

**Affiliate Business Partners Meeting #8 Minutes**

Friday, April 29, 2016 | 10:30 a.m.

Auditoriums A, B & C

**AFFILIATE MEMBERS**

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

**Affiliate Board Members: \*indicates major sponsor**

Samantha McDermott, Secretary *IBERIABANK\**

Denise Drews *American Bancshares Mortgage\**

Pat Stobie *Total Title Solutions\**

John Barcelo *ValuCentric*

Marc Walker *Waddell & Reed*

**NOT PRESENT:**

Dylan Barrie *Rock's Moving Co\**

Robyn Fiel *Synovus Mortgage*

Scott Tennant *Access Home Mortgage\**

**Ambassador Mentors:**

**NOT PRESENT:**

John Barie *JB Health and Life Solutions*

Edina McGuire *American Bancshares Mortgage\**

**Affiliate Mentors:**

Deb Hicks *Suddath Relocation Systems\**

Stephanie Stephens *Sapphire Title & Escrow Services\**

Laura Vetter *Home Warranty of American*

**NOT PRESENT:**

Nelson Garcia *SunPoint Home Loans*

**Major Sponsors:**

Wayne McKenney *Fiduciary Funding*

Diana Schwarz *Fiduciary Funding*

Laureen Lofgren *IBERIABANK*

Julya Kemp *New Outlook Home Staging*

Marshall Shepherd *RE Home Photography*

Jackie McMahon *Third Federal Savings & Loan*

**Other Members:**

Megan Galane

Amber Petersen

Sally Petersen

Elizabeth Madray

Penny Lee Todd

Joyce Smith

Danny Torrado

Jerry Smith

Dan Hagaman

Sarah Hasch

Pat Smoot

Gregg Murray

Jamie Potter-Boyd

Debbie Kampel

Keith Long

Tracie Mayo

Brian Brown

Lisa Siler

Irene Konowal

Lindsey Parks

Tony Galasso

Janice Goodall

Ann Palumbo

Lindsey Vance

Charise Candlish

Debra Lee

Tommy Conely

Jon Sipera

Katrina Moyer

Kerry Kuck

Lori Valentine

Marcus Eddy

Jessica Bordner

Jim Pello

Melissa Menikheim

Mountain West IRA

JDi Solutions Legal Shield

JDi Solutions Legal Shield

Legal Shield

Butterfly Connections

Somers Title

Divine Shine

A Snoop Inspection

Hagaman Promotions

Equity National Title

SNMC Reverse Mortgages

Magic Mortgage

Fifth Third Bank

Wells Fargo Short Sales

Journalist

Movement Mortgage

Old Republic Home Protection

Movement Mortgage

Primerica Financial Services

Fairway Independent Mortgage

Moneylink Mortgage

Melissa Ems Insurance

Bright House Networks

Fairway Independent Mortgage

Interlinc Mortgage Services

Innovation Cabinetry

Tommy Locksmith

Classic Design Associates

Stanley Dean State Farm Bank

Spot on Pinellas Home Inspections

Path 2 Water Group

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VanDyk Mortgage

Brightway Insurance

SEC Inspection Services

Prohealth Pest Control

## AGENDA ITEMS

### 1. Mission Statement

### 2. Welcome Guests – 4 guests were in attendance

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

### 4. Introductions:

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

### 5. Announcements

- April birthdays were recognized
- Affiliate pins are available for purchase for \$20 – all proceeds benefit All Children's Hospital
- 50/50 raffle tickets went on sale today – the winner will be determined at the 6<sup>th</sup> Annual Wine & Food Festival on October 14
- Silent auction items for the Wine & Food Festival are now accepted – please reach out to your networks to help us obtain items
- Membership is individual – not company wide
- If you come to PRO for a reason other than sponsoring a class, you must respect the sponsors of any classes that may be going on
- Kim is the liaison for PRO – she doesn't set meeting agendas or sit in Affiliate Board meetings. Questions about those items should not be directed to her
- Affiliate Spotlight – take advantage of this FREE member benefit

### 6. Topic: "Understanding the Program"

- It's more about just being an Affiliate member, it's more than a title
- Marc Walker spoke about Affiliate Orientation, Affiliate Mentors, and new members meeting with the Chairman
- Samantha McDermott spoke about putting business cards on the Affiliate Wall, New Member Welcome sponsorships, putting business cards in for sponsorships, Affiliate Spotlight and ads on the additional TVs
- John-Paul spoke about PRO Connect events, complimentary meeting room usage at PRO, Affiliates Around the Table
- Denise Drews spoke about Affiliate meetings and name tags
- Pat Stobie spoke about the Affiliate section of the website, changing companies or leaving PRO, and replacing the Primary Affiliate Member

### 7. Affiliate Presentations

Amber and Sally Petersen – JDi Solutions

Megan Galane – Mountain West IRA

Email [AffiliateChairman@gmail.com](mailto:AffiliateChairman@gmail.com) if you want to make a presentation at an upcoming meeting

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

- Pat Smoot – John Barcelo
- Melissa Menikheim – Pat Stobie, Denise Drews, Sarah Hasch
- Pat Stobie – John Barcelo, Tony Galasso
- Megan Galane – Abbie Lewin, Paula Blanda, Tony Galasso

- Deb Hicks – John Barcelo, Hannah Peters, Debbie Kampel, Samantha McDermott, Tommy Conely, Sue Barber
- Amber Petersen – Dr. Clark Walters, Debbie Kampel
- Elizabeth Madray – John-Paul Mario

### **Upcoming Events**

May 2 – Randall Baskin's 'Coffee w/Counsel – Contract Refresher' at PRO from 10am to noon  
 May 3 – First American Title's 'The Power of Relationship Selling' at PRO from 9am to noon  
 May 3 – Wallace Welch & Willingham's 'Changes to Flood Insurance You Need to Know' at the St Pete Main Library from 1:30pm to 3:30pm  
 May 4 – The Heckman Group's 'Being an Incomparable Realtor' at PRO from 10am to noon – 1 sponsor chosen was Keith Long, Journalist  
 May 5 – Wallace Welch & Willingham's 'Changes to Flood Insurance You Need to Know' at the Palm Harbor Library from 1:30pm to 3:30pm  
 May 6 – American Bancshares Mortgage's 'Help for Your First Time Homebuyers is Here' at PRO from 9:30am to 12:30pm  
 May 11 – SavvyCard's 'Basic Training for Realtors' at PRO from 2:30pm to 3:30pm  
 May 16 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO from 8:45am to 10:15am  
 May 18 – PIC's 'International Marketing Session' at PRO from 3:30pm to 4:30pm, 2 sponsors chosen are Marshall Shepherd with RE Home Photography and Kerry Kuck with Spot On Home Inspections

### **Affiliate Spotlight in May**

Week of May 2: Bullseye Surveying and Budget Self Storage  
 Week of May 9: Habitat for Humanity ReStore and PEACE Wealth Management  
 Week of May 16: Old Republic Home Protection and Somers Title  
 Week of May 23: Debbie Wallace Designs and Target Surveying  
 Week of May 30: Tampa Bay Title and FAMP

### **NEXT MEETING**

Tuesday, May 17, 2016 | 10:30 a.m. to noon | PRO – 4590 Ulmerton Rd. in Clearwater.

This is a Marketing Session/Pitch Meeting. Invite your Realtor contacts to this meeting to introduce themselves and their listings to us! MLS listing ID#s must be emailed to [AffiliateChairman@gmail.com](mailto:AffiliateChairman@gmail.com)

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