

**Affiliate Business Partners Meeting #4 Minutes**

Tuesday, February 25, 2014 | 10:30 a.m.

Auditoriums A, B & C

**PRO STAFF**

*Kim Sonefeld*

**AFFILIATE MEMBERS**

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

**Affiliate Board Members:**

<i>Denise Drews</i>	<i>Sierra Pacific Mortgage</i>	<i>Carter Layne</i>	<i>Chase Bank</i>
<i>Gayle LaBonte</i>	<i>Consumer Title and Escrow Services</i>	<i>Samantha McDermott</i>	<i>Florida Bank</i>
<i>Brian Chase</i>	<i>Tampa Law Source</i>	<i>Cathy Burdette</i>	<i>First International Title</i>
<i>Robyn Fiel</i>	<i>Fifth Third Mortgage</i>	<i>Jerri Lynn Connell</i>	<i>Title Agency of Florida</i>
<i>Francine Villa</i>	<i>Sierra Pacific Mortgage</i>	<i>Kevin Overstreet</i>	<i>Insured Title Agency</i>
<i>John Barcelo</i>		<i>Joe Kurek</i>	<i>Tampa Law Source</i>

**NOT PRESENT:**

<i>Linda Goldfarb</i>	<i>LSG Consulting Services</i>
<i>George Martin</i>	<i>Bullseye Surveying</i>

**Affiliate Mentors:**

<i>Edina McGuire</i>	<i>Sierra Pacific Mortgage</i>	<i>Tammy Gizzi</i>	<i>Bright House Networks</i>
<i>Diana Harvey</i>	<i>DFC Designs</i>	<i>Michele Wilson</i>	<i>One Source Insurance Solutions</i>
<i>Debbie Kampel</i>	<i>Wells Fargo Short Sales</i>	<i>Stephanie Brown</i>	<i>Uptown Title</i>
<i>Rick Haupricht</i>	<i>GreenLeaf Title</i>	<i>Kathy Britts</i>	<i>Uptown Title</i>
<i>John Barie</i>	<i>JB Health Care</i>	<i>John Papageorge</i>	<i>Alpha Environmental Diagnostic</i>
<i>Melissa Rodgers</i>	<i>SEC Inspection/Pest Control</i>	<i>Kris Hartland</i>	<i>Peace Wealth Management</i>
<i>Mary Ellen Zurawski</i>	<i>ThinkQuik</i>	<i>Kadi Tubbs</i>	<i>TRUST Business Systems</i>
<i>Amber Petersen</i>	<i>LegalShield</i>	<i>Traci Gaughan</i>	<i>Summit Title</i>
<i>Laureen Lofgren</i>	<i>Florida Bank</i>	<i>Dave Vangness</i>	<i>Buzzazz Internet Marketing</i>
<i>Marilyn Corazza</i>	<i>Coastal Property Services</i>	<i>Jack Pyle</i>	<i>NRE Systems</i>
<i>Bill Hess</i>	<i>Floor Coverings International</i>	<i>Lori Stuller</i>	<i>Stuller Drywall</i>
<i>Courtney Davis</i>	<i>Brightlight Solutions</i>	<i>Courtney O'Bannon</i>	<i>Scarr Insurance</i>
<i>Ben Friedlander</i>	<i>Ben's Pens &amp; More</i>	<i>Pat Smoot</i>	<i>First Bank</i>
<i>Deb Hicks</i>	<i>Suddath Relocation Services</i>	<i>Brian Weiner</i>	<i>BAM Landscaping</i>
<i>Dylan Barrie</i>	<i>Rock's Moving Company</i>	<i>Debbie Grover</i>	<i>Waddell &amp; Reed</i>
<i>Sally Petersen</i>	<i>LegalShield</i>	<i>Darien Goodloe</i>	<i>EverBank</i>
<i>Renee Mott</i>	<i>RM Project Management</i>	<i>Barry Beote</i>	<i>EverBank</i>
<i>Joe Hassani</i>	<i>Prime Protection</i>	<i>Annamarie Dotson</i>	<i>Dotson Accounting Services</i>
<i>Shane Price</i>	<i>Target Surveying</i>	<i>Nelson Garcia</i>	<i>Sierra Pacific Mortgage</i>
<i>Melonie Harris</i>	<i>Wallace Welch &amp; Willingham Ins</i>	<i>Jeff Newbanks</i>	<i>Fidelity Funding Mortgage</i>
<i>Jeanene Soltis</i>	<i>Atlantic Mortgage Direct</i>	<i>Cory Jeffries</i>	<i>Primary Residential Mortgage</i>
<i>Laraine Chulla</i>	<i>reSolution Resources</i>	<i>Gary Brochetti</i>	<i>Fidelity Funding Mortgage</i>
<i>Dan Brave</i>	<i>Carpet Docs</i>	<i>Steve Wichlenski</i>	<i>DFC Designs</i>
<i>Tammy Boldt</i>	<i>On Q Financial</i>	<i>Jerry Smith</i>	<i>A Snoop Inspection</i>
<i>Jay Smith</i>	<i>A Snoop Inspection</i>	<i>Alex Garfield</i>	<i>Chase Bank</i>
<i>Mark Smith</i>	<i>Landscape Connections</i>	<i>Shelly Grover</i>	<i>Verizon</i>
<i>Scott Tennant</i>	<i>Access Reverse Mortgage</i>	<i>Christina Barron</i>	<i>Title Security</i>
<i>Joyce Smith</i>	<i>Somers Title</i>	<i>Dan Brave</i>	<i>Carpet Docs/Detailed Inspection Svc.</i>
<i>Brian Martinez</i>	<i>BB&amp;T</i>	<i>Zacree Hickey</i>	<i>Baxter Title</i>
<i>Vanessa Verbosh</i>	<i>Raymond James Financial Svc.</i>	<i>Alex Bystrycki</i>	<i>Baxter Title</i>
<i>Susan Brown</i>	<i>S &amp; L Interiors</i>	<i>Diana Schwarz</i>	<i>Fiduciary Funding</i>
<i>Barry Trahan</i>	<i>Finish Line Floors</i>	<i>Gina Couture</i>	<i>Mr. Rekey</i>
		<i>Tammy Leventis</i>	<i>MailCo</i>

Brian Bejar	Master Restoration
Brad Toye	Leading Edge Inspection Services
Joel Morris	Somers Title
JeanMarie Suvoy	Credit Information Corp.
Gerry Werner	GW Technology Solutions

*Debra Lee, Family Connect member was present*

Also in attendance were 12 guests.

