

Affiliate Business Partners Meeting #4 Minutes

Tuesday, February 23, 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

Samantha McDermott IBERIABANK*

Secretary

Dylan Barrie

Rock's Moving Co*

Denise Drews

American Bancshares Mortgage*

Pat Stobie

Total Title Solutions*

Marc Walker

Waddell & Reed

NOT PRESENT:

John Barcelo

ValuCentric

Robyn Fiel

Synovus Mortgage

Scott Tennant

Access Home Mortgage*

Ambassador Mentors:

John Barie

JB Health and Life Solutions

Edina McGuire

American Bancshares Mortgage*

Affiliate Mentors:

Nelson Garcia

SunPoint Home Loans

Deb Hicks

Suddath Relocation Systems*

Laura Vetter

Home Warranty of American

NOT PRESENT:

Stephanie Stephens

Sapphire Title & Escrow Services*

Major Sponsors:

Oscar Cuervo

American Bancshares Mortgage

Francine Villa

American Bancshares Mortgage

Angela Barcelo

Classic Design Associates

Marilyn Corazza

Coastal Property Services Group

Diana Harvey

Columbus Capital Lending

Wayne McKinney

Fiduciary Funding

Diana Schwarz

Fiduciary Funding

Barry Beote

IBERIABANK

Laureen Lofgren

IBERIABANK

Sonia Pfizenmaier

Kron & West A/C

Selena Castillo

Sapphire Title & Escrow Services

Paula Blanda

Strategic Insurance Services

Jackie McMahon

Third Federal Savings & Loan

Elena Reed

Third Federal Savings & Loan

Other Members:

Andrea Abercrombie

Boss Law

Randall Baskin

Baskin Fleece Attorneys at Law

Michael McNamara

SavvyCard

Aristides Priakos

American Equity Mortgage

Jamie Potter-Boyd

Fifth Third Bank

Vincent Radcliffe

Air Quality Control

April Kalapp

First American Title

Sherry Keenan

Best View Photography

Other Members Continued:

Keith Long

Journalist on Call

Dan Brave

Expert Mold Test

Sarah Hasch

Equity National Title

Rick Haupricht

GreenLeaf Title

Megan Galane

Mountain West IRA

Kris Gehl

KG Photography

Brian Brown

Old Republic Home Protection

Irene Konowal

Primerica

Robin Emanuel

Budget Self Storage

Jerry Smith

A Snoop Inspection

Amber Petersen

JDi Solutions Legal Shield

Sally Petersen

JDi Solutions Legal Shield

Steve Cohn

Commission Express

Tracy Baer

North Shore Insurance

Elizabeth Madray

Legal Shield

Joyce Smith

Somers Title

Penny Lee Todd

Butterfly Connections

Dan Hagaman

Hagaman Promotions and Awards

Pat Smoot

SecurityNational Mortgage Co.

Tommy Conely

Tommy Locksmith

Melissa Menikheim

SEC Inspection Services

Megan Willoughby

GreenLeaf Title

Melissa Ems

Melissa Ems Insurance Agency

Enrique Iglesias

AFLAC

Danny Torrado

Divine Shine Cleaning

Jim Hauff

Sunbeam Air Conditioning

Marcus Eddy

Path 2 Water Group

Lori Valentine

Path 2 Water Group

Barbi Bozich

Title Security

Jay Smith

A Snoop Inspection

Brian Sullivan

Rite Rug Flooring and Carpet

Inge Boulogne

Your Mortgage Source

Debra Lee

Innovation Cabinetry

Megan Pena

Fidelity National Title

Katrina Moyer

Stan Dean Insurance – State Farm

Audra Snyder

Hughes Exterminators

Traci Steen

Law Office of Traci Steen

Heather Joie

Rick's Home Theatre Store

John Lee

On Q Financial

Jason Perrott

Palm Harbor Property Inspections

Shawn Wainwright

Comegys Insurance

Ken Jones

Wallace Welch & Willingham

Wes Crowell

Lightline Productions

Barbara Pailley

Oasis Outsourcing

Diana Anthony

Grow Financial FCU

David Hamilton

Coast to City Home Inspections

Dave Perkins

Title & Abstract Agency of America

Scott Seltzer

ProSource Wholesale Flooring

Gregg Murray

Magic Mortgage

AGENDA ITEMS

1. Mission Statement

2. Welcome Guests – 6 guests were in attendance

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

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

\$400 was raised for All Children's Hospital)

