

Affiliate Business Partners Meeting #3 Minutes
Friday, February 10 | 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*
April Kalapp First American Title
Melissa Ems Melissa Ems Insurance*
Dylan Barrie Rock's Moving Co*
Trevor Smith Sindeo
Pat Stobie Total Title Solutions*
John Barcelo Valucentric

NOT PRESENT:

Tamatha Spangler Currencies Direct

Ambassador Mentors:

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

Affiliate Mentors:

Kim Bauer 1-800-GOT-JUNK*

NOT PRESENT:

Laura Vetter Home Warranty of America*
Stephanie Stephens Total Title Solutions*

Major Affiliate Sponsors:

Shannon Corinti American Bancshares Mortgage
Francine Villa American Bancshares Mortgage
Hunter St. Clair Caliber Home Loans
Donna Tevlin Caliber Home Loans
Naida Cerrito? Fairway Independent Mortgage
Joe Gabriel Fairway Independent Mortgage
Danielle Kirschbaum International Title Partners
Julya Kemp New Outlook Home Staging
Robin Emanuel Peace of Mind Home Inspections
Jude Davis Powur – PBC Independent Advisor
Tom Lofy Third Federal Savings & Loan
Ray Rau VanDyk Mortgage
Chris Rose VanDyk Mortgage

REALTOR® Members:

Janie Scurti Coldwell Banker Palm Harbor
Ellie Lebohner Charles Rutenberg Realty
Evelyn Nakelski Keller Williams Gulfside Realty
Donald Nakelski Keller Williams Gulfside Realty
Solidad Vaquer Global Lifestyle Realty
Marisol Davilla International Realty

Affiliate Members:

Rick Haupricht GreenLeaf Title
Brian Brown Old Republic Home Protection
Clarry Ellis Wells Fargo
Mike Baralt McCaughan Home Lending
Mike Lesyshyn Savvy Health, Inc
Cathy Heiss 360 Tour Designs of Clearwater
Rick Heiss 360 Tour Designs of Clearwater
Bernard DiRuzza South Beach Concierge
Lorraine LaGuardia South Beach Concierge
Eric Ahlers Service First Home Loans
John Ricker Baxter Title
Adam Ellis Bank of the Ozarks
Anachemy Middleton Exchange Resource Group
Jason Keen Keen Building Inspection
Dan Hagaman Hagaman Promotions and Awards
Randy Crouse Sand Dollar Home Inspections
Michelle Rothwell Your Mortgage Source
Martin Carpenter Martin Carpenter's A/C
Megan Willoughby GreenLeaf Title
Edina McGuire Mobile Notary Signing Agent
Michael Patterson Suncoast Professional Inspection
Debra Lee Innovation Cabinetry
Joyce Smith Somers Title Co.
Marc Walker Waddell & Reed
Sonia Pfizenmaier Kron & West A/C
Greg Adams Genesis One Insurance
Sally Petersen JDi Solutions – LegalShield
Amber Petersen JDi Solutions – LegalShield
Stephanie Cokos Kira Doyle Law
Kira Doyle Kira Doyle Law
Jason Keen Keen Building Inspections
Jeannine Smith VAREP
Mary Lobdell A Radiant Property Inspection
Angelina Godfrey Doug Mayer Agency
Linda Hudgins New Frontier Title
Debbie Kappel Wells Fargo Short Sales
Laurin Misa First International Title
Sharron Topping Beacon Background Screening
Mike Kennedy Triple T Defense
Paula Blanda Solutions Insurance
Carl Bates Smart Move Moving & Storage
Sarah Hasch Equity National Title
Trisha Murphy Nations Title Agency
Josh Norris EZ Media Productions

There were 5 guests in attendance.

