

# AGREE

Commercial Real Estate Marketing  
Monthly Meeting

*Let's Make some Deals!*

THURSDAY, SEPTEMBER 20,  
2018 at 9:00 am

EAST CLASSROOM 2 (Front of  
Building, Inside Room)

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

## JOIN US

Our speaker this month will be Lewis Burger, Lender Relations Specialist and Economic Development Specialist in the Georgia District Office of the SBA. Lewis, a CCIM designate, offers vast knowledge and experience in private industry, real estate investments and commercial finance. He will be speaking on "How the SBA works" along with other topics of interest about the SBA. **This will be great info for our lenders and bankers in AGREE so make plans to attend this presentation.**

**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](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

**THURSDAY, OCTOBER 18, 2018 (East Classroom 1 – Front of Building, Window Side)** – Speaker will be Sim Doughtie, CCIM, speaking on "The State of Industrial Real Estate in 2018". There will also be Board of Director nominations for next year.



**Association of Georgia Real Estate Exchangers**

# THE AGREE SEPTEMBER MEETING AGENDA

**When:** THURSDAY, SEPTEMBER 20, 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:** Lewis Burger, SBA Lender Relations Specialist and Economic Development Specialist, will be speaking on “How the SBA Works” and other topics of interest about the SBA.

**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. <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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