

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.* AGREE'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?

Speaker for June is David Huetter

Mr. Huetter is the Director of Ecological Services and manages the environmental department at United Consulting, where he has over 20 years experience conducting environmental and ecological evaluations. He has assisted with Due Diligence investigations on thousands of properties in Georgia and around the southeast, including Phase I & II Environmental Assessments, Brownfield evaluations, site remediation, and other site investigations. Come to the meeting to learn even more of what Mr. Huetter has to offer.

Marketing Your Properties

Complete the AGREE Marketing Form Attached to the Newsletter in order to make a Formal Presentation of your property and receive first opportunity. You can also invite an active, quality commercial broker to attend the meeting to stimulate more deals. 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.

What You Missed & Upcoming Events

Mark your calendars now for our July meeting on the 21st.

Don't Forget! Members Can Earn a **FREE MEETING** by bringing in a New Member.

NCE is having its 1st Annual Summer Marketing Conference July 18-21, 2016 at the Tuscany Resort in Las Vegas. Email Sandra Bell for more information.

If you haven't taken the time to get your packages uploaded to the AGREE website, do it now. It's an excellent marketing tool as well as making your presentations easier at the meetings.

If you would like to place an event here, or request further information, please contact Nick Nichols at 678-612-5362 or nnichols@mindspring.com

OUR NEXT MEETING IS:

Thursday, June 16, 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 website? Check it out at AgreeGA.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. Copy and Paste this link <http://www.meetup.com/Association-of-Georgia-Real-Estate-Exchangers/> and sign up to become a member of the group.

>Join our Linked In Group by copying & pasting <https://www.linkedin.com/groups/8490957> . Use the invitation button to invite your connections.

>Our **Admin Assistant, Sandra Bell**, is available, at discounted rates, to aid & assist you with Support Services & our Website. **Contact her at 404-406-6992.**

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 JUNE MEETING AGENDA

When: Thursday, June 16, 2016

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. Copy and paste this link <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 breakfast served until 8:50 am. So get there early to 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: Speaker: David Huetter, Director of Ecological Services and Manager of the Environmental Department at United Counseling speaking on the many aspects of environmental issues.

12:30-1:15: 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.

1:15-2:15: 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.AGREEGA.com
