

AGREE

Commercial Real Estate Marketing
Monthly Meeting

Let's Make some Deals!

THURSDAY, MARCH 21, 2019

at 9:00 am

EAST CLASSROOM 1

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

JOIN US

Our speaker for March will be one of our members, Joe Nugent, RCI, who will be speaking on “Delaware Statutory Trusts”. Joe’s focus is in REITs, 1031 and DST real estate programs and he is a specialist in the industry.

BREAKFAST SPONSOR: Andy Knapp with WATERBARRIERS, Inc., a commercial roof restoration specialist. He will be presenting a short overview of his company at the beginning of the meeting.

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.AGREGA.com

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

Upcoming Meetings

THURSDAY, APRIL 18, 2019 – Speaker to be determined.

THURSDAY, MAY 16, 2019 – Speaker Rob Hosack, Cobb County Manager, will be speaking on “Dealing with the County”.



Association of Georgia Real Estate Exchangers

THE AGREE MARCH MEETING AGENDA

When: THURSDAY, MARCH 21, 2019

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 will be furnished by our sponsor, WATERBARRIERS, Inc. Start a transaction and network, then register for the meeting, enjoy another cup of coffee and network some more.

9:00-9:10: Brief presentation by our Breakfast Sponsor.

9:10-11:45: 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: Our speaker will be Joe Nugent speaking on “Delaware Statutory Trusts”.

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?

To remove your name from our mailing list, please [reply to this email](#).

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

AGREE Election Results for 2019

Board of Directors

- **Jim DeVille, President**
- **Don Edwards, Past President**
- **Isabel Joffre, First Vice President**
- **Ernie Eden, Second Vice President**
- **Scott Morchower, Third Vice President**
- **Jim McKechnie, Treasurer**
- **Don Laido, Secretary**
- **Directors: Hal Morrison, Dave Thomas, Bill Wilson, Mable Smith, Leyta Lance Jordan**

Committees and Chairmen:

- **By-Laws Review and Proposed Changes**
 - **Leyta Lance Jordan, Chair**
 - **Jim McKechnie**
 - **Ernie Eden**
 - **Don Laido**
 - **Scott Morchower**
 - **Mable Smith**
- **Finance: Jim McKechnie**
- **Marketing: Isabel Joffre**
- **Membership: Scott Morchower**
- **Education: Ernie Eden**
- **Marketing Presentation: Don Edwards**
- **Sponsorship: Mable Smith**
- **AGREE Historian: David Thomas**