

AGREE Monthly News

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

Hear Ye! Hear Ye!

Speaker of the Month: Albert Caproni III

Mr. Caproni advises clients on business structuring, acquisitions and dispositions, tax planning, retirement planning and other related matters. He will be speaking on year end planning for real estate agents, brokers and investors.

Don't Forget! Our Meetings are the 3rd Thursday of each month unless a major conflict occurs. New people, properties, possibilities, needs and cash opportunities appear at every meeting.

IMPORTANT If you've had changes in your information please contact Jim McKechnie at jim@georgiacommercialbroker.com

If you want to promote your properties throughout the nation and with other AGREE members be sure to list them on our [AGREE website](#).

Become a member of **AGREE's Meet Up Group**. [Click here](#) and sign up to receive info about the group.

Our **Admin Assistant, Sandra Bell**, is available to assist you with Brokerage Support Services & our Website. Email her at os4u.repartners@gmail.com.

DON'T FORGET! to complete the AGREE Marketing Form attached to this newsletter.

OUR NEXT MEETING IS:

**Thursday, December 21,
2017 at 9:00 am**
**Wingate Atlanta Galleria
Hotel**
2762 Cobb Parkway SE
Atlanta, GA 30339
678-214-6000

Upcoming Meetings

December 21, 2017 —

Don't Miss Our
AGREE
Christmas Party
right after the
business meeting.



January 18, 2018 —

Speaker Mary Vidarte on
Business Planning for 2018

THE AGREE DECEMBER MEETING AGENDA

When: Thursday, December 21, 2017

Where: **Wingate Atlanta Galleria Hotel, 2762 Cobb Parkway, SE, Atlanta 30339.** I-285 West to Hwy. 41 (Cobb Parkway). The ramp dead ends 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.

Cost: Just \$10 for members or \$25 for guests who join at the meeting (guests who join will receive a \$15 credit toward annual dues). Members who bring a guest, if the guest joins, your meeting is FREE. **A NEW DISCOUNT** being offered is \$160 and buys annual membership dues and admission to all 12 meetings. 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.**

8:00-8:50: A full hot breakfast. Get there early to partake with other AGREE folks. Start a transaction and network, then register for the meeting, enjoy another cup of coffee and network some more.

9:00-11:45: Marketing, Verbal and Written Have/Wants, Cash Buyers, Formal Presentations. Suggestions from attendees on creating transactions, Cash and Mortgages available for deals.

11:45-12:30: **Albert Caproni, III, Partner at Cohen & Caproni, LLC, will speak on “Year End Planning for Real Estate Agents, Brokers and Investors ”.**

12:30-1:00: **A free lunch will be 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.

1:00-2:00: A session on using one’s IRA for real estate and mortgage investing. The goal of this session is to initiate transactions. Those attending are encouraged to either have an IRA or be serious about opening an IRA account.

The Group only gets together once a month. Use the Power of the Group to help You solve needs and issues.

Prepare for the meeting. Give yourself the best chance to start transactions. **COUNSEL** your clients to find out their real needs from a transaction. An all cash deal is great, but 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?

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Questions or comments? E-mail us at agreega@gmail.com. For more information about AGREE, see our website at www.AGREGA.com.
