

Affiliate Business Partners Meeting #2 Minutes
Tuesday, January 24 | 10:30 a.m.
Auditoriums A, B & C

AFFILIATE MEMBERS

** indicates Major Sponsor*

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

Affiliate Board Members:

Denise Drews	American Bancshares Mortgage*
Tamatha Spangler	Currencies Direct
April Kalapp	First American Title
Dylan Barrie	Rock's Moving Co*
Trevor Smith	Sindeo
Pat Stobie	Total Title Solutions*
John Barcelo	Valuentric

NOT PRESENT:

Samantha McDermott, Secretary IBERIABANK*

Ambassador Mentors:

John Barie	Classic Design Associates*
Deb Hicks	Suddath Global Moving*

Affiliate Mentors:

Kim Bauer	1-800-GOT-JUNK*
Laura Vetter	Home Warranty of America*

NOT PRESENT:

Stephanie Stephens Total Title Solutions*

Major Affiliate Sponsors:

Mac Tennant	Access Reverse Mortgage
Frank Gemma	Caliber Home Loans
Hunter St. Clair	Caliber Home Loans
Donna Tevlin	Caliber Home Loans
Phil Grinstead	First Class Moving
Chris Shinham	First Class Moving
Laureen Lofgren	IBERIABANK
Danielle Kirschbaum	International Title Partners
Melissa Ems	Melissa Ems Insurance
Robin Emanuel	Peace of Mind Home Inspections
Tom Lofy	Third Federal Savings & Loan
Russell Mundora	Third Federal Savings & Loan
Sean Cullen	VanDyk Mortgage
Ray Rau	VanDyk Mortgage
Chris Rose	VanDyk Mortgage

REALTOR® Members:

Rachel Friesema	Berkshire Hathaway Home Svc
Janie Scurti	Coldwell Banker Palm Harbor
Virginia Chacon	Global LifeStyle Realty LLC
Soledad Vaquer	Global LifeStyle Realty LLC
Andrew Cabot	Holland Associates
Susan Sorensen	Keller Williams Gulfside Realty
Vanessa Bustamante	NextHome Gulf Coast
Steven (Tim) Ealy	RE/MAX

Affiliate Members:

Rick Haupricht	GreenLeaf Title
Brian Brown	Old Republic Home Protection
Debbie Kampel	Wells Fargo Short Sales
Scott Tennant	HomeTown Lenders
Mary Lobdell	A Radiant Property Inspection
Bernard DiRuzza	South Beach Concierge
Jeannine Smith	VAREP
Donna Mason	Primerica
Ray Williams	Security National Mortgage Co.
Mike Williams	Security National Mortgage Co.
Jonathan Palma	Palma Law Group
Greg Adams	Genesis One Insurance
Jude Davis	Powur, PBC Indep. Advisor
Naida Cerrito	Fairway Independent Mortgage
Cathy Heiss	360 Tour Designs of Clearwater
Rick Heiss	360 Tour Designs of Clearwater
Megan Willoughby	GreenLeaf Title
Jerome Fine	Photos by Fine
Edina McGuire	Mobile Notary Signing Agent
Randy Crouse	Sand Dollar Home Inspections
Elizabeth Madray	LegalShield
John Ricker	Baxter Title
Robyn Fiel	Synovus Mortgage
Sally Petersen	JDi Solutions – LegalShield
Gideon Golden	Gulfside Windows, Doors & More
Rachel Vincenti	Gulfside Windows, Doors & More
Rose Adams	Genesis One
Alexis Palma	Palma Law Group
Jonathan Palma	Palma Law Group
Amanda Hersa	Palma Law Group
Duan Johnson	BB&T Bank
Theresa Costello	Interlinc Mortgage
Jason Svadeba	Mr. Mover
Linda Hudgins	New Frontier Title
Mike Lesyshyn	SavvyHealth, Inc.
Joyce Smith	Somers Title Co.
Debra Lee	Innovation Cabinetry
Clarry Ellis	Wells Fargo
Annamarie Dotson	Dotson Accounting Services
Jimmy Marks	The Mortgage Form
Jeff Jones	WeInspectMold.com
Sue Duhamel	Redefined Living/Moving
Nathan Willis	Fifth Third Bank
Adam Ellis	Bank of the Ozarks
Anachemy Middleton	Exchange Resource Group
Jason Keen	Keen Building Inspection

There were 3 guests in attendance.

