

Affiliate Business Partners Meeting #1 Minutes

Friday, January 15, 2016 | 10:30 a.m.

Auditoriums A, B & C

AFFILIATE MEMBERS

Chairman: John-Paul M. Mario, ASID, Classic Design Associates

Affiliate Board Members: *indicates major sponsor

Marc Walker	Waddell & Reed
Robyn Fiel	Synovus Mortgage
Scott Tennant	Access Reverse Mortgage*
John Barcelo	ValuCentric
Dylan Barrie	Rock's Moving Co*
Denise Drews	American Bancshares Mortgage*
Pat Stobie	Total Title Solutions*

NOT PRESENT:

Samantha McDermott *IBERIABANK**
Secretary

Ambassador Mentors:

John Barie	JB Health and Life Solutions
Edina McGuire	American Bancshares Mortgage*

Affiliate Mentors:

Deb Hicks	Suddath Relocation Systems*
Nelson Garcia	SunPoint Home Loans
Stephanie Stephens	Sapphire Title & Escrow Services*

NOT PRESENT:

Laura Vetter *Home Warranty of American*

Major Sponsors:

Marilyn Corazza	Coastal Property Services Group
Michelle Rothwell	Columbus Capital Lending
Diana Harvey	Columbus Capital Lending
Greg Vorbeck	Fiduciary Funding
Diana Schwarz	Fiduciary Funding
Laureen Lofgren	IBERIABANK
Haley Murphy	International Title Partners
Sonia Pfizenmaier	Kron & West A/C
Selena Castillo	Sapphire Title & Escrow Services
Paula Blanda	Strategic Insurance Services
Mike Ludwig	Strategic Insurance Services
Elena Reed	Third Federal Savings & Loan

Other Members:

Hannah Gross	Guardian Restoration
Barbara Pailley	Oasis Outsourcing
Melissa Ems	Melissa Ems Insurance Agency
Jennifer Bondy	Trask Daigneault LLP
Dave Foster	Exchange Resource Group
Megan Willoughby	GreenLeaf Title
Tracy Baer	North Shore Insurance
Rick Haupricht	GreenLeaf Title
Keith Long	Journalist on Call

Other Members Continued:

Dan Hagaman	Hagaman Promotions and Awards
Penny Lee Todd	Affiliate Family Connect
Dave Perkins	Title and Abstract Agency
Kathy Amyx	Title and Abstract Agency
Orlando Imai	MetLife
Dave Gerald	Habitat for Humanity of Pinellas
Pat Smoot	SecurityNational Mortgage Co.
Sarah Hasch	Equity National Title
Brian Brown	Old Republic Home Protection
Dan Brave	Expert Mold Test
Melissa Menikheim	SEC Inspection Services
Kim Bauer	1-800-GOT-JUNK
Stuart Bromfield	On Q Financial
Irene Konowal	Primerica
Frank Gemma	Caliber Home Loans
Tom Hession	HHH Home Inspection Services
Jerry Smith	A Snoop Inspection
Jim Pello	Brightway Insurance
Elizabeth Madray	Legal Shield
Steve Cohn	Commission Express
Debra Lee	Innovation Cabinetry
Amber Petersen	JDi Solutions Legal Shield
Sally Petersen	JDi Solutions Legal Shield
Leona Broussard	JDi Solutions Legal Shield
Jeffrey Jones	Liberty Inspections
Megan Galane	Mountain West IRA
Ken Jones	Wallace Welch & Willingham
Vincent Radcliffe	Air Quality Control
April Kalapp	First American Title
Bob Dorian	Tampa Bay Title
Heather Joie	Rick's Home Theatre Store
Darien Goodloe	Central Bank
David Hamilton	Coast to City Home Inspections
Marcus Eddy	Path 2 Water Group
Lori Valentine	Path 2 Water Group
Lance Reilman	Peace of Mind Home Inspections
Joanna Furuglyas	Peace of Mind Home Inspections
Wydel Simmons	Reassurance Home Inspections
Patty Dykstra	Sew Chic Embroidery
Brian Sullivan	Rite Rug Flooring and Carpet
Debbie Thomas	Habitat for Humanity of Pinellas
Dustie Amatangelo	Florida Building Inspection

AGENDA ITEMS

1. Mission Statement

2. Welcome Guests – 9 guests were in attendance

3. Introductions: John-Paul, Affiliate Board, Affiliate Ambassador Mentors, Affiliate Mentors, PRO Staff

4. All Children's Hospital

- \$335 was raised for All Children's Hospital during introductions
- \$105,000 has been given to All Children's Hospital since we started supporting them
- Affiliates went to the hospital around the holidays to deliver all of the donated toys to the patients as well as to Ronald McDonald House on Christmas Day to deliver dinner

5. Introductions: new members since last meeting, existing members

6. Financials

- We have \$62,293.66 in our general account
- We have \$21,202.00 in our foundation account that's designated for charity use

