

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.* The group'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?

Join AGREE's Yahoo Group

AGREE now has a Yahoo Members Only group. As a benefit of AGREE membership, you will soon be receiving an invitation to join the group. Be sure to join and be able to instantly communicate your haves and needs with AGREE members.

Marketing Your Properties

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 and then complete the AGREE Marketing Form attached.

What You Missed & Upcoming Events

If you missed the 6 hour CE Real Estate Class on January 26th you missed a great opportunity to learn about Estate Building Through Real Estate Investing. 49 Attendees were present and all critiques gave the class excellent reviews.

On February 22 & 23 you can attend the Coastal Exchange Meeting at Jekyll Island, GA. It's an annual marketing event (for over 15 years) attended by brokers from around the Southeast.

The Society of Exchange Counselors Education Foundation will present a day long course (6 hours of GA CE Credits) on "Owner Financing, the Paper Course" on March 13th at the Marriott I-75 and Windy Hill, Atlanta. Learn how to increase your business with mortgages, notes, etc.

On March 14-16 at the Marriott The Society of Exchange Counselors will have their National Marketing Meeting. A real opportunity to expand your market and initiate transactions.

The NCE Spring Marketing Conference will be April 4-7 at the Tuscan Suites and Casino in Las Vegas. Social events, cowboy auction and marketing sessions. The core education course will be "Introduction to Equity Marketing" presented by Jim Wilson, S.E.C., CCIM, EMS and the featured education course is "Traditions of Exchange Counseling" presented by Hunter Quistgard, S.E.C., EMS. Early registration is open now. Contact Kara Libster at 888-222-1608 or admin@ncexchangers.com.

OUR NEXT MEETING IS:

Thursday, February 18, 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 new website? Check it out at Agree-GA.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. Follow this link <http://www.meetup.com/Association-of-Georgia-Real-Estate-Exchangers/> and sign up to become a member of the group.

>Our **Admin Assistant, Sandra Bell**, is available, at discounted rates, to aid & assist you with Support Services & our Website.

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 FEBRUARY MEETING AGENDA

When: Thursday, February 18, 2016

Where: Wingate Atlanta Galleria Hotel, 2762 Cobb Parkway, SE, Atlanta, GA 30339. I-285 West to Hwy. 41 (Cobb Parkway). The ramp deadends 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. <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 Full Buffet Breakfast served until 8:50 a.m. So get there early and 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.

12:00-12:30: A session on creating a transaction on a "Featured Property" Presented by David Thomas and Hal Morrison. Any and all in attendance can participate.

12:30-1:15: A free lunch is 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.

1:15-2:15: Additional marketing, problem solving, brainstorming and deal initiating sessions.

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.AGREGA.com