## **AGENDA ITEMS**

### **1. Mission Statement**

### **2. Introductions: John-Paul, Affiliate Board members, Affiliate Mentors**

### **3. Introductions: guests, new members, existing members**

- \$65 was raised for All Children's Hospital during introductions
- February's birthdays were acknowledged

### **4. Announcements**

- We've connected with over 900 agents thus far this year through classes here at PRO
- Video testimonials from Affiliate members were played – they will be used to help promote the Affiliate program
- John-Paul received several complaints from Affiliates who were disturbed by other Affiliates in the meetings who were playing games on their phones and iPads. Please do not use your devices during the Affiliate meetings.
- The 3<sup>rd</sup> Affiliate Wall is in Clearwater Harbor Realty. John-Paul took cards from PRO's Affiliate Wall of those Affiliates who did not give him cards for the 3<sup>rd</sup> Wall.
- The proof of the Affiliate Directory is here and going through the editing process
- Spotlight Affiliates for March:  
Week of March 3: Master Restoration and Bright House  
Week of March 10: Best View Photography and Suddath Relocation Systems  
Week of March 17: GadgitKids and Brightway Insurance  
Week of March 24: GreenLeaf Title and Wells Fargo Short Sales  
Week of March 31: Florida Bank and DFC Designs

### **5. AAT – Affiliate Actions Team – “The Positive Energy Drivers”**

- Positive energy needs to be everywhere – at home, at work, with friends and at social gatherings
- Monitor your thoughts and words, make a gratitude list, take a “thank you” walk, focus on the good stuff, start a success journal, let go, and breather
- Stay strong – if you're not going to be positive and contribute to our vision then you're off the bus – get on the Negative Bus
- There will always be doubters that will tell you that you can't accomplish something
- 9 thing you do to free yourself from negative emotions: stop justifying, stop making excuses, start taking responsibility, rise above people's opinions, quit negative habits and avoid bad influences, calm yourself, be grateful, remove “I can't” from your vocabulary

**6. Affiliate's Presentations:**

Diana Harvey/Steve Wichlenski	DFC Designs
John Barie	JB Health & Life Solutions
Annamarie Dotson	Dotson Accounting Services
Dylan Barrie	Rock's Moving Company

Email John-Paul ([johnpaulasid@gmail.com](mailto:johnpaulasid@gmail.com)) to sign up to speak at a future meeting.

## 7. Pinellas International Council's Global Real Estate Symposium

Tables/sponsorship slots given away went to:

- Florida Bank
- Wallace Welch & Willingham
- Rock's Moving Company
- Suddath Relocation Systems
- Title Security
- Mr. Rekey
- Floor Coverings International
- GreenLeaf Title
- Baxter Title Corporation
- S & L Interiors
- Waddell & Reed
- Summit Title
- Medical Management Institute
- Uptown Title
- Title Agency of Florida
- reSolution Resources
- Consumer Title & Escrow Services
- RM Project Management
- Wells Fargo Short Sales
- Credit Information Corporation
- On Q Financial

Sponsors must be here at 7:15 a.m. that day and you cannot break down until after the event is over

## 8. Gift Bag Program – January

- Jeff Beerbohm, Robbie Puskarich, Brennan Hervey will be assembling and delivering January's bags on February 27 at 3:30 p.m.

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

- Steve Wichlenski – Amber Petersen
- Debbie Kampel – Amber and Sally Petersen, Gayle LaBonte, Denise Drews, Trish Pallazola, Robyn Fiel
- Joe Hassani – Kadi Tubbs
- Deb Hicks – Marc Walker, Dylan Barrie
- Melissa Rodgers – Gayle LaBonte, Debbie Kampel-Miller, Rick Haupricht, Tom DeMint, Edina McGuire
- Annamarie Dotson – Samantha McDermott, Amber Petersen, current Affiliate clients
- Laureen Lofgren – Amber and Sally Petersen, John Barie
- Kadi Tubbs – Linda Goldfarb, Brad Toye, Joe Hassani, Julya Kemp
- Diana Schwarz – Laraine Chulla
- John-Paul Mario – Shelly Grover

## 10. Upcoming Events

- March 11 – PRO Connect social at Red Mesa Cantina, Gayle LaBonte hosting
- March 17 – LSG Consulting Services' 'Masterminds for Realtors' at PRO, 8:45 a.m. to 10:30 a.m.
- March 18 – Tampa Bay Title's 'Preparing and Conducting a R.E. Transaction' at PRO noon to 3:00 p.m.
- March 19 – Stewart Title's 'An Economic and R.E. Outlook' at PRO 10:00 a.m. to 11:30 a.m.

## NEXT MEETING

March 14 | 10:30 a.m. to noon | PRO – 4590 Ulmerton Rd. in Clearwater.

Invite your Realtor contacts to this meeting to introduce themselves and their listings to us!

The 2014 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>