

Affiliate Business Partners Meeting #5 Minutes
Friday, March 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*
Pat Stobie Total Title Solutions*
John Barcelo Valucentric

NOT PRESENT:

Trevor Smith The Heckman Group*

Ambassador Mentors:

Deb Hicks Suddath Global Moving*

NOT PRESENT:

John Barie Classic Design Associates*

Affiliate Mentors:

Kim Bauer 1-800-GOT-JUNK*
Laura Vetter Home Warranty of America*

NOT PRESENT:

Stephanie Stephens Total Title Solutions*

Major Affiliate Sponsors:

Laura Tennant Access Reverse Mortgage
Mac Tennant Access Reverse Mortgage
Francine Villa American Bancshares Mortgage
Carrie Renner Big Fish Co.
Frank Gemma Caliber Home Loans
Naida Cerrito Fairway Independent Mortgage
Danielle Kirschbaum International Title Partners
Amber Petersen JDi Solutions – LegalShield
Sally Petersen JDi Solutions – LegalShield
Jonathan Palma Palma Law Group, P.A.
Robin Emanuel Peace of Mind Home Inspections
Jude Davis Powur – PBC Independent Advisor
Tom Lofy Third Federal Savings & Loan
Chris Rose VanDyk Mortgage
Norm? VanDyk Mortgage
Ray Rau VanDyk Mortgage

There were 4 guests in attendance.

Affiliate Members:

Rick Haupricht GreenLeaf Title
Randy Crouse Sand Dollar Home Inspections
Michelle Rothwell Your Mortgage Source
Jason Keen Keen Building Inspection
Greg Adams Genesis One Insurance
Sonia Pfizenmaier Kron & West A/C
Jay Smith A Snoop Inspection
Dan Hagaman Hagaman Promotions and Awards
Joyce Smith Somers Title Co.
Elizabeth Madray LegalShield
Mike Lesyshyn Savvy Health, Inc
Brian Brown Old Republic Home Protection
Anachemy Middleton Exchange Resource Group
Sam Azarian Albrecht Marketing
Trisha Murphy Nations Title Agency
Laurin Misa First International Title
Natasha Joiner OIG Title
Tomeka Hale Florida Community Bank
Sharon Topping Beacon Background Screening
Jeremiah Flynn Condon-Meek Insurance
Holly Kriviski Y I Design Interiors
Robyn Fiel Synovus Mortgage
Chrissy Bohner Martin Carpenter's A/C
Kimberly Bridges The Flipped Room
Sharon McNaughton Doug Mayer Insurance Agency
Kat Merriman Prudential Financial Advisors
Kierslyn Kujawa SunPoint Home Loans
Ruth Baluyut MIDFLORIDA Credit Union
Clarry Ellis Wells Fargo
Kathleen Hall Kathleen Hall Photography
Debbie Kampel Wells Fargo Short Sales
Jim Curry Pro Shield Roof Restoration
Tracy Baer North Shore Insurance Group
Ginny Cannon cabi
Pat Smoot Professional Mortgage Alliance
Gregg Murray Magic Mortgage USA

REALTOR® Members:

Thomas Veasey Bremer-Bjurquist Realty
Solidad Vaquer Global Lifestyle Realty
Leonna Broussard RMS Elite Properties
Evelyn Nakelski Mar-Key Property Services
Yoko Bagus Mar-Key Property Services
Ellie Lebohner Charles Rutenberg Realty
Anachemy Middleton Hofacker and Associates
Nydia Weinstock Luxury & Beach Realty
Erica Delgado Homeward Real Estate
Janie Scurti Coldwell Banker
Rachel Friesema BHHS Florida Properties

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
- \$405 was raised for All Children's Hospital*

3. Announcements

- We sold \$762 in 50/50 raffle tickets at this week's New Member Welcome class, and over \$400 at today's Affiliate Meeting
- We will collect stuffed animals for the patients at Johns Hopkins All Children's Hospital
- until April 10
- You may take raffle ticket books to sell, but you must sign them out from Linda Derrick, John-Paul Mario, or Melissa Ems
- We are in the process of scheduling a PRO Connect event in the north part of the county
- 2017 Major Sponsors – you will receive a special event invitation in the mail soon
- 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 and you must stay near the Spotlight area
- If you're sponsoring New Member Welcome, it's a great idea to stay until the end of the class (around 2:00 p.m.) to maximize your sponsorship – networking happens throughout the day during the class breaks and lunch period

