

## AGREE Monthly News

AGREE is a real estate marketing group focused on identifying and implementing creative means to facilitate transactions. *AGREE has met monthly since 1969.* AGREE's focus includes understanding clients' needs through counseling and identifying alternatives to all cash transactions. How can a client's needs be met without an all cash transaction, and the Broker earn a fee?

### *Hear Ye! Hear Ye!*

#### **Speaker of the Month: David Andes**

David is responsible for all facets of day-to-day operations at Newburger-Andes. He has over 25 years experience in the commercial real estate industry in almost all areas. Read his bio attached for more info.

**Don't Forget!** 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.

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

If you want to promote your properties throughout the nation and with other AGREE members be sure to list them on our [AGREE website](#).

Become a member of **AGREE's Meet Up Group**. [Click here](#) and sign up to receive info about the group.

Our **Admin Assistant, Sandra Bell**, is available to assist you with Brokerage Support Services & our Website. Email her at [os4u.repartners@gmail.com](mailto:os4u.repartners@gmail.com).

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

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

**Thursday, September 21, 2017**

**Wingate Atlanta Galleria Hotel**

**2762 Cobb Parkway SE**

**Atlanta, GA 30339**

**678-214-6000**

#### **Upcoming Meetings**

**October 19, 2017** —

Speaker Ted Griffith on Conservation Easements & New Officer Nominating Committee

**November 12-15, 2017** —

SEC Marketing Meeting in Savannah. For more info go to [www.secounselors.com](http://www.secounselors.com)

**November 16, 2017** —

Board Nominations & 3 Hr CE Class, **FREE to Members**.

**December 21, 2017** —

Speaker Al Caproni; Topic will be Real Estate Year End Planning for Agents.

Afterwards Plan

on Staying for the AGREE

Christmas Party



**January 18, 2018** —

Speaker Mary Vidarete on Business Planning for 2018

## *THE AGREE SEPTEMBER MEETING AGENDA*

**When:** Thursday, September 21, 2017

**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. Click this link <http://www.mapquest.com/us/georgia/hotels-motel-atlanta/wingate-by-windham-atlantagalleria-center-269976512>

**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.

**11:45-12:30: David Andes, Chief Investment Officer of Newburger-Andes will be speaking on “The Industrial Market & Syndications” His bio is 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.

**1:00-2:00:** A session on using one’s IRA for real estate and mortgage investing. The goal of this session is to initiate transactions. Those attending are encouraged to either have an IRA or be serious about opening an IRA account.

**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 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.AGREGA.com](http://www.AGREGA.com)

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