

## 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.* AGREE'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?

### Special Note!

Your board of directors has established a discounted payment of \$160.00 to cover annual member dues and ALL 12 meetings per year. That's a savings of 2 1/2 months of meeting fees by paying for the entire year. And did I say that this new rate is **RETROACTIVE** for members who have paid from November, 2016 forward? So what are you waiting on??

### Marketing Your Properties

**Complete the AGREE Marketing Form Attached to the Newsletter in order to make a Formal Presentation of your property and receive first opportunity. You can also invite an active, quality commercial broker to attend the meeting to stimulate more deals. 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.**

### Upcoming Events

**Ernie Eden, CCIM, SEC will present a 6 hour CE Class during the marketing meeting on February 16th. A flyer is attached outlining the details of this class. This is a class you don't want to miss!**

Escape the cold and head to Jekyll Island on February 27 & 28, 2017 for the Coastal Exchange Meeting. A Flyer is attached with additional information.

Come learn something new at March's monthly meeting. Laura Prewett from Xceligent will discuss all the new tools that Xceligent has to offer along with an Atlanta Market Update. From what I've seen some of these tools could be very beneficial.

Be sure to bring a guest with you to each meeting and if they join you can earn a **FREE**

### OUR NEXT MEETING IS:

**Thursday, February 16, 2017  
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 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.

>Join our **Linked In Group** by clicking on <https://www.linkedin.com/groups/8490957> . Use the invitation button to invite your connections.

>**Our Admin Assistant, Sandra Bell**, is available, at special rates to aid & assist you with **Brokerage Support Services & our Website**. Email her at [os4u.repartners@gmail.com](mailto:os4u.repartners@gmail.com)

**MEETING!** Increase membership and save money...a win-win for all!

If you would like to place an event here, or request further information, please contact Nick Nichols at 678-612-5362 or [nnichols@mindspring.com](mailto:nnichols@mindspring.com)

**ATTENTION ALL MEMBERS!** If you have had changes in your information (phone number, email, etc.) please email Jim McKechnie at [jim@georgiacommercialbroker.com](mailto:jim@georgiacommercialbroker.com)

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## **THE AGREE FEBRUARY MEETING AGENDA**

**When:** Thursday, February 16, 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. Click this link <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 breakfast served until 8:45 am. So get there early to 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.

**8:45-8:55:** A brief session will be taught (for new attendees, or not so new attendees) on **"How to Participate and Succeed in a Marketing Session."**

**9:00-12:00:** Marketing Session. New Sessions to Create Transactions. Verbal and Written Haves and Wants, Formal Presentations, Suggestions from Attendees on Creating Transactions, Cash and Mortgages available for deals. Tools to help you do business. Enter your properties on the [AGREE WEBSITE](#). You can use that info during the marketing meeting. It's a great tool for AGREE members, so take advantage of it. It's **FREE**.

**12:00-12:30:** **Our own Ernie Eden will be teaching a 3 Hr. CE class on "Building Powerful Transactions That Close — Effective Marketing and Transaction Making". Don't miss this opportunity and bring a fellow Realtor. Flyer is attached for additional information.**

**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. This opportunity is really more important than one might think.

**1:00-2:00:** Additional marketing, brainstorming and problem solving.

**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 - 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?

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Questions or comments? E-mail us at [agreega@gmail.com](mailto:agreega@gmail.com) or [www.AGREEGA.com](http://www.AGREEGA.com)

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