

Affiliate Business Partners Meeting #7 Minutes
Tuesday, April 11 | 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*
Melissa Ems Melissa Ems Insurance*
Dylan Barrie Rock's Moving Co*
Trevor Smith The Heckman Group*
Pat Stobie Total Title Solutions*
John Barcelo Valucentric

NOT PRESENT:

April Kalapp First American Title

Ambassador Mentors:

Deb Hicks Suddath Global Moving*

NOT PRESENT:

John Barie Classic Design Associates*

Affiliate Mentors:

Kim Bauer 1-800-GOT-JUNK*

NOT PRESENT:

Stephanie Stephens Total Title Solutions*
Laura Vetter Home Warranty of America*

Major Affiliate Sponsors:

Laura Tennant Access Reverse Mortgage
Francine Villa American Bancshares Mortgage
Hunter St. Clair Caliber Home Loans
Naida Cerrito Fairway Independent Mortgage
Danielle Kirschbaum International Title Partners
Amanda Hersem Palma Law Group
Robin Emanuel Peace of Mind Home Inspections
Jude Davis Powur – PBC Independent Advisor
Ray Rau VanDyk Mortgage

There were 9 guests in attendance.

REALTOR® Members:

Solidad Vaquer Global Lifestyle Realty
Evelyn Nakelski Mar-Key Property Services
Yoko Bagus Mar-Key Property Services
Steven Codere F Street Homes
Randee Carl F Street Homes
Kim Cooke Charles Rutenberg Realty

Affiliate Members:

Randy Crouse Sand Dollar Home Inspections
Michelle Rothwell Your Mortgage Source
Jason Keen Keen Building Inspection
Diana Harvey Homeside Financial
Sam Azarian Albrecht Marketing
Trisha Murphy Nations Title Agency
Holly Kriviski Y I Design Interiors
Debbie Kampel Wells Fargo Short Sales
Pat Smoot Professional Mortgage Alliance
John Ricker Baxter Title
Robyn Fiel Synovus Mortgage
Bob Dorian Tampa Bay Times
Edina McGuire Family Connect Member
Jay Smith A Snoop Inspection
Annamarie Dotson Dotson Accounting Services
Brian Brown Old Republic Home Protection
Elizabeth Madray LegalShield
Donna Powell Pillar to Post Home Inspectors
Laurin Misa First International Title
Cathy Heiss 360 Tour Designs of Clearwater
Rick Heiss 360 Tour Designs of Clearwater
Rick Haupricht GreenLeaf Title
Sonia Pfizenmaier Kron & West A/C
Paula Blanda Solutions Insurance
Gregg Murray Magic Mortgage USA
Megan Galane Mountain West IRA
Joyce Smith Somers Title Co.
Mike Lesyshyn Savvy Health, Inc
Chrissy Bohner Martin Carpenter's A/C
Alexandria Fitzhugh SunTrust Mortgage
Debra Shields Englewood Bank and Trust
Seth Robbins First Bank Financial Centre
Rosie Adams Genesis One Insurance
Tracy Baer North Shore Insurance Group
Kathleen Hall Kathleen Hall Photography
Lindsay Boswell Wells Fargo Home Mortgage
Natasha Joiner OIG Title
Angelina Godfrey Doug Mayer Insurance Agency
Julie Jenkins New Focus Staging
Jimmy Marks The Mortgage Firm
Drake Beaulieu American Eagle Mortgage
Kat Merriman Prudential Financial Advisors
Duan Johnson BB&T
Dan Hagaman Hagaman Promotions and Awards
Rich Lowry American Security Mortgage
Jamie Moutinho Dot Kom Consulting
Jeff Jones WeInspectMold.com
Donna Moore High Tech Lending
Angela Paye Sapphire Title & Escrow
Heather Zima Champions Mortgage
Ginny Cannon cabi

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
- \$315 was raised for All Children's Hospital*

3. Announcements

- 50/50 raffle tickets are being sold, winners drawn at the Wine & Food Festival on October 13, you may sign out books of tickets from Melissa Ems or Linda Derrick
- It is your responsibility to update your contact information with PRO
- PRO is closed Friday, April 14 for Good Friday
- John-Paul will not return phone calls or emails until Monday
- April 25 Affiliate Orientation and Affiliates Around the Table are cancelled. The next Orientation and Affiliates Around the Table is May 23.
- Do not rearrange the business cards on the Affiliate Wall
- When sponsoring a class at PRO, only 2 Affiliates per company may attend
- If you want to file a complaint about another Affiliate member or a staff person, it needs to be in writing to the Affiliate Board. Complaints about staff members will be forwarded to David Bennett.
- Taglines – we will host a session about creating a tagline – if you are interested email AffiliateChairman@gmail.com
- April 25 Affiliate Appreciation Luncheon and Major Sponsor Recognition – you must RSVP if you want to attend
- You can nominate someone for Affiliate of the Month – but not Board Members or Mentors – email your nomination to AffiliateChairman@gmail.com with responses to the following questions:
 1. Why you're nominating this person
 2. What values this person brings to the Affiliate program
 3. How does this person promote the Affiliate program to others?Your nominee must be an active member and have a positive attitude.

