

Affiliate Business Partners Meeting #4 Minutes
Tuesday, February 21 | 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*
Tamatha Spangler Currencies Direct
April Kalapp First American Title
Dylan Barrie Rock's Moving Co*
Trevor Smith Sindeo
John Barcelo Valucentric

NOT PRESENT:

Pat Stobie Total Title Solutions*

Ambassador Mentors:

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

Affiliate Mentors:

Kim Bauer 1-800-GOT-JUNK*
Laura Vetter Home Warranty of America*
Stephanie Stephens Total Title Solutions*

Major Affiliate Sponsors:

Malcolm Tennant Access Reverse Mortgage
Francine Villa American Bancshares Mortgage
Phil Grinstead First Class Moving
Chris Shinham First Class Moving
Danielle Kirschbaum International Title Partners
Melissa Ems Melissa Ems Insurance
Janice Goodall Melissa Ems Insurance
Jonathan Palma Palma Law Group, P.A.
Amanda Hersem Palma Law Group, P.A.
Robin Emanuel Peace of Mind Home Inspections
Jude Davis Powur
JP Eschbacher Suddath Global Moving Services
Larry Sweeney The Heckman Group
Thomas Lofy Third Federal Savings & Loan
Jackie McMahon Third Federal Savings & Loan
Ray Rau VanDyk Mortgage

Affiliate Members:

Lauren Misa First International Title
Greg Adams Genesis One Insurance
Rose Adams Genesis One Insurance
Amber Petersen JDI LegalShield
Sally Petersen JDI LegalShield
Mike Lesyshyn SavvyHealth, Inc.
Pat Smoot Professional Mortgage Alliance
Joyce Smith Somers Title Co.
Laura Palmisano Westshore Financial Group
Martin Carpenter Martin Carpenter's A/C
Dan Hagaman Hagaman Promotions & Awards
Kimberly Bridges The Flipped Room
Anita Fabrizio Tampa Personal Concierge
Starr Armstrong Five Starr Staging & Redesign
Donna Powell Pillar to Post Home Inspection
James Watson Gateway Mortgage
Seth Robbins 1st Bank Financial Centre
Nathan Willis Fifth Third Bank
Danny Torrado Divine Shine Cleaning
Jimmy Marks The Mortgage Firm
Tom Hession HHH Home Inspection Services
Lauren Misa First International Title
Trisha Murphy Nations Title Agency
Jeannine Smith VAREP
Debra Lee Innovation Cabinetry
Elizabeth Madray LegalShield
Steve Cohn US Health Advisors
Carrie Renner Big Fish Co
Darien Goodloe Atlantic Coast Bank
Randy Crouse Sand Dollar Home Inspections
Duan Johnson BB&T
Ginny Cannon cabi
Megan Galane Mountain West IRA
Jason Keen Keen Building Inspections

There were 4 guests in attendance.

AGENDA ITEMS

1. Mission Statement

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

- Guests
- REALTOR® Guests
- New Members
- Existing Members

\$363 was raised for Johns Hopkins All Children's Hospital

3. Announcements

- January and February birthdays were recognized
- PRO Connect at Red Mesa Cantina is for MEMBERS ONLY
- Dos and don'ts of the Affiliate Program are in the Affiliate Guidelines & Procedures
- Affiliate Code of Ethics – these can be found in the back of the Affiliate Guidelines & Procedures
- We are now collecting stuffed bunnies and other animals for the patients of Johns Hopkins All Children's Hospital for Easter

4. New Board Member Installation

- Melissa Ems was installed as an Affiliate Director

5. 7th Annual Wine & Food Festival

- Friday, October 13, 2017
- We have a new way of doing the 50/50 raffle this year – buy one book of 10 tickets for \$90 or one ticket for \$10 – tickets are on sale now – Big Fish Co. donated the tickets – there will be 3 prizes – one person will win 80% of the pot and two people will each win 10% of the pot

6. Topic: Opportunity

- “Golden opportunity” “Opportunity of a lifetime” “A missed opportunity”
- Pay attention to opportunities – they may turn out to be golden and life changing
- If you are going to sponsor a class, be prepared – know your pitch, arrive on time or early

7. Affiliate Presentations

- Valucentric – John Barcelo
- Suddath Global Moving Services – Deb Hicks
- US Health Advisors – Steve Cohn

8. PIC's 6th Annual Global Real Estate Symposium

- Wednesday, March 22 – event runs from 9:00 a.m. to 4:30 p.m.
- Sponsor tables must be set up by 7:15 a.m. to sponsors must plan to stay until 5:00 p.m. and help prepare food
- The cost is \$50 to sponsor – sponsors receive a table (must be set up BY 7:15 a.m.), speaking time, and their logo on the PowerPoint
- Sponsors chosen were Jude Davis, Starr Armstrong, Chris Shinham, James Watson, Danny Torrado, Robin Emanuel
- Backup sponsors are Denise Drews, Kim Bauer, Seth Robbins, Greg Adams

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

- Deb Hicks – Kim Bauer, Dylan Barrie, Hannah Peters, Carl Bates, Marc Walker
- Kim Bauer – Rose Adams
- Elizabeth Madray – Anita Fabrizio, Michelle Gilbert
- Dan Hagaman – Kim Simmons, John-Paul Mario
- Pat Smoot – Laureen Lofgren
- Melissa Ems – John Barcelo, Robyn Fiel, Fidelity National Title, Laura Palmisano, Carrie Renner, IBERIABANK, Martin Carpenter
- Dylan Barrie – Debbie Kampel, Ben Friedlander, Elizabeth Madray
- Megan Galane – Abbie Sasser

Upcoming Events

Wed. Feb. 22 – Stewart Title's 'The Outlook for Real Estate and the Economy with Dr. Ted C. Jones' at PRO, 10am to noon

Wed. Feb. 22 – First American Title's 'Response Therapy with Kim Dickey' at PRO, 1pm to 2:30pm

Thurs. Feb. 23 – The Heckman Group's 'Building a Real Estate Team' at PRO, 10am to noon

Fri. March 3 – VA REP's 'Debunking the VA Myths' at PRO, 10am to noon
Tue. March 7 – Fidelity National Title's 'Cyber Security for Real Estate' at PRO, 9am to 10am
Tue. March 7 – The Heckman Group's 'Marketing to Millennials' at PRO, 1:30pm to 3:30pm
Wed. March 8 – SavvyCard's 'Basic Training' at PRO, 2:30pm to 3:30pm

NEXT MEETING

Friday, March 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/>