

Affiliate Business Partners Meeting #6 Minutes

Friday, March 28, 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>Dr. Clark Walters</i>	<i>Hand & Foot Chiropractic</i>
<i>Gayle LaBonte</i>	<i>Consumer Title and Escrow Services</i>	<i>Debra Lee</i>	<i>Innovation Cabinetry</i>
<i>Brian Chase</i>	<i>Tampa Law Source</i>	<i>Brian Brown</i>	<i>Old Republic Home Warranty</i>
<i>Robyn Fiel</i>	<i>Fifth Third Mortgage</i>	<i>Brandon Rimes</i>	<i>The Real Estate Quarterback Show</i>
<i>Francine Villa</i>	<i>Sierra Pacific Mortgage</i>	<i>Carrie Esposito</i>	<i>MetLife</i>
<i>Linda Goldfarb</i>	<i>LSG Consulting Services</i>	<i>Kadi Tubbs</i>	<i>Trust Business Systems</i>
<i>George Martin</i>	<i>Bullseye Surveying</i>	<i>Susan Brown</i>	<i>S & L Interiors</i>

NOT PRESENT:

John Barcelo

Affiliate Mentors:

<i>Edina McGuire</i>	<i>Sierra Pacific Mortgage</i>	<i>Brian Bejar</i>	<i>Master Restoration</i>
<i>Diana Harvey</i>	<i>DFC Designs</i>	<i>Tina Cahill</i>	<i>Paramount Mortgage</i>
<i>Debbie Kampel</i>	<i>Wells Fargo Short Sales</i>	<i>Michelle Rothwell</i>	<i>Clear Title America</i>
<i>John Barie</i>	<i>JB Health Care</i>	<i>Brian Collins</i>	<i>Home Team Inspection Service</i>
<i>Mary Ellen Zurawski</i>	<i>ThinkQuik</i>	<i>Steve Stapleton</i>	<i>VanDyk Mortgage Corp.</i>
<i>Amber Petersen</i>	<i>LegalShield</i>	<i>Angela Haddon</i>	<i>Total Title Solutions</i>
NOT PRESENT:		<i>Christal Kotchman</i>	<i>Trust Business Systems</i>
<i>Melissa Rodgers</i>	<i>SEC Inspection/Pest Control</i>	<i>Jason Nordin</i>	<i>American Momentum Bank</i>
<i>Rick Haupricht</i>	<i>GreenLeaf Title</i>	<i>John Tedesco</i>	<i>IPA Family</i>

<i>Laureen Lofgren</i>	<i>Florida Bank</i>	<i>Kate Bailey</i>	<i>National New Generation Title</i>
<i>Tammy Leventis</i>	<i>MailCo</i>	<i>Glenn Smith</i>	<i>Hughes Exterminators</i>
<i>Jay Smith</i>	<i>A Snoop Inspection</i>	<i>Claude Levesque</i>	<i>Levesque Painting</i>
<i>Jack Pyle</i>	<i>NRE Systems</i>	<i>Cindy Walker</i>	<i>Coastal Interiors</i>
<i>John Galane</i>	<i>Mountain West IRA</i>	<i>Starr Armstrong</i>	<i>Five Starr Staging & Redesign</i>
<i>Jim Pello</i>	<i>Brightway Insurance</i>	<i>Dianne Corvello</i>	<i>Cox Communications</i>
<i>Diane LaBonte</i>	<i>ACCENT on TRAVEL</i>	<i>Dave Foster</i>	<i>Exchange Resource Group</i>
<i>Joyce Smith</i>	<i>Somers Title</i>	<i>Jay C. Wright</i>	<i>The Mortgage Firm</i>
<i>Jody Pastorino</i>	<i>Paramount Mortgage</i>	<i>Derek Bissen</i>	<i>The Mortgage Firm</i>
<i>Scott Tennant</i>	<i>Access Reverse Mortgage</i>	<i>Linda Hunsinger</i>	<i>Scott & Fenderson P.A.</i>
<i>Joel Morris</i>	<i>Somers Title</i>	<i>Bill Mantooth</i>	<i>Caliber Home Loans</i>
<i>Pat Smoot</i>	<i>SecurityNational Mortgage Co.</i>	<i>Samantha McDermott</i>	<i>Florida Bank</i>
<i>Steve Wichlenski</i>	<i>DFC Designs</i>	<i>Sally Petersen</i>	<i>LegalShield</i>
<i>Justin Lerette</i>	<i>Carrington Mortgage</i>	<i>Kenton Heiden</i>	<i>A+ Inspect It</i>
<i>Joe Hamilton</i>	<i>SavvyCard</i>	<i>Cathy Blackburn</i>	<i>Blackburn Law Firm</i>
<i>Jay Marshall</i>	<i>House to Home Relocation</i>	<i>Diana Schwarz</i>	<i>Fiduciary Funding</i>
<i>Sue Duhamel</i>	<i>Redefined Moving</i>	<i>Brian Weiner</i>	<i>BAM Landscaping</i>
<i>Cathy Burdette</i>	<i>Hand & Foot Chiropractic</i>	<i>Christy Smith</i>	<i>Levy Marketing + Awards</i>
<i>Judson Brady</i>	<i>Judson Brady Photography</i>	<i>Jerry Smith</i>	<i>A Snoop Inspection</i>
<i>Sara Biggs</i>	<i>Scarr Insurance</i>	<i>Christina Barron</i>	<i>Title Security</i>
<i>Mark Borkowski</i>	<i>Carrington Mortgage</i>	<i>Jackie McMahon</i>	<i>Third Federal Savings & Loan</i>
<i>Shelly Grover</i>	<i>Verizon</i>	<i>Lori Stuller</i>	<i>Stuller Drywall</i>
<i>Darien Goodloe</i>	<i>EverBank</i>	<i>Christian Rava</i>	<i>North American Title Co.</i>
		<i>Cory Jeffries</i>	<i>Primary Residential Mortgage</i>
		<i>Courtney O'Bannon</i>	<i>Scarr Insurance</i>
		<i>Dave Vangness</i>	<i>Buzzazz Internet Marketing</i>
		<i>Rudy Greco</i>	<i>Saw Dust Studio</i>
		<i>Traci Gaughan</i>	<i>Summit Title</i>