AGENDA ITEMS

1. Mission Statement

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

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

3. Announcements

- If you're sponsoring a class at PRO, your table must be set up at the time that Kim tells you – usually 45 minutes prior to the class start time
- Only two Affiliate members per company may attend for sponsorships, and only one may speak on behalf of the company
- If you are participating in the Affiliate Spotlight, you must keep your items on your side of the table and you may not block any business cards or signs on the wall – only one member per company per day may be at PRO representing the company
- We are in the process of scheduling a PRO Connect event in the north part of the county
- PRO is open from 8:30 a.m. to 5:00 p.m.
- If you want to do a presentation at the next Affiliate Meeting, email AffiliateChairman@gmail.com

4. "Action Plan"

- Have you created your own personal action plan for the year? You should have by now.
- Think of your action plan as a to-do list
- Include all steps necessary to achieve each goal on the action plan
- Action plans include phone calls you need to make, appointments that need to be scheduled, etc.
- Review your action plan every day, and every day you should plan for the following day
- You don't need to be limited to just one action plan – create as many as you need
- Be prepared to evaluate your goals and adjust your action plan as necessary
- Don't allow your current image or situation to define your future
- Don't ever give up hope
- Your success is our goal

5. Marketing Session/Pitch

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Janie Scurti 215-630-9468 shared:
1739 Longview Ln in Tarpon Springs, 4/4, \$459,900, just under \$400/year HOA
Open House on Saturday, February 11 from 1:00 p.m. to 3:00 p.m.
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.
- Ellie Lebohner 727-481-3699 shared:
10764 SW 70th Ave #2101 in Seminole, 2/1, \$125,000
11176 E 59th Ave E in Seminole, 2/2, \$250,000
- Marisol Davilla 727-480-1487 shared:
736 Island Way #203 in Clearwater Beach, 2/2, \$389,900, \$640/mo HOA

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

- Deb Hicks – Elizabeth Madray, Dylan Barrie, Carl Bates, Hannah Peters
- Kim Bauer – got a client from November's Expo event at PRO, Marilyn Corazza
- Stephanie Cokos – Ray Rau, Tamatha Spangler, Affiliate Directory

- Paula Blanda – Sandra Ceballos, Joanna Furuglyas, Wells Fargo, American Bancshares, Tom DeMint, Pat Smoot, Pat Stobie, Jeff Beerbohm, Brian Brown, Adam Ellis, Tammy Kulakowski
- John Barcelo – Denise Drews, Somers Title, Mac Tennant, April Kalapp, Stephanie Cokos, Marc Walker, Sapphire Title & Escrow Services
- Melissa Ems – Tom DeMint, Robyn Fiel, Fidelity National Title, 2 Realtors
- Rick Haupricht – all Affiliates who he's done business with, John-Paul Mario
- Denise Drews – all Affiliates, John-Paul Mario
- Naida Cerrito – Janie Scurti
- Robin Emanuel – Linda Goldfarb, Solidad Vaquer
- Solidad Vaquer – Tamatha Spangler, April Kalapp, Melissa Ems, Laureen Lofgren, Robin Emanuel, Anita Fabrizio
- Pat Stobie – Tammy Kulakowski
- Amber Petersen – DeWayne – Realtor
- John-Paul read a letter from a Realtor who took GRI thanking the Affiliates for their hospitality and warmth

Upcoming Events

Wed. Feb. 15 – The Heckman Group's 'Communication and Follow Up Plan' at PRO, 1:30pm to 3:30pm

Wed. Feb. 15 – PIC's 'International Marketing Session' at PRO, 3pm to 4:30pm – 2 sponsors chosen were April Kalapp and Michael Patterson

Tue. Feb. 21 – PRO Connect at Red Mesa Cantina, 5:30pm to 7pm, Denise Drews with American Bancshares Mortgage sponsoring

Thurs. March 9 – Leasing and Property Management Council's 'Property Manager's Toolbox' at PRO, 9am to 11am – 2 sponsors chosen were Martin Carpenter and Jeannine Smith

NEXT MEETING

Tuesday, February 21 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

Affiliate Orientation will be held this day at 9:00 a.m. in the Board Room. You do not need to RSVP to attend.

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