

# AGREE

Commercial Real Estate Marketing  
Monthly Meeting

*Let's Make some Deals!*

THURSDAY, AUGUST 15,  
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 August will be Steven Rowe, ASLA and VP of AEC, Inc. He will be speaking on the "Mixed Use Developments and Community Impact". His experience with both civil engineering and landscape architecture allows him to design with careful a balance between the technical engineering requirements and aesthetic appeal required for project success.

### DEAL OF THE MONTH

Members Scott Morchower and Adriana West successfully completed a deal on 11897 Crabapple Road, Roswell. Attend the monthly meeting for additional information and how you can complete deals.

### LUNCH SPONSOR

Steven Bradley, a commercial broker with First Citizens Bank. Bio attached.

**IMPORTANT** if you've had changes in your contact info please contact Jim McKechnie at [jim@georgiacommercialbroker.com](mailto: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](http://www.AGREGA.com)

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

### Upcoming Meetings

**THURSDAY, SEPTEMBER 19, 2019** – Speaker will be member Jay Leslie speaking on "Marketing Land"

**OCTOBER 30, 2019** – 8 HR CE class in conjunction with SEC "Understanding your Client" with Ted Blank



**Association of Georgia Real Estate Exchangers**

# THE AGREE AUGUST MEETING AGENDA

**When:** THURSDAY, AUGUST 15, 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 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 and Suggestions from attendees on creating transactions, Cash and Mortgages available for deals.

**11:45-12:30:** **Our speaker Steven Rowe, ASLA and VP of AEC, Inc., speaking on “Mixed Use Developments and Community Impact”.**

**12:30-1:00:** **A free lunch will be provided by Stephen Bradley, Commercial Lender with First Citizen Bank.** 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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To remove your name from our mailing list, please [reply to this email](#).

Questions or comments? E-mail us at [agreega@gmail.com](mailto:agreega@gmail.com). For more information about AGREE, see our website at [www.AGREEGA.com](http://www.AGREEGA.com).

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# **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**