

Affiliate Business Partners Meeting #3 Minutes

Friday, February 5 | 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:

Samantha McDermott, Secretary IBERIABANK*
Denise Drews American Bancshares Mortgage*
Dylan Barrie Rock's Moving Co*
Robyn Fiel Synovus Mortgage
Pat Stobie Total Title Solutions*
John Barcelo Valucentric

NOT PRESENT:

Scott Tennant Access Reverse Mortgage*
Marc Walker Waddell & Reed

Ambassador Mentors:

Edina McGuire American Bancshares Mortgage*
John Barie Classic Design Associates

Affiliate Mentors:

Laura Vetter Home Warranty of America
Stephanie Stephens Sapphire Title & Escrow Services*
Deb Hicks Suddath Relocation Systems*
Nelson Garcia SunPoint Home Loans

REALTOR® Members:

Cindy Lukehart EXP Realty
Melissa Wahl Century 21
Jason Adler Charles Rutenburg Realty
Dawn Lazzarro Coldwell Banker
Sherry Lowrey Future Home Realty
Jan Kokernot Premier Sotheby's
Ed Light Coastline Commercial Realty
Joe Gifford Keller Williams Palm Harbor
Davis Brooks Keller Williams St Pete
Nolan Finn Keller Williams St Pete
Beth Snyder RMS Elite Properties
Elaine Goller Hofacker and Associates
Valerie Johnson Watts Realty Group
Mike Nicodemi Select Realty
Paula Williams Coldwell Banker
Jillian Gibson Realty Executives Adamo

Other Affiliate Members:

Marcus Eddy Path 2 Water Group
Lisa Dunn Title Security
Bob Kane Cross Country Mortgage
Wes Crowell Lightline Productions
Tommy Conely Tommy Locksmith
Kim Bauer 1-800-GOT-JUNK
Kathryn Driver Housing Finance Authority
Jennifer Bondy Trask Daigneault LLP
Tammy Kulakowski Master Restoration

Major Affiliate Sponsors:

Francine Villa American Bancshares Mortgage
Carol Meyer Columbus Capital Lending
Michelle Rothwell Columbus Capital Lending
Marilyn Corazza Coastal Property Services
Diana Schwarz Fiduciary Funding
Gregg Vorbeck Fiduciary Funding
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Barry Beote IBERIABANK
Laureen Lofgren IBERIABANK
Sonia Pfizenmaier Kron & West A/C
Joanna Furuglyas Peace of Mind Home Inspections
Selena Castillo Sapphire Title & Escrow
Paula Blanda Strategic Insurance Services
Michael Ludwig Strategic Insurance Services

Other Affiliate Members:

Penny Lee Todd Butterfly Connections
Inge Boulogne Your Mortgage Source
Dan Hagaman Hagaman Promotions & Awards
Jerry Smith A Snoop Inspection
Kris Gehl KG Photography
Elizabeth Madray Legal Shield
Neil Wicks Regal Home Inspection
Keith Long WriterKeith
Dave Gerald Habitat for Humanity
Vincent Radcliffe Air Quality Control
Ken Jones Wallace Welch & Willingham Ins.
Rick Haupricht GreenLeaf Title
Megan Galane Mountain West IRA
Kathy Amyx Title & Abstract Agency
Heather Joie Rick's Home Theatre Store
Orlando Imai MetLife
Joyce Smith Somers Title
Joel Morris Somers Title
April Kalapp First American Title
Amber Petersen JDi Solutions Legal Shield
Sally Petersen JDi Solutions Legal Shield
Larry Chapman Crown Eurocars
Megan Willoughby GreenLeaf Title
Tracie Mayo Movement Mortgage
Dustie Amatangelo Florida Building Inspections
Glenn Fricke DG Construction & Inspections
Hamza Akileh DG Construction & Inspections
Stuart Bromfield On Q Financial
Gregg Murray Magic Mortgage
Melissa Menikheim Prohealth Pest Control
SEC Inspection Services

There were 5 guests in attendance.

