

Affiliate Business Partners Meeting #8 Minutes

Friday, April 24, 2015 | 10:30 a.m.

Auditoriums A, B & C

PRO STAFF

David B. Bennett, Kim Sonefeld, Linda Derrick, Katie Shotts

AFFILIATE MEMBERS

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

Affiliate Board Members:

John Barcelo Applied Tech Resources/ValuCentric
Dylan Barrie Rock's Moving Co
Denise Drews Sierra Pacific Mortgage
Linda Goldfarb LSG Consulting Services
Samantha McDermott IBERIABANK
Scott Tennant Access Reverse Mortgage
Robyn Fiel Academy Mortgage

NOT PRESENT:

Brian Chase Meridian Partners

Ambassador Mentors:

John Barie JB Health and Life Solutions
Edina McGuire Sierra Pacific Mortgage

Affiliate Mentors:

Marc Walker Waddell & Reed

NOT PRESENT:

Nelson Garcia Sierra Pacific Mortgage
Deb Hicks Suddath Relocation Systems
Laureen Lofgren IBERIABANK

Major Sponsors:

Megan Galane Mountain West IRA
Brian Brown Old Republic Home Protection
Paula Blanda West Coast Insurance Group
Jeff Jannazo West Coast Insurance Group
Jeremy Broihier West Coast Insurance Group
Brigid Miller West Coast Insurance Group
Dylan Barrie Rock's Moving Co
Denise Drews Sierra Pacific Mortgage
Edina McGuire Sierra Pacific Mortgage
Francine Villa Sierra Pacific Mortgage
Scott Tennant Access Reverse Mortgage
Samantha McDermott IBERIABANK
Jake Alexander Total Title Solutions
Pat Stobie Total Title Solutions
Diana Schwarz Fiduciary Funding
Heather Joie Rick's Home Theatre Store
Michael Ludwig Strategic Insurance Services
Sonia Pfizenmaier Kron & West A/C
Curt O'Neil SecurityNational Mortgage Co.
Melissa Rodgers SEC Inspection and Pest Control
Marilyn Corazza Coastal Property Services Group

Carol Meyer Interlink Mortgage Services
Bob Elmore Evermore Income
Debra Lee Innovation Cabinetry
Robin Emanuel Budget Self Storage
Mike Trimis CertaPro Painters
Jerry Smith A Snoop Inspection
Maryellen Crowder MD Plus
Dr. Mike Lesyshyn Savvy Health
Barbara Pailley Oasis Outsourcing
Kris Gehl KG Photography
Kim Bauer 1-800-GOT-JUNK
Ryen Linder Home Watch Network
Marcella Hayes GreenLeaf Title
Ken Jones Wallace Welch & Willingham Ins.
Kate Hartigan AAA
Judy Harding AAA
Debbie Kampel Wells Fargo Short Sales
Penny Lee Todd PennyRich Pool Services
Sally Petersen LegalShield
Amber Petersen LegalShield
Ernesto Travieso Wells Fargo
Rick Haupricht GreenLeaf Title
Gina Couture Mr. Rekey
Starr Armstrong Five Starr Staging & Redesign
Penny Lee Todd Penny Rich Pool Services
Michele Wilson One Source Insurance Solutions
Bill Ciaccia Clear Vision Signs
Rich Benitez Surface Builder
Stuart Bromfield On Q Financial
Betsy Braden Colonial Mortgage
Jaclyn Palazzolo Sapphire Title & Escrow Co.
Stephanie Stephens Sapphire Title & Escrow Co.
Bob Johnson Home Watch Network
Eric Hill Maynard Electric
Karen Fridlund-Boyles Technology Enterprises
Susan Brown S & L Interiors
John Shoemaker Real Tour
Elizabeth Madray Legal Shield
Bob Johnson Home Watch Network
Carla Bristol Gallerie 909
Debbie Iannuzzi Sheriffs Youth Ranches
Jackie McMahan Third Federal Savings & Loan
Elena Reed Third Federal Savings & Loan
John Ricker Baxter Title Corp
Barry Beote EverBank
Josh Lerette Carrington Mortgage

Michael Benken	Michael Benken Photography
Gary Guarino	Senior Lending
Thomas Murray	Edge of 9
Dr. Clark Walters	Hand & Foot Chiropractic
Barry Carroll	View 360
Jerick Johnston	Johnston Consulting
Louis Bakkalapulo	Attorney Title Services

Also in attendance were 6 guests.

