

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?

#### *Did You Know AGREE Has an Admin?*

Sandra Bell is the Admin for our group and is also available for each of the members. She offers discounted rates for the group and is available to help you get your packages up on our website for only \$15.00 per listing. You can't beat a deal like that!! Call her today at 404-406-6992 or email at [os4u.repartners@gmail.com](mailto:os4u.repartners@gmail.com) for a FREE phone consultation on other ways she may be able to assist you and your business.

#### *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.**

#### *What You Missed & Upcoming Events*

**FYI, If you normally pay for the meeting by credit card, you will not be able to do so at this meeting as our Treasurer, Jim McKechnie, will not be in attendance. The audio portion of the meetings will also be unavailable for the July meeting.**

Mark your calendars now for our August meeting on the 18th. After lunch from 1-3 pm there will be a Moderator Class. Sorry no CE Credits for this one!

**AGREE Needs YOU!** Please bring at least one guest to each of our meetings. And don't forget that if they join that member will get a FREE MEETING.

**3 Hr CE Credit Class** included in the October meeting lead by David Thomas on Basic to Advanced Exchanging Instructor.

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)

#### **OUR NEXT MEETING IS:**

**Thursday, July 21, 2016**  
**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](http://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. Copy and Paste 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 copying & pasting <https://www.linkedin.com/groups/8490957> . Use the invitation button to invite your connections.

>Our **Admin Assistant, Sandra Bell**, is available, at discounted rates, to aid & assist you with Support Services & our Website. **Contact her at 404-406-6992.**

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

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## **THE AGREE JULY MEETING AGENDA**

**When:** Thursday, July 21, 2016

**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. Copy and paste 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 8:50 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.

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

**9:00-12:00:** 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.

**12:00-12:30: Speaker: Our own Ernie Eden will be speaking on Government Loans**

**12:30-1:15: 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.

**1:15-2:15:** Additional marketing, problem solving, brainstorming and deal initiating sessions.

**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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To remove your name from our mailing list, please reply to this email.

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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