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Georgia Real Estate Commission Chairman To Speak to Business Brokers on Licensing

ATLANTA—Buying or selling most businesses requires a license, and Robert Love, chair of the Georgia Real Estate Commission, will speak to the Georgia Association of Business Brokers about state licensing requirements at the group's monthly meeting on Tuesday, April 27, at 10:30 a.m.

The Georgia Real Estate Commission issues citations to 20 to 25 businesses or individuals each month for selling real estate without a license, according to Love, president and founder of Love Properties, Inc. The six-member Georgia Real Estate Commission, appointed by the governor, administers the license law that regulates brokers, salespersons, and community association managers.

“Whenever you are dealing with selling a business, whenever any real estate is involved in the sale, which is almost always the case, you must have a license,” says Love, who has 40 years of experience in real estate. “Some people try to sell businesses without being licensed, without taking the required courses and passing the licensing exam.”

Almost 75,000 real estate licensees are currently active in Georgia, says Love. That's down about 8,000 since the beginning of 2008, due to the real estate downturn, says Love. Georgia Real Estate Commissioner Jeffrey Ledford, a full-time employee of the commission, will accompany Love and both will answer questions about new changes in licensing requirements.

Mr. Love will speak at the GABB's meeting Tuesday, April 27, 2010, at the South Terraces Conference Center, 115 Perimeter Center Place, Atlanta, GA, 30346. The meeting is free and open to the public. Networking begins at 9:45 a.m. with a light breakfast before the 10:30 a.m. meeting

The Georgia Association of Business Brokers (GABB) is the state's only professional organization and Multiple Listing Service dedicated to buying and selling businesses and franchises. An experienced GABB business broker can help a buyer find businesses for sale, negotiate a fair price and obtain financing. A broker can help an owner evaluate and price a business, market and advertise to prospective buyers, negotiate and close a deal. The GABB Web site lists hundreds of businesses for sale throughout Georgia, as well as around the country.

Robert T. Love, CPM, is president and founder of **Love Properties, Inc.**, an Atlanta-based AMO, and full service real estate firm. Love Properties, Inc., is presently operating more than 3,000 multi-family units in four states in addition to several commercial properties. Love Properties, Inc., has developed or managed 250 income-producing properties over the last 30 years with value in excess of \$1.2 billion.

Mr. Love is a graduate of the University of Miami and holds a Masters Degree in Business Administration from Georgia State University.

Mr. Love was president of the Atlanta Apartment Association in 1999, is a past director of the Georgia Manufactured Housing Association, and is a member of the Atlanta Commercial Board of Realtors as well as chairman of the board of the Georgia Real Estate Commission

Mr. Love was National President of the Institute of Real Estate Management (IREM) in 1993 and was elected Manager of the Year for the Atlanta Chapter in 1983 and 1990.

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Note to Media: Journalists are invited to attend and cover the meeting. To interview a business broker expert, contact Henry Hicks at 404-915-7282 or HLHCPA@aol.com or Diane Loupe at 404-374-3990, dloupe@mindspring.com