

Affiliate Business Partners Meeting #7 Minutes  
Tuesday, April 12 | 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\*  
Scott Tennant Access Reverse Mortgage\*  
Pat Stobie Total Title Solutions\*  
John Barcelo Valucentric  
Marc Walker Waddell & Reed

**NOT PRESENT:**

Dylan Barrie Rock's Moving Co\*  
Denise Drews American Bancshares Mortgage\*  
Robyn Fiel Synovus Mortgage

**Ambassador Mentors:**

John Barie Classic Design Associates\*  
Edina McGuire American Bancshares Mortgage\*

**Affiliate Mentors:**

Stephanie Stephens Sapphire Title & Escrow Services\*  
Deb Hicks Suddath Relocation Systems\*  
Nelson Garcia SunPoint Home Loans

**NOT PRESENT:**

Laura Vetter Home Warranty of America

**REALTOR® Members:**

Mike Barrett Smith & Associates  
Robert Bryan C21 RE Champions  
Sharon Bryan C21 RE Champions  
Shannon Hobbs Sunstar Real Estate  
Kelly Lee McFrederick Premier Sotheby's International  
Denise Reilly Coastal Christie's  
Tracey Riposo EZ Home Choice

**Major Affiliate Sponsors:**

Wayne McKinney Fiduciary Funding  
Diana Schwarz Fiduciary Funding  
Gregg Vorbeck Fiduciary Funding  
Barry Beote IBERIABANK  
Haley Murphy International Title Company  
Sonia Pfizenmaier Kron & West A/C  
Joanna Furuglyas Peace of Mind Home Inspections  
Jill Brown RE Home Photography  
Marshall Shepherd RE Home Photography  
Sherry Greenfield Sapphire Title & Escrow  
Paula Blanda Strategic Insurance Services  
Linda Blanton Third Federal Savings & Loans  
Elena Reed Third Federal Savings & Loans  
Jeff Beerbohm Total Title Solutions

**Other Affiliate Members:**

Vince Radcliffe Air Quality Control  
Maria Walkiewicz East Lake Woodlands County Club  
Rick Haupricht GreenLeaf Title  
Jerry Smith A Snoop Inspection  
Jay Smith A Snoop Inspection  
Megan Galane Mountain West IRA  
Abbie Lewin Tampa Bay Title  
Marcus Eddy Path 2 Water Group  
Sherry Keenan Best View Photography  
Lori Valentine Path 2 Water Group  
Elizabeth Madray LegalShield  
Joel Morris Somers Title  
Joyce Smith Somers Title  
Pat Smoot SNMC Reverse Mortgages  
Christian Rava Stewart Title  
Dan Pisko Original Home Check  
Frank Gemma Caliber Home Loans  
John Ricker Baxter Title  
Debbie Kampel Wells Fargo Short Sales  
Tom DeMint GreenLeaf Title  
Robin Emanuel Budget Self Storage  
Ray Rau VanDyk Mortgage  
Kris Gehl KG Photography  
Bob Kane Cross Country Mortgage  
Dan Hagaman Hagaman Promotions & Awards  
Sally Petersen JDi Solutions Legal Shield  
Amber Petersen JDi Solutions Legal Shield  
Rebecca Dalton Lakewood Ranch Communities  
Darien Goodloe Central Bank  
Gregg Murray Magic Mortgage  
Neil Wicks Regal Home Inspection  
Melissa Ems Melissa Ems Insurance Agency  
Wydel Simmons Reassurance Inspections  
Debbie Thomas Habitat for Humanity ReStore  
Heather Joie Rick's Home Theatre Store  
Cherise Candlish Interlinc Mortgage Services  
Keith Long Journalist  
Patty Dykstra Sew Chic Embroidery  
Bob Dorian Tampa Bay Times  
Jackie Bauer VanDyk Mortgage  
Jessica Bordner VanDyk Mortgage  
Hannah Gross Guardian Restoration  
Barbara Pailley Oasis Outsourcing  
Ken Jones Wallace Welch and Willingham Ins  
Clark Walters DC Cranial Release Center  
Audra Snyder Hughes Exterminators  
Steve Totten Hughes Exterminators  
Melissa Menikheim SEC Inspection Services  
Prohealth Pest Control

There was 1 guest in attendance.