5. Reminders/Announcements

- January and February birthdays were recognized
- Be sure to re-stock your business cards on the Affiliate Wall
- Effective today – if you are making a presentation or sponsoring an event you will not be permitted to place marketing materials on tables inside the auditoriums
- Stuffed bunnies and other animals will be collected through March 24 and will be delivered to the patients at All Children's Hospital
- John-Paul is on a limited schedule through the Lent and Easter holidays – please allow for additional time for him to respond to emails and phone calls
- PRO events, either at PRO or off-site, are for members only

6. Topic: "The Right Thing To Do"

- We all have one thing in common – we want to become successful people
- Members are in and out of PRO all day long – it's necessary to act professionally while in the building
- Think about what is right and what is wrong, both ethically and professionally
- Ethics are moral principles – it is a system that defines right and wrong
- One aspect of ethics is the ability to discern right from wrong and good from evil
- Another aspect involves the commitment to do what is right, good, and proper
- Ethics is doing the right thing, even if it is difficult or is not to your advantage
- Personal ethics define who you are – do unto others as you would have them do unto you, treat people the way you want to be treated, and be honest

7. Affiliate Presentations

Elizabeth Madray, LegalShield

Irene Konowal, Primerica

John Barie, Top 10 Reasons I Keep Coming to PRO

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

- Danny Turrado? – John-Paul Mario
- Pat Smoot – Susan Brown, Paula Blanda
- Marcus Eddy – Keith Long, Dylan Barrie
- Paula Blanda – Stephanie Stephens, Waterstone Mortgage, Brian Brown, Pat Smoot, Barbara Pailley, Diana Schwarz, Wayne McKinney, Sarah Hasch, Kris Gehl, GreenLeaf Title, Enrique Iglesias
- Deb Hicks – Hannah Gross, Martha Thorn, Tammy Plummer
- Tracy Baer – Edina McGuire, Denise Drews, Robyn Fiel
- Edina McGuire – Stephanie Stephens
- Penny Lee Todd – Gina Couture, Dylan Barrie
- Elizabeth Madray – Scott Tennant
- Amber Petersen – Enrique Iglesias, Heather Joie
- Samantha McDermott – Denise Drews, Barry Beote, Elena Reed, Francine Villa, Nelson Garcia
- Tommy Conely – John-Paul Mario and PRO Connect

9. Upcoming Events

Feb. 25 – The Heckman Group's 'Grow a Team/Virtual Assistants/Automation' at PRO, 10am to noon

Mar. 2 – The Heckman Group's 'Database Magnet – Marketing' at PRO, 10am to noon – 1 sponsor chosen was Jerry Smith with A Snoop Inspection

Mar. 3 – PIC's '5th Annual Global Real Estate Symposium' at PRO, 9am to 4:45pm – 2 sponsors chosen were Sarah Hasch with Equity National Title and Paula Blanda with Strategic Insurance Services, and 2 backup sponsors chosen were Keith Long, Journalist on Call and Jerry Smith with A Snoop Inspection

Mar. 8 – Stewart Title's 'The Outlook for Real Estate and the Economy w/Dr. Ted C. Jones' at PRO, 2pm to 3pm

Mar. 9 – SavvyCard's 'Basic Training for Realtors' at PRO, 2:30pm to 3:30pm

Mar. 14 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO, 8:45am to 10:15am

Mar. 15 – PRO Connect at Red Mesa Cantina, 5:30pm to 7:00pm, Carol Meyer of Columbus Capital Lending is hosting

Mar. 16 – PIC's 'International Marketing Session' at PRO, 3pm to 4:30pm – 2 sponsors chosen were John Barie with Classic Design Associates and Enrique Iglesias with AFLAC

NEXT MEETING

Tuesday, March 15, 2016 | 10:30 a.m. to noon | PRO – 4590 Ulmerton Rd. in Clearwater.

This is a Marketing Session/Pitch Meeting. Invite your Realtor contacts to this meeting to introduce themselves and their listings to us! MLS listing ID#s must be emailed to AffiliateChairman@gmail.com

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