4. "How To Sell Yourself To Others"

- It takes a lot to sell yourself to others
- You are selling yourself all day, even if you might not notice
- Have a positive attitude
- Trust yourself
- Know your strengths and accomplishments
- Be willing to take risks – learn from your actions
- How do you market yourself?

5. Marketing Session/Pitch

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Steve Coderre/Randee Carl 727-580-4953 shared:
Hidden Preserve in Pinellas Park – 8 of 13 homes left, Park Blvd and 75th St, 5 beds, 3 ½ bath, starting at \$400,000
Subdivision behind Briarwood in Safety Harbor – 6 sites available, starting mid-\$600,00s
- Kim Cooke 727-458-9604 shared:
3708 Mainlands Blvd N in Pinellas Park, 2/2, \$159,600, \$258/month HOA
1900 59th Ave N #307 in St Pete, 2/2, 55+, \$57,500, \$279/month HOA
Vacant lot in Pinellas Park, \$66,900
- Yoko Bagus 727-225-2223 shared:

4207 S Dale Mabry #12210 in Tampa, 3/2, \$245,000, \$350/month HOA

- Svitlana Lindahl 727-797-0888 shared:
162 Devon Dr in Clearwater Beach, 5/4, \$2,490,000

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

- Dylan Barrie – Trisha Murphy, Laura Tennant, Mac Tennant, Danielle Kirschbaum, Michelle Rothwell, Debra Shields, Pat Stobie
- Edina McGuire – American Bancshares, Abbie Lewin, Robyn Fiel, Michelle Garcia, Joyce Smith, Rick Haupricht, David Bolton
- Deb Hicks – Beth Warren, Hannah Peters, Dylan Barrie, Elizabeth Madray, multiple Realtors
- Robin Emanuel – Robert Earl, Charlotte Cass, Yoko Bagus, Solidad Vaquer, Leonna Broussard, Carlos Fuentes, Rachel Friesma, Kelly Corgan, AC Shaw
- Megan Galane – Solidad Vaquer, Robyn Fiel
- Paula Blanda – Jay Smith, Brian Brown, Jeff Beerbohm, Tammy Kulakowski, Adam Ellis, Movement Mortgage, VanDyk Mortgage, Lindsay Boswell
- Melissa Ems – Trevor Smith, Sarah Hasch, Samantha McDermott, Carrie Renner, Marty Carpenter, Tom DeMint, Angelina Godfrey, Tori Jasuwani, Jane McKenzie, Robyn Fiel, Elizabeth Madray, Chris Rose
- Joyce Smith – Edina McGuire, John Barcelo
- Elizabeth Madray – Laureen Lofgren, Melissa Ems, Deb Hicks, Annamarie Dotson

Upcoming Events

Wed. April 12 – SavvyCard's 'Basic Training for Realtors', 2:30pm to 3:30pm

Thurs. April 13 – cabi's '4 ½ Networking Mistakes', 11:30am to 1:00pm

Mon. April 17 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay', 8:45am to 10:15am

Tue. April 18 – Valucentric's 'Appraising in a Growing Market', 1:00pm to 3:00pm

Wed. April 19 – PIC's 'International Marketing Session', 3:00pm to 4:30pm, 2 sponsors chosen were Sonia Pfizenmaier and Naida Cerrito

Wed. May 3 – CIPS: Transaction Tools class, 8am to 5pm, 2 sponsors chosen were Jamie Moutinho and Pat Smoot

NEXT MEETING

Tuesday, April 25 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

[Do you want to attend the Affiliate Appreciation and Major Sponsor Recognition Meeting & Luncheon on Tuesday, April 25?](#) MAJOR SPONSORS – YOU DO NOT NEED TO RSVP USING THIS LINK, YOUR SEAT IS ALREADY RESERVED.

Non-Major Sponsors RSVP here if you want to attend this meeting and luncheon, as space is limited:

<https://form.jotformpro.com/70825519584970>

Affiliate Orientation will NOT be held this day

The 2017 Affiliate Meeting schedules are located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>