

Affiliate Business Partners Meeting #8 Minutes
Tuesday, April 25 | 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*
April Kalapp First American Title
Melissa Ems Melissa Ems Insurance*
Dylan Barrie Rock's Moving Co*
Trevor Smith The Heckman Group*
Pat Stobie Total Title Solutions*
John Barcelo Valucentric
Denise Drews American Bancshares Mortgage*

Ambassador Mentors:

John Barie Classic Design Associates*
Deb Hicks Suddath Global Moving Services*

Affiliate Mentors:

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

NOT PRESENT:

Stephanie Stephens Total Title Solutions*

Major Affiliate Sponsors:

Brian Heckman The Heckman Group
Marcus Aguiar VanDyk Mortgage
Jeff Beerbohm Total Title Solutions
Naida Cerrito Fairway Independent Mortgage
Marilyn Corazza Coastal Property Services Group
Shannon Corinti American Bancshares Mortgage
Sean Cullen VanDyk Mortgage
Tina Darling Innovative Agent Services
Amy Delorenzo Strategic Insurance Services
Bob Dorian Tampa Bay Times
JP Eschbacher Suddath Relocation Systems
Robin Emanuel Peace of Mind Home Inspections
Will Fallon First Class Moving
Chris Shinham First Class Moving
Glenn Fricke DG Construction & Inspections
Frank Gemma Caliber Home Loans
Amanda Harem Palma Law Group
Danielle Kirschbaum International Title Partners
Michael Lesyshyn JDI Solutions Legal Shield
Laureen Lofgren IBERIABANK
Michael Ludwig Strategic Insurance Services
Teri McAnly Tampa Bay Times
Jonathan Palma Palma Law Group
Amber Petersen JDI Solutions Legal Shield
Ray Rau VanDyk Mortgage
Christine Rose VanDyk Mortgage
Pat Stobie Total Title Solutions
Laura Tennant Access Reverse Mortgage

Major Affiliate Sponsors con't:

Diane Vance Fairway Independent Mortgage
Francine Villa American Bancshares Mortgage
Amy Young Strategic Insurance Services
Sheila Marvel Peace of Mind Home Inspections
Mac Tennant Access Reverse Mortgage
Laura Tennant Access Reverse Mortgage

Affiliate Members:

Jason Keen Keen Building
Trisha Murphy Nations Title Agency
Leslie Wyllie Movement Mortgage
Brian Hiatt Movement Mortgage
Anita Fabrizio Tampa Personal Concierge
Paula Blanda Solutions Insurance
Pat Smoot Professional Mortgage Alliance
Pamela Tennant Access Reverse Mortgage
Brian Brown Old Republic Home Protection
Jude Davis Powur
Kim Bauer 1-800-GOT-JUNK
Carrie Renner Big Fish Co
Audra Snyder Hughes Exterminators
Angela Paye Sapphire Title & Escrow
Rose and Greg Adams Genesis One Insurance
Sam Azarian Albrecht Marketing
Annamarie Dotson Dotson Accounting Services
Alexandria Fitzhugh SunTrust Mortgage
Angelina Godfrey Doug Mayer Agency
Dan Hagaman Hagaman Promotions & Awards
Rick Haupricht GreenLeaf Title
Rick and Cathy Heiss 360 Tour Designs of Clearwater
Debbie Kampel Wells Fargo
Debra Lee Innovation Cabinetry
Elizabeth Madray LegalShield
Sharon McNaughton Doug Mayer Agency
Lauren Misa First International Title
Gregg Murray Magic Mortgage
Sonia Pfizenmaier Kron & West
Mary Lobdell A Radiant Property Inspection
Christian Rava WFG National Title
Michelle Rothwell Your Mortgage Source
James Seth-Ward Hope Home Inspections
Christine Shelton Shelton Home Inspections
Joyce Smith Somers Title Co
Audra Snyder Hughes Exterminators
Melissa Menikheim SEC Inspection Services
Megan Lacombe Majesty Title
Brian Hiatt Movement Mortgage
Leslie Wyllie Movement Mortgage
Christine Shelton Shelton Home Inspection

AGENDA ITEMS

1. Mission Statement

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

- Guests
 - REALTOR® Guests
 - New Members
- \$3,010 of 50/50 raffle tickets were sold during this meeting*