Brennan Hervey Smart Move Moving & Storage
Dave Foster Exchange Resource Group
Mark Fantozzi Nations Lending Corp.

Also in attendance were 11 guests.

AGENDA ITEMS

1. Mission Statement

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

3. Introductions: guests, new members, existing members

- \$534 was raised for All Children's Hospital during introductions
- March's birthdays were acknowledged

4. Announcements

- Michelle Powell spoke about PRO's "On the Road" training. If you want to teach one of these classes you must fill out the appropriate form and give it to John-Paul or Michelle. You must be able to teach both sessions – one in St. Pete and one in Palm Harbor.
- If you joined between December 1, 2013 and March 28 please attend the Affiliate Review Meeting on April 4 at noon
- We will be delivering the stuffed animals and Easter baskets to All Children's Hospital on April 11 – submit your name in writing to John-Paul if you want to go to present the gifts
- John-Paul will be unavailable April 16-20 due to Holy Week – he will be away from phone and email until April 21.
- We've connected with 1,540 members since January 1, 2014
- Affiliate Mentors: please attend the Board Meeting on April 11 at 9:30 a.m.
- Spotlight Affiliates for April:
 - Week of April 7: Bright House Networks and On Q Financial
 - Week of April 14: Credit Information Corp and The Real Estate Quarterback Show
 - Week of April 21: Verizon and Raymond James Financial
 - Week of April 28: Bullseye Surveying and Budget Self Storage

5. Topic: Choice of Words

- Last month's topic was reviewed
- Stop justifying, stop making excuses, start taking responsibility, rise above other people's opinions, quit negative habits and avoid bad influences, be grateful, remove "I can't" from your vocabulary
- Use appropriate and professional language, keep your body language in mind

6. Affiliate's Presentations:

Sara Biggs, Courtney O'Bannon	Scarr Insurance
Jack Pyle	NRE Systems

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

7. 2015 Affiliate Professional Standards

- We will adopt a sort of "Code of Ethics" for the Affiliate program next year
- Complaints about Affiliates will go through a similar grievance process as the Realtors'
- Upon 2015 dues renewal Affiliates must agree to abide by the new standards

8. Gift Bag Program – February

- Jim Pello, Barbara Brown, Drew Corazza, Tara Tagliarino will be assembling and delivering February's bags on April 4 at 2:00 p.m. at PRO

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

- Diane LaBonte – Kenton Heiden
- Kadi Tubbs – George Martin
- Sara Biggs – Jim Pello
- Linda Goldfarb – Brian Chase
- Sally Petersen – Sherry Keenan, Robyn Fiel
- Deb Hicks – Susan Brown, Drew Corazza, Brennan Hervey, Sue Duhamel
- Debra Lee – Susan Brown
- Mary Ellen Zurawski – Laureen Lofgren, Samantha McDermott, Debbie Kampel, Tammy Boldt
- George Martin – Rick Haupricht, Sara Biggs, Kadi Tubbs
- Jim Pello – Sara Biggs
- Christy Smith – Joe Flynn
- Amber Petersen – Gayle LaBonte, John-Paul Mario, David Bennett, Laureen Lofgren
- Brandon Rimes – Pat Smoot, Judson Brady
- Robyn Fiel – Linda Goldfarb
- Dianne Corvello – John-Paul Mario
- Courtney O'Bannon – Bryan Bejar
- Scott Tennant – Brian Chase, Joshua Lerette, Sara Biggs
- Diana Schwarz – Melissa Rodgers
- Kenton Heiden – Pat Smoot, Diane LaBonte

10. Upcoming Events

- April 2 – Best View Photography's 'Business Portrait Session' at PRO, 9am to 3pm
- April 9 – EverBank's 'Fannie Mae seminar' at the Palm Harbor Library, 1:30pm to 3:30pm
- April 14 – EverBank's 'Fannie Mae seminar' at the St. Pete Main Library, 1:30pm to 3:30pm
- April 15 – PRO Connect social at Red Mesa Cantina, Denise Drews hosting
- April 21 – LSG Consulting Services' 'Masterminds for Realtors' at PRO, 8:45 a.m. to 10:30 a.m.
- April 23 – GadgitKids' '10 Tech Tools for Mobile Agents' at PRO, 10am to noon
- April 23 – Tampa Law Source's 'Coffee with Counsel' at PRO, 10am to noon

NEXT MEETING

April 11 | 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/>