7. Announcements

- One major sponsorship slot is still available – contact John-Paul 727-210-3185
- If you have a suite in the professional office suites, please clean up after yourself in the kitchen and only use the door between the suites and PRO when it's raining or if John-Paul lets you in
- If you come to PRO and need access to the Board Room, please let the ladies at the front desk know what you're here for – do not just walk in
- Be sure to re-stock your business cards on the Affiliate Wall
- If you want to put your business cards on the other two Affiliate Walls, give your business cards to John-Paul
- Affiliate name badge – please wear yours at Affiliate meetings, during sponsorships, and at PRO Connect events
- Membership dues are due January 29, 2016 – you will be terminated and removed from all email lists and will not be included in the printed Affiliate Directory if you do not pay by that time

8. 2016 Affiliate Procedures and Guidelines

- A few updates have been made – please read these prior to contacting Kim with questions about the program – there's a good chance your question will be answered
- The items printed in red text are those items that some had a hard time understanding last year, but are very important

9. "Our Goals and Purpose"

- Why are we here – to make money, to become successful, to help people, to build relationships with fellow members
- Don't look at your "competition" as competition – look at them as resources
- Successful Affiliates are active Affiliates

10. Affiliate Presentation

Commission Express – Steve Cohn

11. "How Can We Help?"

- Pay attention to the new member checklist that's in the Guidelines packet – be sure you've completed all of them within the first 60 days of joining
- We've had 9,040 connections in 2015 – about 753 per month on average

- Affiliate Mentors are here to help you – don't ignore them, be sure to respond to them when they call to set up a meeting with you

12. 2016 Affiliate Directory

- Ads may still be placed until January 29

13. Testimonials – the following Affiliates gave testimonials about their successes with fellow members and other means of getting business:

- John-Paul read thank you letters from the CEO of All Children's Hospital, from the foundation department, from two Realtors who attended the holiday luncheon (one who is donating \$2,000 to All Children's Hospital), and from a Realtor who received his membership dues from the Affiliates
- Deb Hicks – Neil Allen, Hannah Peters, Rex Gaugh, Tammy Plummer, Yvette Gaugh, Amber Petersen, Sally Petersen, Debbie Thomas, Kim Bauer
- Edina McGuire – Francine Villa, Paula Blanda, John Barcelo, Tracy Baer
- Paula Blanda – Pat Smoot, Kathy Waters, Hannah Gross, A Snoop Inspection, Carol Meyer, Jeb Boulware, Sarah Hasch, Sonia Pfizenmaier, Kim Bauer, Denise Drews, Francine Villa, Edina McGuire, John Barcelo, Arnie Diaz, Stephanie Stephens, Rick Haupricht, Tom DeMint, John-Paul Mario
- John Barcelo – Rick Haupricht, Megan Willoughby, Stephanie Stephens, Michelle Gilbert, Denise Drews, April Kalapp, Joyce Smith, Joel Morris, John Ricker
- Diana Harvey – Robin Emanuel, John-Paul Mario
- Sonia Pfizenmaier – John-Paul Mario, Paula Blanda
- Dylan Barrie – Amber Petersen, Scott Tennant, John Barie, John-Paul Mario
- John Barie – Amber Petersen, Tracy Baer, Dylan Barrie, his Affiliate clients
- Megan Galane – Rick Haupricht, John Barcelo
- Scott Tennant – Denise Drews, Edina McGuire, Brian Heckman, Francine Villa, Dylan Barrie
- Marilyn Corazza – Stephanie Stephens
- Tracy Baer – John Barie, Wydel Simmons, Edina McGuire, Frank Gemma
- Brian Brown – John-Paul Mario, Edina McGuire, Total Title Solutions, Sapphire Title, GreenLeaf Title
- Amber Petersen – Rick Haupricht, Dave Perkins, Heather Joie
- Dan Hagaman – Kim Bauer
- Diana Schwarz – Joel Morris, Linda Goldfarb, John-Paul Mario
- Elizabeth Madray – Jim Pello, John Ricker

14. Upcoming Events

January 18 – LSG Consulting Services' 'Masterminds for Realtors' at PRO, 8:45am to 10:15am

January 19 – PRO Connect at Red Mesa Cantina, 5:30pm to 7pm, Affiliate Board hosting

January 19 – The Heckman Group's 'Offer Accepted' at PRO, 10am to noon

January 21 – Waddell & Reed's 'Retirement and Financial Planning Basics' at the Palm Harbor Library, 1:30pm to 3:30pm

January 21 – Pinellas International Council's '2016 Kick-Off Meeting' at PRO, 12:30pm to 4:30pm – sponsors chosen were Jerry Smith with A Snoop Inspection and Leona Broussard with JDi Legal Shield

January 25 – Access Reverse Mortgage's 'The Truth About Reverse Mortgages' at PRO, 10am to noon

January 27 – First American Title's 'A Plan to List and Win in 2016' at PRO, 10am to 11:15am

NEXT MEETING

ORIENTATION WILL BE HELD THIS DAY AT 9:00 A.M. IN THE BOARD ROOM:

Friday, January 29, 2016 | 10:30 a.m. to noon | PRO – 4590 Ulmerton Rd. in Clearwater.

Invite your Realtor contacts to this meeting to introduce themselves and their listings to us!

The 2016 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>