AGENDA ITEMS

1. Mission Statement

2. Introductions: John-Paul Mario, Affiliate Board, David B. Bennett, Kim Sonefeld, Affiliate Mentors

3. Introductions:

- Guests
 - REALTOR® Guests
 - New Members
 - Existing Members
- \$510 was raised for All Children's Hospital*

4. Announcements

- Affiliate pins are on sale for \$20 – proceeds benefit All Children's Hospital
- If you are not leasing an office in the Executive Suite do not place your business cards in the holder in the entryway, and do not use the conference room in the suites area

5. Guest Speaker – John Barcelo – “Determining List Price”

- If you want to make a 15 min presentation during the Marketing/Pitch Session meeting, or a 5 min presentation during the regular Affiliate meetings, email AffiliateChairman@gmail.com
- During the 5 minute presentations you will be limited to 6 PowerPoint slides

6. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Beth Snyder 813-658-8766 shared:
1501 Delaware Ave NE in Shore Acres, 3/2, \$247,500, Open House Feb 14 from 1pm to 4pm
- Nolan Finn 727-894-1600 shared:
3740 58th St N in St Pete, 1/1, \$52,500, \$326.95/month HOA
- Dawn Lazzarro 727-781-3700 shared:
Vacant lot in Tarpon Springs, 78 x 100, \$45,000, \$230/month HOA
10492 125th Ave in Largo, \$175,000, 2/1 ½
- Melissa Wahl 727-422-9181 shared:
8227 118th Ave in Largo, 3/2 ½, \$218,000, \$130/month HOA
- Jason Adler 813-508-7526 shared:
2424 Baywood Dr W in Palm Harbor, 5/3, \$1,299,000
624 Wells Ct #201 in Clearwater, 2/2, \$159,000, \$425/month HOA, 5% ROI tenant occupied
2724 Via Murano #639 in Clearwater, 3/2, \$205,000, \$700/month HOA
Has a buyer looking to spend \$250K-\$300K in Oldsmar, 4+ bedrooms
- Jan Kokernot 727-460-2956 shared:
105 4th Ave NE #420 in St Pete, 2/1 ½, \$339,900, \$416/month HOA
- Sherry Lowrey 727-744-7824 shared:
7932 Sailboat Key Blvd in St Pete Beach, 3/2, \$396,000, \$466/month HOA
12409 Chickasaw Trail in Indian Rocks Beach, 3/2, \$399,000
- Cindy Lukehart 727-420-3628 shared:
4936 5th Ave N in St Pete, 3/1, \$120,000
1166 41st St N in St Pete, 3/2, \$126,000

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

- John Barcelo – Stephanie Stephens, Selena Castillo, Rick Haupricht, Megan Willoughby, Cindy Lukehart, Brian Heckman, Jeb Boulware, Robyn Fiel
- Deb Hicks – Amber Petersen, Sally Petersen, Dylan Barrie, Hannah Peters, Deborah Gregory
- Kathy Amyx – Robyn Fiel, Denise Drews

- Heather Joie – Sally Petersen, Jim Pello
- Cindy Lukehart – Paula Blanda, Melissa Menikheim
- Marcus Eddy – Deb Hicks
- Elizabeth Madray – Orlando Imai
- John-Paul read a thank you note from a Realtor thanking Affiliates for the food that's set out each day for members

Upcoming Events

February 15 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO, 8:45 a.m. to 10:15 a.m.

February 16 – PRO Connect at Red Mesa Cantina, 5:30 p.m. to 7:00 p.m., John Ricker of Baxter Title hosting

February 25 – The Heckman Group's 'Grow a Team/Virtual Assistants/Automation' at PRO from 10:00 a.m. to noon – one sponsor chosen was Paula Blanda

Affiliate Spotlight in February:

Week of Feb 8: 1-800-GOT-JUNK and Strategic Insurance Services

Week of Feb 15: Best View Photography and Suddath Relocation Systems

Week of Feb 22: GreenLeaf Title and Classic Design Associates

Week of Feb 29: Brightway Insurance and IBERIABANK

NEXT MEETING

Tuesday, February 23 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

Orientation will be held that day at 9:00 a.m. Please attend if you haven't attended one yet.

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