

2020 Calendar

In-Class Schedules and
Events TBA

[Link to the
Georgia Real
Estate License
Laws, Rules,
and Regulations](#)

[Link to GREC
Disciplinary
Actions
View Current
Suspensions and
Revocations](#)

[Link to Proposed
Rule Changes](#)

**Georgia Real Estate
Commission**
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This Issue

Resiliency in Real Estate	P. 1 -2
Job Opportunity at the Commission	P. 1
Disciplinary Stats	P. 1
AMK Section	P. 2
Focus on Terminology	P. 2

Resiliency in Real Estate

While many industries work to adapt to working remotely, real estate licensees have become experts at working from many places such as their home, their office, their car, the coffee shop or whatever place and time are right to meet the needs of the client. This experience in flexibility is an advantage in today's business environment. Once again, real estate licensees prove to be resilient and creative in their profession.

As real estate transactions continue, the broker must also continually update policies and procedures to manage these ever-changing situations and circumstances. This broker must also communicate all updated policies and procedures to affiliates of the firm.

The broker of the firm can be creative with virtual sales meetings. This can be a great opportunity for affiliates to share their resources and ways they have been able to make the virtual workplace a viable option. Whether it is how to safely show houses, the best use of drones or virtual tours, or tips to negotiate contracts remotely, a virtual sales meeting can be an effective method to keep agents engaged and excited about how the real estate industry continues to move forward despite these challenging times.

To comply with the License Law, Rules and Regulations, brokers are required to provide ongoing training to all affiliated licensees.

...continued on page 2

August 2020 Commission Actions Taken

Cases Sent to the Attorney General for Review and Disposition by Consent Order or by Hearing	0
Cease & Desist Orders Issued	2
Citations Issued	10
Letter of Findings Issued	7
Consent Orders Entered Into	2
Final Orders of Revocation of Licensure	0
Cases Closed for Insufficient Evidence or No Apparent Violation	15
Licensing Cases - Applicant has a Criminal Conviction - License Issued	6
Licensing Cases - Applicant has a Criminal Conviction - License Denied	1
Total	43

[Click here to review a legend of the disciplinary actions the Commission may impose.](#)

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Resiliency in Real Estate

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Considering that many policies and procedures must be updated in order to properly do business with the Coronavirus Pandemic, it is essential that the broker not only update these policies and procedures, but must communicate these changes to licensees and develop an ongoing program to train the licensees affiliated with the firm in these new systems.

Every brokerage firm must have a written office brokerage policy.

Resources for best practices in real estate brokerage are available and can provide a great subject for weekly sales meeting topics.

- The Georgia Association of Realtors® has a **guide for Best Practices** that is open to all licensees (not just Realtors®)

<https://garealtor.com/members/member-resources/covid-19-resources-for-gar-members/>

- The National Association of Realtors® also provides a section on **Business Operations FAQ's** that is open to all licensees (not just Realtors®)

<https://www.nar.realtor/political-advocacy/coronavirus-advocacy-faqs-re-transactions-independent-contractors-nar-grants> .

Now is a good time to review, revise, and rewrite policies and procedures in light of changing conditions and to protect licensees, clients, and customers.

Absolutely Must Know Section

According to **43-40-18** of the License Laws, Rules, and Regulations, “The broker or qualifying broker shall be responsible for establishing, implementing, and continuing procedures for providing programs for study and review of this chapter and its rules and regulations for all licensed associates”.

This requirement includes **(8) Providing all licensed personnel with written policies and procedures under which they are expected to operate”.**

Ideas for content for the firm Office Brokerage Policy can be reviewed in the License Law, Rules and Regulations at <https://grec.state.ga.us/information-research/license-law/> or at the GREC School web site resources tab at <https://www.imre.com/grec/BrokerMgtSummaryResource.pdf>.



Focus on Terminology: “Sales Meeting”

The term, “sales meeting,” is a general term used to describe the weekly or periodic office meeting among affiliates of a brokerage firm. Although “sales” per se may not be the topic of discussion, most brokerage business is generated from sales/purchase transactions. A review of Rule [520-1-10 Handling Real Estate Transactions](#) is a good place to begin a discussion of best practices.

Many brokers have indicated they use current and past issues of the GREC RENEWS to help with those training sessions. They are available from the home page of the Commission web site. If you are not already subscribed to receive the GRE RENEWS newsletter each month, you can register to receive and email link at the following address: <http://www.grec.state.ga.us/about/subscribe.html>