

Affiliate Business Partners Meeting #11 Minutes

Friday, June 12, 2015 | 10:30 a.m.

Auditoriums A, B & C

PRO STAFF

Kim Sonefeld, Marketing and Communications Manager and Affiliate Liaison

Linda Derrick, Special Events and Projects Manager

AFFILIATE MEMBERS

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

Affiliate Board Members:

John Barcelo Applied Technology Resources/Valucentric
Dylan Barrie Rock's Moving Co
Brian Chase Meridian Partners
Robyn Fiel Academy Mortgage
Linda Goldfarb LSG Consulting Services
Samantha McDermott IBERIABANK
Scott Tennant Access Reverse Mortgage
Denise Drews American Bancshares Mortgage

Ambassador Mentors:

Edina McGuire American Bancshares Mortgage
John Barie JB Health and Life Solutions

Affiliate Mentors:

Deb Hicks Suddath Relocation Systems
Laureen Lofgren IBERIABANK
Marc Walker Waddell & Reed

NOT PRESENT:

Nelson Garcia Sierra Pacific Mortgage

REALTOR® Members:

Ben Friedlander Big Ben Realty
Quyen Trujillo Charles Rutenburg Realty
Bill Munette Engel & Volkers
Cindy Lukehart Future Home
Nancy Caplan Keller Williams Realty
Anna Licznerski Engel & Volkers
Scott Ferguson Engel & Volkers
Edwin Crespo Dynamic Homes
Andrew Cabot Holland Associates
Gary Bercume Keller Williams Seminole

Major Affiliate Sponsors:

Paula Blanda West Coast Insurance Group
Marilyn Corazza Coastal Property Services
Sonia Pfizenmaier Kron & West A/C
Pat Smoot SNMC – Reverse Mortgages
Julya Kemp New Outlook Home Staging
Joel Morris Somers Title
Hannah Peters Smart Move Moving & Storage
Jim Pello Brightway Insurance
Diana Schwarz Fiduciary Funding
Jake Alexander Total Title Solutions
Jeff Beerbohm Total Title Solutions
Amy Young Strategic Insurance Services
Mark Mitchell Strategic Insurance Services

Heather Comparetto SavvyCard
Denielle Kennett SavvyCard
Robin Emanuel Budget Self Storage
Debbie Kampel Wells Fargo Short Sales
Michelle Rothwell GreenLeaf Title
Rick Haupricht GreenLeaf Title
Megan Willoughby GreenLeaf Title
Marcella Hayes GreenLeaf Title
Jerry Smith A Snoop Inspection
Bob Elmore Evermore Income
Amber Petersen JDI LegalShield
Jackie McMahon Third Federal Savings & Loan
Maria Walkiewitz East Lake Woodlands C.C.
Gina Couture Mr. Rekey
Penny Lee Todd Penny Rich Pool Services
Kerry Barbon Gilbert Garcia Group
Stephanie Stephens Sapphire Title & Escrow Co.
Francine Villa American Bancshares Mortgage
Mike Minor Sunshine Bank
Maryellen Crowder MD Plus Telemedicine
Sarah Hasch Equity National Title
Annamarie Dotson Dotson Accounting Services
Elizabeth Madray LegalShield
Nathan Gypin TWS Home and Business Inventory
Brandon Rimes The Real Estate Quarterback Show
April Kalapp First American Title
Mark Sisterman Ameripro Home Loans
Starr Armstrong Five Starr Staging & Redesign
Betsy Braden Colonial Mortgage Group
Hannah Gross Guardian Restoration
Ken Jones Wallace Welch & Willingham Ins.
Debra Lee Innovation Cabinetry
Susan Brown S & L Interiors
Deborah Iannuzzi Sheriffs Ranches Enterprises
Sally Petersen JDI LegalShield
Ginny Cannon IPA Family
Debbie Thomas Habitat for Humanity ReStore
Brad Toye Leading Edge Inspection Services
Stuart Bromfield On Q Financial
Jabbar Graham Goodwill Suncoast
John Ricker Baxter Title
Laurie Laurenty Solutions Insurance
Kris Gehl KG Photography
Kim Bauer 1-800-GOT-JUNK
Bob Johnson Homewatch Network
Ryen Linder Homewatch Network
Louis Bakkalapulo Attorney Title Services
Barbara Pailley Oasis Outsourcing
Ben Friedlander Ben's Pens & More

Haley Murphy	International Title Partners
Karissa Letchworth	International Title Partners
Curt O'Neil	SecurityNational Mortgage Co.
Rick Moss	Paddock's Coffee Co.
Melissa Rodgers	SEC Inspection Services/Pest Control
Megan Galane	Mountain West IRA

There were 11 guests in attendance.

AGENDA ITEMS

1. Mission Statement

2. Introductions: John-Paul Mario, Affiliate Board, David B. Bennett, Kim Sonefeld, Affiliate Mentors

3. Introductions:

- Guests
 - REALTOR® Guests
 - New Members
 - Existing Members
- \$397.10 was raised for All Children's Hospital*

4. Announcements

- Executive Suites are now available – contact Evelyn if you're interested in renting one, 727-216-3016 – only 4 remain
- If you currently rent an Executive Suites, do not remove furniture from common areas and clean up after yourself
- Check the website to make sure your info is showing correct on the Affiliate page
- Affiliate Spotlight on the website is now Affiliate Highlight and will feature different Affiliates from those that are in the Spotlight – see updated Affiliate Guidelines & Procedures for details
- The Pre-4th-of-July Celebration will be July 1 from 11:30 a.m. to 3:30 p.m. – please RSVP on the Education & Events Calendar on PinellasRealtor.org – 2016 Realtor membership dues will be raffled off
- Affiliate Open Houses will move to the following dates: June 30, July 30, September 22, October 27, November 17. All Open Houses will be held from 9:30 a.m. to 11:00 a.m. Please send Kim (ksonefeld@tampabayrealtor.com) any names and addresses or email address of anyone who you think would be interested in attending and she will send them a personal invitation.

5. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Cindy Lukehart is looking for a 1/1 or 2/1 in the Bay Pines or Jungle Terrace area, plus a builder wanting to build on a vacant lot in Clearwater
- Brian 727-631-1504 is looking for a 2/2 or 3/2 in downtown St Pete or St Pete Beach, rental, \$1,300-\$2,400 budget
- Bill Munette shared:
10324 Gulf Blvd in Treasure Island, 3/3 ½, \$1,550,000, \$1,000/mo HOA
- Anna Licznarski shared:
20 Regis Circle in Palm Harbor, 3/3, \$269,900
- Scott Ferguson shared:
*7139 Peninsular Dr in New Port Richey, 3/2, \$359,000
* 231 West Bay Dr n Largo, 4/3, \$309,000
- Quyen Trujillo shared:
* 2984 Fairfield Ct in Dunedin, 3/2, \$199,900
* 1462 Hillcrest Ave in Clearwater, 3/1, \$129,900
- Nancy Caplin shared:
* 1367 Homestead Dr in Palm Harbor, 3/2, \$185,000
* 2403 Huntington Blvd in Safety Harbor, 4/3 ½, \$644,900, \$240/mo HOA

- * 1608 Hampton Ct in Safety Harbor, 4/3 ½, \$749,000
- Andrew Cabot shared:
 - * 1300 Clearwater Largo Rd in Largo, commercial property, \$149,949
- Brandon Rimes shared:
 - * 6705 Gulf Winds Dr in St Pete Beach, \$1,350,000, development site
 - * 5506 Beemin Dew Loop in Land O Lakes, \$
 - * 219 18th Ave in Indian Rocks Beach, 2/2, \$570,000
 - * 636 Corey Ave in St Pete Beach, hotel property, \$640,000
 - * 12203 Four Oaks Rd. in Tampa, development site, \$325,000

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

- John Barcelo – Cindy Lukehart, Michelle Rothwell, Brandon Rimes, Doug Swain, Janet Byrck, Rick Haupricht, Tom DeMint, Ian Kokernot, Denise Drews, Francine Villa, Edina McGuire, Chad Bromagen, Tyler Sheff, John Ricker, Renee Brasseaux
- Paula Blanda – Linda Goldfarb, John Barie, Carol Meyer, Frank Gemma, Jay Smith, Marc Walker, Bob Elmore, Heather Joie, Rick Haupricht, Marcela Hayes, Francine Villa, Nelson Garcia, Amber Petersen, Cindy Lukehart, Diana Schwarz, Penny Lee Todd, Starr Armstong
- Dylan Barrie – Brandi Gabbard, Steve Sharp, Scott Tennant, Nelson Garcia
- Jeff Beerbohm – Starr Armstrong
- Cindy Lukehart – Jim Pello, GreenLeaf Title
- Kim Bauer – Robin Emanuel, Dan Hagaman
- Deb Hicks – Scott Ferguson, Ben Friedlander, Hannah Peters
- Rick Haupricht – Dylan Barrie, John Barcelo, Melissa Rodgers, Francine Villa, Lauren Lofgren
- Robin Emanuel – Annamarie Dotson
- Melissa Rodgers – Denise Drews, John Barcelo, Hannah Gross, Amy Young, Michael Ludwig
- Penny Lee Todd – Cindy Lukehart, Mary Lobdell
- Hannah Peters – Dylan Barrie, Deb Hicks
- John Barie – Melissa Rodgers
- Diana Schwarz – John Barcelo
- Brandon Rimes – Jerry Smith, Jay Smith, Mac Tennant, Scott Tennant, John Barcelo, Hannah Peters
- Nancy Caplin – John Shoemaker

Upcoming Events

- June 15 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO, 8:45am to 10:15am
- June 16 – The Property Management Agreement at PRO, 9:30am to 12:30pm, 2 sponsors chosen: Tara Tagliarino with Fast of Florida and Hannah Gross with Guardian Restoration
- June 16 – PRO Connect at Red Mesa Cantina, 5:30pm to 7:00pm, Abbie Lewin of Tampa Bay Title hosting
- June 17 – PIC's 'International Marketing Session' at PRO, 3pm to 4:30pm, 2 sponsors chosen: Mike Minor with Sunshine Bank and Deborah Iannuzzi with Sheriffs Youth Ranches
- June 18 – Strategic Insurance Services' and SEC Inspection Services' 'Insurance and Home Inspection 101' at PRO, 10am to noon
- June 24 – Meridian Partners' 'Coffee with Counsel – Contract Refresher' at PRO, 10am to noon
- June 25 – Equity National Title's 'CFPB – What it Means and How to Protect You and Your Business' at PRO, 10am to noon
- June 26 – Brian Heckman's 'Communication and Follow Up Plan' at PRO, 10am to noon
- June 26 – SavvyCard's 'Basic Training' at PRO, 12:30pm to 1:30pm for Affiliates, 2:00pm to 3:00pm for Realtors

Affiliate Spotlight for June

- Week of June 15: Five Starr Staging & Redesign and Heritage Bank Mortgage
- Week of June 22: Old Republic Home Warranty and Somers Title
- Week of June 29: Debbie Wallace Designs and Target Surveying

NEXT MEETING

Friday, June 26 at 10:30 a.m. at PRO – 4590 Ulmerton Rd. Clearwater, FL

Plan to attend the Affiliate Orientation at 9:00 a.m. that day if you have not yet attended one.

Affiliates Around the Table will be held at 12:20 p.m. that day

The 2015 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>