

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 & THURSDAYS

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

SCR TEAM EVENTS

SCR will be hosting company events at different locations for any and every agent to join. This is a great way for agents to connect and network with staff, agents, and vendors.

WHAT'S UP WEDNESDAY

Every Wednesday James will share a video with great content and updates for every agent.

Welcome our NEW AGENTS!

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

- Brianna Jenkins
- Deneisha Roberts
- Shanna Alexander
- Logan Horne
- Tiffany Rozier
- Randy Williams
- Kyi Robinson
- Jerell Joyner
- Tangie Smith
- Cortney Harris

Total Monthly SCR Agent Count: 10 Agents

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



SCR Staff Announcements:

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

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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.

SOUTHERN CLASSIC COMMERCIAL

SCA will be soon finalizing its SCR Commercial Division. More details will be shared to all agents soon.

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:

- Southern Classic Realtors - Falcons vs Chargers Game and Tailgate @ the Mercedes Benz Stadium. On November 6th @ 1 P.M.
 - Package includes:
 - Game Ticket
 - Terrapin Tailgate Access
 - Receive four (4) drinks & food option (buffet)
 - SCR Souvenir T-Shirt

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:

"Happy Q4 2022 SCR Peeps,

If you happened to watch any college or professional football games this weekend, you can certainly see that numerous games came down to who wanted it the most in the 4th quarter! The University of Georgia Dawgs had to hunker down in the 4th quarter to bring home our 5th victory of the year and stay undefeated in Missouri on Saturday night. The Falcons pulled out their 2nd win of the year in the 4th Quarter against the Browns.

Saying that, it's not too late for you to hit your personal and business goals for 2022. I can assure that SCR will be working very hard to finish the year strong and reach the lofty goals set before us. I hope and challenge you to do the same. Best of Luck!

We are on track to close out 2022 with our best year ever in numerous categories. From affiliating ourselves with 135 new SCR associates YTD, record closings, increasing transaction volumes and pneumonia SCR commissions paid out. I am truly proud of you all and I couldn't be any happier than I am for what you are accomplishing and the amount of money you are making to help make your families dreams come true. Keep it Up!

"It's true, if you help enough people get what they want, you will indeed get what you want." - Zig Ziglar

I love the Fall / Autumn Season and I want to also remind you of the importance of maintaining a good healthy balance in your life. Make sure that you have plenty of You time, Spouse or Significant other time, Family time, Spiritual time and of course Work time. So, make YOUR time during these beautiful days ahead be enjoyed with family and friends! It's difficult I know but be conscious of YOUR time, we all only have 24 hours per day, make the best of each hour, minute and second!

Wishing you all the very best in your real estate endeavors, stay focused each day and strive to be the best you can be!"

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 & Thursdays -

Every Tuesday & Thursday, 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 each week in TotalBrokerage under the Intranet Tab > Message Board > SCR - Tech Training

What's up Wednesday with James -

Every Wednesday, James will post a broker video message bring each Agent value in your everyday real estate endeavors. Please make sure To like, comment, or share the video message each week. You can find The What's Up Wednesday with James vides on social media and the SCR website content 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.

Southern Classic Commercial Division -

Southern Classic Realtors will be launching its Commercial Division soon. More details will be available for all SCR agents & Public in the near future.