

AGREE

Commercial Real Estate Marketing
Monthly Meeting

Let's Make some Deals!

FRIDAY, AUGUST 17, 2018 at
9:00 am

WEST CLASSROOM 2 (Far
Back of Building)

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

**NOTE LOCATION
& DATE CHANGE
CHANGE!**

JOIN US

Our speaker this month will be Tom Weyandt, former deputy chief operating officer for the city of Atlanta and interim general manager of the city's Renew Atlanta program. Tom has also served on the Atlanta Regional Commission as the director of comprehensive planning focusing on regional transportation, economic research and other concerns. He will be speaking on Atlanta Regional Transportation Issues.

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.AGREEGA.com

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

Upcoming Meetings

THURSDAY, SEPTEMBER 20, 2018 (East Classroom 2 – Front of Building, Inside Room) – Speaker will be Lewis Burger, a former member, and the topic will be “How the SBA Works”



Association of Georgia Real Estate Exchangers

THE AGREE AUGUST MEETING AGENDA

When: FRIDAY, AUGUST 17, 2018

Where: Atlanta REALTORS® Center, 5784 Lake Forrest Drive, NE, Atlanta, GA 30328.
I-285 East to Roswell Road Exit, Turn Right 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. Suggestions from attendees on creating transactions, Cash and Mortgages available for deals.

11:45-12:30: **Tom Weyandt will be speaking on Atlanta Regional Transportation Issues. He is a former deputy chief operating officer for the city of Atlanta and newly appointed interim general manager of the city's Renew Atlanta Program.**

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?

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