

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: Mary Vidarte

Ms. Vidarte is CEO of Vidarte Marketing and Vidarte Properties, LLC and comes to us with 20+ years of experience in domestic and international sales. Mary's expertise is in directing sales and marketing, strategic alliances & partnerships, and new product innovation.

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

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

Our Admin Assistant, Sandra Bell, is available to assist you with Brokerage Support Services & our Website. Email her at os4u.repartners@gmail.com.

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

OUR NEXT MEETING IS:

Thursday, February 15, 2018 at 9:00 am

Wingate Atlanta Galleria Hotel

**2762 Cobb Parkway SE
Atlanta, GA 30339
678-214-6000**

Upcoming Meetings

February 26 & 27, 2018 — Coastal Exchange Meeting, Hampton Inn & Suites, Jekyll Island, GA. For more info contact Nick Nichols, nnichols@mindspring.com

March 15, 2018 — **3 Hr. CE Class** on "Understanding Commercial Appraisals" from D.S. Murphy.

April 19, 2018 — Special Things are Happening in April. More Details to Come.

THE AGREE FEBRUARY MEETING AGENDA

When: Thursday, February 15, 2018

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.

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.

Plans are also being made to tour Mercedes Benz Stadium. A head count of those interested will be taken.

11:45-12:30: **Mary Vidarte, Author, Entrepreneur, Speaker & Corporate Trainer will be speaking on "Business Planning for 2018". Bio 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.

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** 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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