4. "Three Hundred and Sixty-Five Days"

- We have 365 days each year which means 365 opportunities
- Take time to reflect and learn about yourself
- Ask yourself questions about various aspects of your life
- Ask yourself what you can change about yourself in order to improve?
- Write down the things you like and don't like about yourself and work on them

5. Marketing Session/Pitch

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Ralph Prichard 506-312-3399 shared background information on himself and wants to connect with all Affiliate Business Partners
- Janie Scurti 215-630-9468 shared:
1739 Longview Ln in Tarpon Springs, 4/4, \$459,900, just under \$400/year HOA
Open House this Sunday from 11:00 a.m. to 2:00 p.m.
- 5242 Nancy Ln in Holiday, 2/2, \$105,000
- Thomas Veasey 727-300-9775 shared:
2336 Spicewood Ct in Dunedin, 4/3, \$515,000
Open House this Sunday from noon to 3:00 p.m.
- Rachel Friesema 727-481-4757 shared:
814 Narcissus Ave in Clearwater Beach, 4/3, \$575,000
Open House this Saturday from 1pm to 4pm
- 2212 Barracuda Ct in Holiday, 3/2, \$195,000
- Evelyn Nakelski 727-537-0797 shared:
6737 Livingston Ave N in St Petersburg, 3/1, \$199,000
7254 Bryce Pt N in Pinellas Park, 4/4, \$849,900
Open House this Sunday from 11:00 a.m. to 3:00 p.m.
- Yoko Bagus 727-537-0797 shared:
8324 17th St N #20 in St Petersburg, 3/3, \$159,000

Open House this Sunday from 11:00 a.m. to 3:00 p.m.
10461 Westpark Preserve Blvd in Tampa, 2/2 ½, \$179,999

- Ellie Lebohner 727-481-3699 shared:
11176 N 59th Ave N in Seminole, 2/2, \$245,000

Open House this Saturday from noon to 4:00 p.m.

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

- Dylan Barrie – Smart Move Moving and Storage, Melissa Ems, Mike Fiola, Robin Emanuel
- Melissa Ems – Marty Carpenter, John Barcelo, Dylan Barrie, Trevor Smith, Samantha McDermott, Laura Palmisano, Danielle Kirschbaum, Robin Emanuel, Chris Rose, Realtors
- Jonathan Palma – Darien Goodloe, Andy Cabot, Ralph Prichard, Melissa Ems, Dylan Barrie, John-Paul Mario
- Elizabeth Madray – Stephanie Cokos, Seth Robbins, Kira Doyle, Steve Cohn
- Robin Emanuel – Realtors, Joseph Simon, Stephanie Cokos, John-Paul Mario, Rachele Vincenti
- Tracy Baer – Robyn Fiel, Denise Drews, Frank Gemma, Jackie McMahon
- Dan Hagaman – Denise Drews, John Barcelo, Robin Emanuel
- Sally Petersen – Laureen Lofgren
- Samantha McDermott – Darien Goodloe, Brian Heckman, Wydel Simmons, FBC Mortgage, Melissa Ems

Upcoming Events

Tue. March 14 – iMortgage's 'Distressed Property Solutions', 9am to noon

Wed. March 15 – PIC's 'International Marketing Session', 3pm to 4:30pm – 2 sponsors chosen were Jonathan Palma and Jude Davis

Thurs. March 16 – Equity National Title's 'Residential Contract Updates', 10am to 11am

Fri. March 17 – Baskin Fleece Attorneys at Law's 'Coffee with Council – Contract Refresher', 10am to noon

Mon. March 20 – LSG Consulting Services; 'Real Estate Mastermind Group', 8:45am to 10:15am

Tue. March 21 – Access Reverse Mortgage's 'Income Buying Power Using a Reverse Mortgage to Buy a Home', 9:30am to 11:30am

Tue. March 21 – PRO Connect at Red Mesa Cantina, 5:30pm to 7pm, Trisha Murphy hosting

Thurs. March 23 – The Heckman Group's 'Video Marketing', 10am to noon

Fri. March 24 – Exchange Resource Group's 'Double Your Commission with 1031 Exchanges', 9am to noon

NEXT MEETING

Tuesday, March 28 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/>