## AGENDA ITEMS

### 1. Mission Statement

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

### 3. Introductions:

- Guests
  - REALTOR® Guests
  - New Members
  - Existing Members
- \$300 was raised for All Children's Hospital*

### 4. Announcements

- We are asking that all Affiliate members to wear their name badges at all PRO events
- If you want to take a tour of All Children's Hospital, email [AffiliateChairman@gmail.com](mailto:AffiliateChairman@gmail.com)
- If you joined the program between January 1 and March 30, please plan to attend a review meeting on April 27 at 1:00 p.m. here at PRO
- All Ambassador Mentors and Affiliate Mentors should plan to attend the Affiliate Board Meeting on May 17 at 9:20 a.m.
- The next north county PRO Connect is April 27 at Bar Louie in the Countryside Mall from 5:30 p.m. to 7:00 p.m.
- Affiliate pins are on sale for \$20 – proceeds benefit All Children's Hospital

### 5. 2016 Wine & Food Festival

- Friday, October 14 | 5:30 p.m. to 9:00 p.m.
- May 2 – 50/50 tickets will go on sale – winner picked at event
- June 1 – Silent Auction items will begin to be collected – use form to solicit donations
- 22 tables were raffled off (\$250):
  - 5 to mortgage companies: VanDyk Mortgage, SNMC Reverse Mortgages, Synovus Mortgage, American Bancshares Mortgage, Access Home Mortgage
  - 3 to title companies: Sapphire Title & Escrow Services, Stewart Title, Tampa Bay Title
  - 3 to insurance companies: Melissa Ems Insurance Agency, Wallace Welch & Willingham Insurance, Strategic Insurance Services
  - 11 to other service companies: Peace of Mind Home Inspections, Sew Chic Embroidery, Waddell & Reed, Prohealth Pest Control, A Snoop Inspection, East Lake Woodlands Country Club, Reassurance Inspections, Suddath Relocation Systems, Hughes Exterminators, Tampa Bay Times, Kron & West A/C

### 6. Recognitions

- The following Realtors were recognized for their sales achievement in the first quarter of 2016:  
Mike Barrett, Shannon Hobbs, Kelly Lee McFrederick, Denise Reilly

### 7. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Tracey Riposo 727-422-1855 shared:
  - 1565 S Jefferson in Clearwater, 3/1, \$115,000
  - 1932 Indian Rocks Rd S in Largo, 2/2, \$179,999
  - 13857 Lake Point Dr in Clearwater, 3/3 ½, \$379,000, \$210/mo, open house this Sunday from 1pm to 4pm
- Kelly Lee McFrederick shared:
  - 14800 Walsingham Rd Unit 504, 2/2 ½, \$155,000, \$433/mo
  - 519 3<sup>rd</sup> Ave S in St Pete, 9 units total, \$898,000

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

- Paula Blanda – Cindy Lukehart, Barbara Pailley, Frank Gemma, Diana Schwarz, Bob Kane, Jeb Boulware, Arne Diaz, Enrique Iglesias, Maynard Electric, Gregg Murray, Francine Villa, Oscar Cuervo, Brian Brown
- Nelson Garcia – Jay and Jerry Smith
- Deb Hicks – Scott Tennant, Kim Bauer, Debbie Thomas, Sue Barber, Elena Reed
- Kim Bauer – Deb Hicks, Marilyn Corazza, Megan Galane
- Dan Hagaman – Haley Murphy, Diane Partelo
- Tracy Baer – Edina McGuire, Robyn Fiel, Denise Drews
- Debbie Thomas – Vince Radcliffe, Kim Bauer
- Scott Tennant – Frank Gemma, Samantha McDermott, Deb Hicks, Dylan Barrie, John Barcelo
- Amber Petersen – Gregg Murray

### **Upcoming Events**

April 13 – SavvyCard's 'Basic Training' for Realtors at PRO, 2:30 p.m. to 3:30 p.m.

April 18 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO, 8:45 a.m. to 10:15 a.m.

April 19 – PRO Connect at Red Mesa Cantina, 5:30 p.m. to 7:00 p.m., Pat Smoot with SNMC Reverse Mortgages hosting

April 20 – PIC's 'International Marketing Session', 3:00 p.m. to 4:30 p.m., 2 sponsors chosen: Paula Blanda, Bob Kane

### **NEXT MEETING**

Friday, April 29 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

Orientation will be held that day at 9:00 a.m. Please attend if you haven't attended one yet.

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