are here to meet the requirements of the Georgia Real Estate Commission, to earn those CE credits.

## **Southern Classic Transactions - Services will be available soon!**

Southern Classic Transaction will be a service for all SCR agents. SCT will have multiple licensed Transaction Coordinators that have many years of experience dealing with real estate transactions. SCT will offer a variety of TC packages that the agent or team will be able to select per transaction or bundle of transactions for a comparable price point.

More details on the TC Packages and Coordinators will be Announced soon.