

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?

Tour The New BRAVES Stadium

After lunch, from 1:15 until 2:30, AGREE meeting attendees and their guests will be moving across Cobb Parkway to be given a guided tour of the new Suntrust Atlanta Braves Stadium and the commercial real estate development surrounding it. We will get the tour from the 8th floor of the 1100 Circle 75 Parkway building. Come learn what is going on and figure out how you can participate!

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

Our October 20th AGREE Meeting is jam packed with information and FREE CE! Our speaker is David Hankerson, Cobb County Manager. After lunch, from 1:15 to 4:30 our own David Thomas will teach a FREE 3 hour continuing education course called "Basic to Advanced Exchanging". Following will be an AGREE social with drinks and snacks to wind up a day of marketing, information and education.

On November 17th our monthly meeting will get it's annual State of Industrial Real Estate Update from a former member and President of AGREE, Sim Doughtie, a principal at King Industrial Real Estate. This is a don't miss for every AGREE member so mark your calendars.

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.

OUR NEXT MEETING IS:

Thursday, September 15, 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**

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 SEPTEMBER MEETING AGENDA

When: Thursday, September 15, 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 Jim DeVille.

12:00-12:30: Speaker: John Karnowski of Calyx Engineering will speak on “Traffic Studies: How They Affect Your Commercial Listings”. This includes curb cuts, accel/decel lanes and what you need to know to get them. If you do land or need access to a road, this is great information to have in your tool kit.

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.

1:15-2:30: Tour of SunTrust Braves Stadium across Cobb Parkway from our meeting.

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.AGREEGA.com
