

# ATLANTA AGREE

Commercial Real Estate Networking  
Monthly Meeting

*Let's Make some Deals!*

**Thursday, March 15, 2018 at  
9:00 am**

**Wingate Atlanta Galleria Hotel  
2762 Cobb Parkway SE  
Atlanta, GA 30339  
678-214-6000**

## JOIN US

Join us this month for a 3 hour CE Class taught by Ed Mitchell, MAI, CDEI, Manager, Commercial Valuation & Consulting of D S Murphy on "Understanding Commercial Appraisals". Ed has spent his entire career in real estate and has appraised virtually all property types and has specialized expertise in low income and subsidized multi-family properties. For further information on Ed, see his bio attached.

**IMPORTANT** If you've had changes in your information please contact Jim McKechnie at [jim@georgiacommercialbroker.com](mailto:jim@georgiacommercialbroker.com)

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.

If you want to promote your properties throughout the nation and with other AGREE members be sure to list them on our AGREE website, [www.AGREGA.com](http://www.AGREGA.com)

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

### Upcoming Meetings

**April 19, 2018** – Special Meeting with KW Commercial. 3 Hr. CE Class on "Creative Real Estate Formulas" with Ernie Eden in the morning, Joint Marketing Session in the afternoon followed by Happy Hour and a Braves Game.



**Association of Georgia Real Estate Exchangers**

# THE AGREE MARCH MEETING AGENDA

**When:** Thursday, March 15, 2018

**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.

Plans are also being made to tour Mercedes Benz Stadium. A head count of those interested will be taken.

**11:45-12:30:** **Ed Mitchell, MAI, CDEI with D S Murphy speaking on “Understanding Commercial Appraisals”. Bio Attached.**

**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.

**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. <b>COUNSEL</b> 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](mailto:agreega@gmail.com). For more information about AGREE, see our website at [www.AGREGA.com](http://www.AGREGA.com).

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