

AGREE

Commercial Real Estate Marketing
Monthly Meeting

Let's Make some Deals!

THURSDAY, OCTOBER 18,
2018 at 9:00 am

EAST CLASSROOM 1 (Front of
Building, Window Side)

Atlanta REALTORS® Center
5784 Lake Forrest Drive, NE
Atlanta, GA 30328
404-250-0051

JOIN US

Our speaker this month will be Sim Doughtie, President of King Industrial Realty, Inc. He has a solid reputation as a proven leader and expert in the Atlanta Commercial Real Estate market. Sim is a well know speaker, moderator and panelist for many local, state and national organizations and radio as well as magazine contributions.

[Be sure to note the new meeting location at the Atlanta REALTORS® Center, 5784 Lake Forrest Drive, Atlanta, GA 30328](#)

IMPORTANT If you've had changes in your contact info please contact Jim McKechnie at 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

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

Upcoming Meetings

THURSDAY, NOVEMBER 15 , 2018 (West Classroom 2) – Speaker will be Brad Jones, CPA, speaking on “Year End Planning”. There will also be Board of Director Elections for next year.

THURSDAY, DECEMBER 20, 2018 (East Classroom 2; front of building, inside room) – Panel discussion on Success in Business Planning 2019 & AGREE Christmas Party.



Association of Georgia Real Estate Exchangers

THE AGREE OCTOBER MEETING AGENDA

When: THURSDAY, OCTOBER 18, 2018

Where: Atlanta REALTORS® Center, 5784 Lake Forrest Drive, NE, Atlanta, GA 30328. I-285 to Roswell Road Exit, Turn South and take immediate Right onto Northwood Drive, Right on Lake Forrest Drive, go under I-285 to Atlanta REALTORS® Center on the Left.

Cost: \$10 for members or \$25 for guests (guests who join that day 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 Dues (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.**

8:15-8:50: Breakfast of Bagels and Donuts. 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 and Suggestions from attendees on creating transactions, Cash and Mortgages available for deals.

11:45-12:30: **Sim Doughtie, CCIM and President of King Industrial Realty, Inc. will be speaking on the “State of Industrial Real Estate 2018-2019”. There will also be Board of Director Nominations for 2019.**

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.

AGREE only meets once a month. Use the experience of others to help you solve problems and make transactions.

Prepare for the meeting. Give yourself the best chance to start transactions. COUNSEL 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?

To remove your name from our mailing list, please [reply to this email](#).

Questions or comments? E-mail us at agreega@gmail.com. For more information about AGREE, see our website at www.AGREGA.com.