3. Announcements

- The next Affiliate Orientation is Tuesday, May 23 at 9:00 a.m.
- A PRO Connect in the north part of the county is being organized – we are looking for 3 Affiliates who would like to sponsor this. The cost is \$250. We need one mortgage, one title and one other-service sponsor. If you're interested, email AffiliateChairman@gmail.com
- Affiliates sponsoring the PRO Connect socials must be set up by 4:45 p.m. to greet our guests
- The next Affiliates Around the Table is Tuesday, May 23 at 12:20 p.m.
- Please note that the auditoriums will be closed from Thursday, April 27 to Monday, May 1 as the carpets are being installed

4. 7th Annual Wine & Food Festival Sponsorships

- Friday, October 13, 2017
- The Chairman spoke about the importance of everyone helping in selling the 50/50 raffle tickets
- \$1,900 of tickets were sold the last GRI class
- \$1,200 of tickets were sold at the last New Member Welcome
- The Chairman welcomed the staff of Johns Hopkins All Children's Hospital – Michelle Murphy and Megan Rodriguez. The ladies spoke in appreciation of John-Paul and the Affiliates, and about a doctor's success with his treatment of his patients
- Affiliate Director April Kalapp spoke about a family with a baby who has been at the hospital since March 2016
- Affiliate Member Sheila Marvel spoke about how her family has been impacted by their son's health issues – he was born at Johns Hopkins All Children's Hospital
- No one was chosen for sponsorships of the two food tables, the dessert table, the valet service, or the band
- 16 Table Sponsors chosen were:
 - Nations Title Agency – Trisha Murphy
 - Tampa Bay Personal Concierge – Anita Fabrizio
 - Movement Mortgage – Brian Hiatt
 - Solutions Insurance – Paula Blanda
 - Professional Mortgage Alliance – Pat Smoot
 - Access Reverse Mortgage – Pam Tennant
 - Old Republic Home Protection – Brian Brown
 - First Class Moving Systems – Chris Shinham
 - Powur – Jude Davis
 - American Bancshares Mortgage – Denise Drews
 - The Heckman Group – Brian Heckman
 - 1-800-GOT-JUNK – Kim Bauer
 - Big Fish Co – Carrie Renner
 - Hughes Exterminators – Audra Snyder
 - Sapphire Title & Escrow – Angela Paye

5. Affiliate Feedback Presentations

- Jude Davis and Darien Goodloe
- Melissa Menikheim and Laura Tennant
- Kim Bauer and Chris Shinham
- Ginny Cannon and April Kalapp

6. Chairman – John-Paul Mario – Affiliate Appreciation

- The Chairman addressed Affiliates and guests and reflected on when the program first started
- The Affiliate program has come a long way
- Members have improved their networking skills through the program, and have become more successful because of it
- Two of our top priorities are making all members feel welcome and giving back to the community

7. President & CEO – David Bennett

- David thanked attendees for their membership and spoke about how much they have contributed to the organization, both with sponsorships and their time
- He also spoke about flood insurance and politics in real estate
- \$3,000 was raised for local Realtor Champions and the first recipient was Damian Lister

8. Honoring our 2017 Major Sponsors – Chairman and President & CEO

- Both Chairman John-Paul Mario and President & CEO David Bennett honored our 2017 Major Sponsors who were presented with special pins

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

- April Kalapp – John-Paul Mario, Carrie Renner, Nathaniel Willis
- Robin Emanuel - Melissa Ems, Tracy Baer
- Deb Hicks – Elizabeth Madray, Tina Darling
- Mac Tennant - Dylan Barrie, John Barcelo
- Greg Adams - Kim Bauer
- Dylan Barrie - Laura Palmisano, Mac Tennant
- Melissa Ems - John-Paul Mario, Danielle Kirschbaum, Jane McKenzie, Carrie Renner, Darien Goodloe, Martin Carpenter, Chris Rose, Torrie Jasuwan, John Barcelo, Trevor Smith, Samantha McDermott, Robin Emanuel, Sara Hasch
- Amy Young - Melissa Menikheim, Jude Davis
- Kim Bauer – Sandra Ceballos
- Jude Davis - Joshua Norris
- Paula Blanda - Wells Fargo, American Equity, VanDyk Mortgage, Melissa Ems
- Kat Merriman - Strategic Insurance, Wells Fargo
- Melissa Menikheim - Total Title, Sarah Hasch, Mike Ludwig +Team
- Robin Emanuel - Melissa Ems, Tracey Baer
- Dan Hagaman - Frank Gemma, John Barcelo

Upcoming Events

Wed. May 10 – SavvyCard's 'Getting Started with SavvyCard' 10am to 11:30am

NEXT MEETING

Friday, May 12 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

This is also a Marketing Session/Pitch Meeting. Realtors interested in pitching their properties should email

AffiliateChairman@gmail.com the MLS ID #s of the properties.

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