AGENDA ITEMS

1. Mission Statement

2. Introductions: John-Paul, Affiliate Board Members, Affiliate Ambassador Mentors, Affiliate Mentors

3. Introductions: major sponsors, guests, new members since last meeting, existing members

- \$600 was raised for All Children's Hospital during introductions
- April's birthdays were acknowledged

4. Announcements/Reminders

- Affiliate pins are available for \$20 – see John-Paul if you're interested
- Construction on the Executive Suites is finalized – contact Evelyn if you're interested in leasing a space – esatriano@tampabayrealtor.com or 727-216-3016 – an Open House will be planned soon
- 2,095 connections have been made since the beginning of the year
- Make sure your business cards are on the Affiliate Wall
- John-Paul sent an email to people who were bad mouthing PRO's Affiliate program
- Check the Affiliate website to make sure your contact info is listed correctly
- May 21 – if you joined between January 1 and the present, please attend a meeting at 3:30 p.m. which will last about an hour and will be followed by networking, appetizers, and drinks.
- Contact John-Paul if you want to coordinate an Open House at your location

5. Topic: OMG "Thank You"

- What IS thank you? How can you say thank you? Saying thank you never goes out of style.
- Make it timely – try to send a card within 24 hours
- Maryellen Crowder, Kris Gehl, Paula Blanda, and Penny Lee Todd volunteered to participate in various scenarios about ways to say thank you – a survey was done on ranking these options for saying thank you: text, email, send a card, send flowers, call to say thank you, tell someone to say thank you for you. Send a card was the number one response and send flowers was the number two response.

6. Affiliate Presentations

- Wallace Welch & Willingham Insurance – Ken Jones
- Valucentric and Applied Technology Resources – John Barcelo
- West Coast Insurance Group – Jeff Jannazo, Paula Blanda, Jeremy Broihier, Brigid Miller

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

- Paula Blanda – Heather Joie, Francine Villa, Nelson Garcia, Jackie McMahon, Diana Schwarz, Liz Madray, Carol Meyer, John Barcelo
- Melissa Rodgers – Robyn Fiel, Brian Heckman, Hannah Gross, Michael Ludwig
- Carol Meyer – Paula Blanda, John Barcelo
- Denise Drews – Michael Ludwig
- Diana Schwarz – Paula Blanda, Jeremy Broihier
- Sonia Pfizenmaier – Deb Hicks, Realtor Karen from Charles Rutenburg

- Thomas Murray – Carla Bristol, Debbie Kampel, Julya Kemp, Gayle LaBonte
- Penny Lee Todd – Mary Lobdell, Paula Blanda
- Scott Tennant – Debbie Kampel, John Barcelo
- John Barcelo – Amber Petersen, Sally Petersen, Melissa Rodgers, Diana Harvey, Robyn Fiel, GreenLeaf Title, Scott Tennant, Carol Meyer, Somers Title, Cindy Lukehart, Sierra Pacific Mortgage, Edina McGuire, Megan Coulson
- Starr Armstrong – Mike Trimis
- Sally Petersen – Debbie Kampel
- Carla Bristol – Amber and Sally Petersen, Thomas Murray
- Dr. Clark Walters – Dr. Mike Lesyshyn, Amber Petersen
- Karen Fridlund-Boyles – Denise Drews
- Amber Petersen – Debbie Kampel, Bob Elmore, Paula Blanda, Rick's Home Theatre Store
- Samantha McDermott – Sierra Pacific Mortgage, Frank Gemma, Robyn Fiel
- Elizabeth Madray – Paula Blanda, West Coast Insurance
- Megan Galane – John-Paul Mario, Edina McGuire, Dylan Barrie, everyone that helped her purchase her home

8. On the Road Training

PRO's "On the Road" Trainings are back – if you want to teach one you must submit your application to Katie Shotts at PRO

9. Upcoming Major Events

July 1 – Pre-4th-of-July Celebration

September 11 – PRO's Annual Meeting and Installation

October 16 – Wine & Food Festival

November 6 – Affiliate Expo & Fall Festival

10. Upcoming Events

May 1 – Access Reverse Mortgage's 'Using a Reverse Mortgage to Buy a Home' at PRO, 10am to noon

11. Affiliate Spotlight Companies for May:

Week of May 4: International Title Partners and Clean Out Property Preservation Services

Week of May 11: A to Z Printing and KG Photography

Week of May 18: Bullseye Surveying and Budget Self Storage

Week of May 25: The Real Estate Quarterback Show and Bright Light Solutions

NEXT MEETING

Tuesday, May 5, 2015 | 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 2015 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>