

AGREE Monthly News

AGREE is a real estate marketing group focused on identifying and implementing creative means to facilitate transactions. *The Group has met monthly since 1969.* The group's focus includes understanding clients' needs through counseling and identifying alternatives to all cash transactions. In this challenging market, how can a client's needs be met without an all cash transaction, and the Broker earn a fee?

Upcoming News

Our Pre-Lunch Speaker for the month will be Rick Hale, Team Leader with KW Realty Atlanta Midtown. Come and learn ideas on Business Planning for 2016 and what habits to develop that will lead to a very lucrative Brokerage career.

AGREE is also sponsoring a 6 Hr. class (CE Credit Pending) January 26, 2016 that will teach attendees how to increase their, and their clients, personal wealth. More to follow.

Marketing Your Properties

Our monthly meetings give you an opportunity to be proactive and initiate action. Knowing your client's needs gives you the best chance at starting a transaction. We provide visual aids to showcase your photos, pro forma and marketing aids. If you would like ideas on how to get the best results at the meeting, contact Nick Nichols at 678-612-5362 and then complete the AGREE Marketing Form attached.

OUR NEXT MEETING IS:

Thursday, December 17, 2015
Wingate Atlanta Galleria Hotel
2762 Cobb Parkway SE
Atlanta, GA 30339
678-214-6000

Did You Know?

You can earn a **Free Meeting** just by bringing in a New Member.

That AGREE has a new website? Check it out at AgreeGA.com. Members can upload their information and listings for added exposure nationwide through our collaboration with NCE.

Become a member of AGREE's Meet Up Group. Follow this link <http://www.meetup.com/Association-of-Georgia-Real-Estate-Exchangers/> and sign up to become a member of the group.

Our group Administrative Assistant, **Sandra Bell**, is available, for a fee, to aid and assist you with Support Services and our Website.

THE AGREE DECEMBER MEETING AGENDA

When: Thursday, December 17, 2015

Where: Wingate Atlanta Galleria Hotel, 2762 Cobb Parkway, SE, Atlanta, GA 30339. I-285 West to Hwy. 41 (Cobb Parkway). The ramp deadends into Hwy. 41. Turn Right on Hwy. 41 for 100 yards, then left on Spring Rd. The Hotel is on the left, a 4 Story building. **COPY AND PASTE** to your browser: <http://www.mapquest.com/us/georgia/hotels-motel-atlanta/wingate-by-windham-atlantagalleria-center-269976512>

Cost: JUST \$10 or \$25 for guests (guests who join will receive a \$15 credit toward annual dues). Members who bring a guest, if the guest joins, your meeting is FREE. Annual Membership dues are \$75. Associate Membership (attorneys, lenders, appraisers, etc.) due are \$125. Dues can be paid on site, or mailed to AGREE Board of Directors, c/o Atlanta Board of Realtors, 5784 Lake Forrest Drive, Atlanta, GA 30328. AGREE accepts credit cards presented at the meeting.

8:00-8:45: A Free Full Buffet Breakfast served until 8:50 a.m. So get there early and partake with other AGREE folks. Start a Transaction and Network, then Register for the Meeting and enjoy another cup of coffee and/or breakfast roll.

8:45-9:00: A brief session will be taught (for new attendees, or not so new attendees) on "How to Participate and succeed in a marketing session".

9:00-11:45: Marketing Session. New Sessions to Create Transactions, Verbal and Written Haves and Wants, Formal Presentations, Suggestions from Attendees on Creation Transactions, Cash and Mortgages available for deals. Enter your properties on the NEW AGREE WEBSITE. It's a great tool for AGREE members, so take advantage of it at no cost.

11:45-12:15: Speaker, Rick Hale

12:15-12:45: A delicious vitamin and nutrition packed lunch is provided. This is a great time to talk about potential deals, continue your transaction discussions from breakfast or just find out something you did not know about others at your table. This opportunity is really more important than one might think.

AGREE is providing a Festive Holiday Social during and after lunch. Don't Miss It!

12:45-2:00: Additional marketing, problem solving and brainstorming.

Prepare for the meeting. Give yourself the best chance to start transactions. **COUNSEL - COUNSEL - COUNSEL** your clients to find out their real needs from a transaction. An all cash deal is great, but in this environment, are you going to limit yourself to just that? Are your Clients expectations reasonable? Find out about the existing debt on the property. If your Client will not reveal such info, do you really need them?

To remove your name from our mailing list, please [click here](#).

Questions or comments? E-mail us at agreega@gmail.com or www.AGREGA.com
