

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?

AGREE Now Has a Linked In Group

AGREE members are invited to join this group and all should have received an invitation. If you did not receive an invitation, please email Sandra Bell or Scott Morchower and they will be glad to send one to you. You must be a member of LinkedIn to join.

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.

What You Missed & Upcoming Events

Don't forget about the SEC Education Foundation Course on March 13th at the Marriott Atlanta Northwest Hotel. It promises to be an excellent course on "Owner Financing-The Paper Course" taught by Dana Barnes, S.E.C. Only a few seats remain. Contact Nick Nichols, 678-612-5362 or nnichols@mindspring.com.

On March 14-16 at the Marriott The Society of Exchange Counselors will have their National Marketing Meeting. A real opportunity to expand your market and initiate transactions.

Less than 30 days before the NCE Spring Marketing Conference April 4-7 at the Tuscany Suites and Casino in Las Vegas. Social events, cowboy auction and marketing sessions. Contact Kara Libster at 888-222-1608 or admin@ncechangors.com.

The Rocky Mountain Regional Exchange meeting will be May 4-6, 2016 in Albuquerque, New Mexico. For more information see the attached agenda.

Our next meeting proves to be a good one with guest speaker Mike Nelson of Excalibur Homes speaking on Property Management for Investors.

If you haven't taken the time to get your packages uploaded to the AGREE website, do it now. It's an excellent marketing tool as well as making your presentations easier at the meetings.

OUR NEXT MEETING IS:

Thursday, March 17, 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 new website? Check it out at Agree-GA.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 **Admin Assistant, Sandra Bell**, is available, at discounted rates, to aid & assist you with Support Services & our Website.

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

THE AGREE MARCH MEETING AGENDA

When: Thursday, March 17, 2016

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. <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”**.

9:00-12:00: 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: **Lisa Morchower, Attorney will be speaking on Understanding the Zoning and Permitting Process.**

12:30-1:15: A free 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.

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?

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

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