AGENDA ITEMS

1. Mission Statement

2. Introductions: Affiliate Chair John-Paul Mario, Affiliate Board, Affiliate Ambassador Mentors, Affiliate Mentors, PRO Staff, Major Sponsors

- Guests
 - REALTOR® Guests
 - New Members
 - Existing Members
- \$637 was raised for All Children's Hospital*

3. Announcements/Reminders

- The Affiliate Appreciation Luncheon that was scheduled for January 27 has been **cancelled** and will be rescheduled. Date TBD.
- There is only one Affiliate Wall – the other two off-site locations do not have them
- Each individual Affiliate member gets ONE slot to put business cards in – do NOT put your cards in more than one slot
- Primary Affiliate Membership is \$260 – Secondary Affiliate Membership is \$60 - just because a company has a member at PRO doesn't mean that everyone in the office has membership
- The Affiliate Guidelines & Procedures have been updated since the last meeting
- Major Sponsorships for 2017 are still available – 1 Platinum (banner in the lobby), 3 Diamond (banner in the front of the auditorium), and 1 Emerald/Ruby remain – contact Kim if you're interested or want to upgrade – ksimmons@tampabayrealtor.com

4. "What Exactly Are People Skills"

- In general, good people skills are defined as the ability to listen
- To communicate and related to others on a personal level
- Patience is an exceptional people skill that is valuable in every profession
- Good people skills are an asset in nearly every line of work
- We need to show others that we are approachable
- Interact with others by smiling honestly and with your whole face, not just your mouth

5. Marketing Session/Pitch

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Vanessa Bustamate 727-400-1759 sold her property on the way to the meeting. She shared a bit of information about herself.
- Janie Scurti 215-630-9468 shared:
420 Flamingo Circle in Palm Harbor, 2/2, \$326,880 – Open House on Sunday, February 12 from 1:00 p.m. to 3:00 p.m.
- Susan Sorensen 727-279-5830 shared:
3820 Brookworth Ave in Tarpon Springs, 4/3.5, \$549,000, \$100/mo HOA, Open House Sunday, January 29 from noon to 3:00 p.m.
- Rachel Friesema 727-481-4757 shared:
814 Narcissus Ave in Clearwater Beach, 4/3, \$595,000, Open House Sunday, February 12 from 2:00 p.m. to 4:00 p.m., possible Open House this Sunday
1160 Dr. MLK Jr St N in Safety Harbor, 3/2, \$340,000, Open House Sunday, January 29 from 1:00 p.m. to 4:00 p.m.
1019 Orca Ct in Holiday, 3/2, \$205,000, \$537/quarter HOA
- Steven (Tim) Ealy 727-314-EALY recently joined PRO as a Realtor and shared a bit of information about himself

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

- Dylan Barrie – Katrina Grenon, Debbie Kampel, Cathy Heiss, Rick Heiss, Trisha Murphy, Lauren Misa, Jimmy Marks, Russell Mundora
- Robin Emanuel – Joe Simon
- John Barcelo – Mac Tennant, Scott Tennant, Rick Haupricht, Megan Willoughby, Frank Gemma, Andy Cabot, Denise Drews, Doug Swain, April Kalapp, Somers Title
- Danielle Kirschbaum – Melissa Ems, Robin Fiel, Dylan Barrie, Sue Duhamel
- Melissa Ems – Danielle Kirschbaum, Robyn Fiel, Pat Smoot, Jackie McMahon, Jane McKenzie, Soledad Vaquer, PRO Major Sponsor – she’s already received 11 calls from people who saw her banner
- Elizabeth Madray – Mike Kennedy
- April Kalapp – Andy Cabot, Frank Gemma, Robin Emanuel
- Deb Hicks – Elizabeth Madray, Carl Bates, Hannah Peters, Sue Duhamel, numerous Realtors

Upcoming Events

Feb 2 – PIC’s ‘International Niches – Networking and Marketing and Working with Asian Buyers’ at PRO, 9am to noon – 2 Affiliates chosen to sponsor are Melissa Ems and Cathy Heiss

Feb. 8 – Caliber Home Loans’ ‘Understanding Renovation Loans and How to Use Them to Sell More Homes’ at the St. Pete South Branch Library, 1:30 p.m. to 3:30 p.m.

Feb. 9 – Caliber Home Loans’ ‘Understanding Renovation Loans and How to Use Them to Sell More Homes’ at the Palm Harbor Library, 1:00 p.m. to 3:00 p.m.

NEXT MEETING

Friday, February 10 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

This is also a Marketing Session/Pitch Meeting. Realtors interested in pitching their properties should email

AffiliateChairman@gmail.com the MLS ID #s of the properties.

The 2017 Affiliate Meeting schedules are located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>