

Affiliate Business Partners Meeting #10 Minutes

Friday, May 27, 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**

Scott Tennant *The Heckman Group**

Dylan Barrie *Rock's Moving Co**

Pat Stobie *Total Title Solutions**

John Barcelo *ValuCentric and A&B Info Services*

NOT PRESENT:

Denise Drews *American Bancshares Mortgage**

Robyn Fiel *Synovus Mortgage*

Marc Walker *Waddell & Reed*

Ambassador Mentors:

NOT PRESENT:

John Barie *JB Health and Life Solutions*

Edina McGuire *American Bancshares Mortgage**

Affiliate Mentors:

Deb Hicks *Suddath Relocation Systems**

NOT PRESENT:

Stephanie Stephens *Sapphire Title & Escrow Services**

Nelson Garcia *SunPoint Home Loans*

Laura Vetter *Home Warranty of American*

Major Sponsors:

Mac Tennant *Access Home Mortgage*

Michelle Rothwell *Columbus Capital Lending*

Diana Schwarz *Fiduciary Funding*

Laureen Lofgren *IBERIABANK*

Sonia Pfizenmaier *Kron & West A/C*

Paula Blanda *Strategic Insurance Services*

Other Members:

Keith Long *Journalist On Call*

April Kalapp *First American Title*

Michael Rice *Commission Express*

Jessica Bordner *Homeside Financial*

Henri Balestrieri *Minave Cabinetry & Stone*

Seth Robbins *Diamond Residential Mortgage Corp.*

Bill Nobles *Aerial Technologies*

Jennifer Ege *Beacon Background Screening*

Danielle Kirschbaum *United Title Affiliates*

Kristen Lassiter *United Title Affiliates*

Bob Dorian *Tampa Bay Times*

Dan Hagaman *Hagaman Promotions*

Greg Vorbeck *VanDyk Mortgage*

Megan Willoughby *GreenLeaf Title*

Maikon Bonani *SunTrust Mortgage*

Other Members:

Megan Galane

Kerry Kuck

Heather Kuck

Brian Brown

Lindsey Parks

Lindsey Vance

Joyce Smith

Ben Friedlander

Cindy Lukehart

Sherry Keenan

Heather Joie

Audi Spiridakos

Debbie Kampel

Kraesly Creek

Penny Lee Todd

Sally Petersen

Amber Petersen

Marcus Eddy

Jerry Smith

Audra Snyder

Rosanna Clementi

Scott Pendleton

Sam Hage

Dr. Clark Walters

Pat Smoot

Shannon Corinti

Kim Bauer

Debbie Thomas

Lisa Siler

Randall Edgington

Mary Lehman

Mountain West IRA

Spot on Pinellas Home Inspections

Spot on Pinellas Home Inspections

Old Republic Home Protection

Fairway Independent Mortgage

Fairway Independent Mortgage

Somers Title

Ben's Pens & More

VAREP

Best View Photography

Rick's Home Theatre Store

Homeside Financial

Wells Fargo Short Sales

SunBelt Title Agency

Butterfly Connections

JDi Solutions Legal Shield

JDi Solutions Legal Shield

Path 2 Water Group

A Snoop Inspection

Hughes Exterminators

Clementi Environmental Consulting

E Mortgage Management

E Mortgage Management

Cranial Release Center

SNMC Reverse Mortgages

On Q Financial

1-800-GOT-JUNK

Habitat for Humanity ReStore

Movement Mortgage

Ruoff Home Mortgage

Fidelity National Title

AGENDA ITEMS

1. Mission Statement

2. Welcome Guests – 2 guests were in attendance

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

4. Introductions:

- Special guests – 2 representatives from Ronald McDonald House presented us with a commemorative plaque in honor of the over \$30,000 we've donated to them in the last 3 years
- New Members
- Existing Members
\$1,100 was raised for All Children's Hospital

5. Announcements

- May birthdays were recognized
- John-Paul will be out of the country until June 6, he will check emails once per day – the manager of the resort will be giving us a donation to All Children's Hospital
- Do NOT remove anyone else's business cards from the Affiliate Wall
- The Affiliate Guidelines and Procedures are on PRO's website
- The Marketing Session meeting scheduled for October 7 has been changed to September 30
- 859 connections were made in May – 3,675 total connections this year so far
- Affiliate pins are available for purchase for \$20 – all proceeds benefit All Children's Hospital
- 50/50 raffle tickets are on sale – the winner will be determined at the 6th 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 - \$40,000 is the goal to raise – the silent auction will begin in August and will be online – there will be opportunities to have your logo displayed on the online silent auction

6. Topic: "Doing Business in the 21st Century"

- Technology and ways of doing business have changed
- There is less of a sense of professionalism
- A personal connection is sometimes lost when communicating with new technology
- People who are successful know the value of good connections
- What will you do to make more personal connections in business?

7. Affiliate Presentations

Rosanne Clementi – Clementi Environmental Consulting/Ruddy Turnstone Product Development

John Barie – Classic Design Associates & JBD Design

Dylan Barrie – Rock's Moving Company

Email 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:

- Paula Blanda – Jeb Boulware, Ari Priakos, Cindy Lukehart Elena Reed, Jerry Smith, Melissa Menikheim, Tom DeMint, Francine Villa, Barry Beote, Samantha McDermott, Arne Diaz
- John Barcelo – Joyce Smith, April Kalapp, Megan Willoughby, Interlinc Mortgage, Megan Galane, Cindy Lukehart, Paula Blanda, Michelle Rothwell, Edina McGuire
- Debbie Thomas – John Barie, 1-800-GOT-JUNK, All Children's Hospital
- Dylan Barrie – Stephanie Stephens, Dan Hagaman

Upcoming Events

June 1 – Mountain West IRA's 'How to Use Self-Directed IRA's to Purchase Real Estate' at PRO, 10am to 11am
June 2 – Exchange Resource Group's 'Double Your Commission w/1031 Exchanges' at PRO, 9am to noon – sponsor chosen was Paula Blanda
June 2 – Primerica's 'Overcoming Your Financial Challenges' at the St. Pete Main Library, 1:30pm to 3:30pm
June 16 – International Marketing Session at PRO, 2 sponsors chosen were Rosanne Clementi and Keith Long
June 30 – Pre-4th-of-July Celebration at PRO, 11:00 a.m. to 3:00 p.m., sponsors chosen were Shannon Corinti, Heather Joie, Kraesly Creek, John Barie

Affiliate Spotlight in June

Week of June 6: Spot on Home Inspections and RE Home Photography
Week of June 13: Neighborhood Home Solutions and Commission Express
Week of June 20: Homestar Financial Corp and All Tampa Home Inspection
Week of June 27: Lakewood Ranch Communities and SEC Inspection Services

NEXT MEETING

Tuesday, June 7, 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

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