

## 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?

### **Don't Forget!**

You can attend a meeting for **ONLY \$10!** I know, I know you think that's impossible for 2 full meals, marketing, a topic of interest each month by a super speaker and a valuable education class. At this price, YOU can't afford not to attend! And you don't have to have Real Estate License. Plus you can bring a guest and if they join our group your meeting is **FREE**. And we take credit cards. How can you pass this up?

### **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**

Everyone needs to attend the November meeting as the slate of the proposed 2017 AGREE Board of Directors will be proposed. If you have interest in becoming involved in the management of AGREE, please contact Don Edwards, dbedwardsjr@gmail.com.

Mark your calendars for the December Marketing Meeting, on the 15th, to attend the meeting and a Special Holiday Gala will follow after the meeting.

Ernie Eden, CCIM, SEC will present a 6 hour CE Class during the marketing meeting during our February 16th meeting.

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

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

**Thursday, November 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 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. 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 special rates to aid & assist you with Brokerage Support Services & our Website. Email her at [os4u.repartners@gmail.com](mailto:os4u.repartners@gmail.com)**

**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 NOVEMBER MEETING AGENDA**

**When:** Thursday, November 17, 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. The meeting moderator will be Ernie Eden.

**12:00-12:30: Speaker: Sim Doughtie, SIOR, CCIM, MCR, SLCR, President of King Industrial Realty, will be speaking on the Atlanta Industrial, Disbribution Market, and more.**

**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.

**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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