

Affiliate Business Partners Meeting #12 Minutes

Friday, June 26, 2015 | 10:30 a.m.

Auditoriums A, B & C

PRO STAFF

Kim Sonefeld, Communications and Marketing Manager and Affiliate Program Liaison

Linda Derrick, Special Events and Projects Manager

Katie Shotts, Director of Broker Relations

AFFILIATE MEMBERS

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

Affiliate Board Members:

<i>Brian Chase</i>	<i>Meridian Partners</i>
<i>Robyn Fiel</i>	<i>Academy Mortgage</i>
<i>Scott Tennant</i>	<i>Access Reverse Mortgage</i>
<i>Dylan Barrie</i>	<i>Rock's Moving Co</i>
<i>John Barcelo</i>	<i>Applied Tech Resources/ValuCentric</i>
<i>Samantha McDermott</i>	<i>IBERIABANK</i>
<i>Linda Goldfarb</i>	<i>LSG Consulting Services</i>

NOT PRESENT:

Denise Drews *American Bancshares Mortgage*

Ambassador Mentors:

John Barie *JB Health and Life Solutions*

NOT PRESENT:

Edina McGuire *American Bancshares Mortgage*

Affiliate Mentors:

<i>Deb Hicks</i>	<i>Suddath Relocation Systems</i>
<i>Laureen Lofgren</i>	<i>IBERIABANK</i>
<i>Marc Walker</i>	<i>Waddell & Reed</i>

NOT PRESENT:

Nelson Garcia *SunPoint Home Loans*

Major Sponsors:

<i>Jake Alexander</i>	<i>Total Title Solutions</i>
<i>Diana Schwarz</i>	<i>Fiduciary Funding</i>
<i>Wayne McKenney</i>	<i>Fiduciary Funding</i>
<i>Michael Ludwig</i>	<i>Strategic Insurance Services</i>
<i>Amy Young</i>	<i>Strategic Insurance Services</i>
<i>Sonia Pfizenmaier</i>	<i>Kron & West A/C</i>
<i>Melissa Rodgers</i>	<i>SEC Inspection and Pest Control</i>
<i>Laureen Lofgren</i>	<i>IBERIABANK</i>
<i>Samantha McDermott</i>	<i>IBERIABANK</i>
<i>Marilyn Corazza</i>	<i>Coastal Property Services</i>
<i>Heather Joie</i>	<i>Rick's Home Theatre Store</i>
<i>Dylan Barrie</i>	<i>Rock's Moving Co.</i>
<i>Scott Tennant</i>	<i>Access Reverse Mortgage</i>
<i>Deb Hicks</i>	<i>Suddath Relocation Systems</i>
<i>Joel Morris</i>	<i>Somers Title</i>
<i>Megan Galane</i>	<i>Mountain West IRA</i>
<i>Haley Murphy</i>	<i>International Title Company</i>
<i>Rick Moss</i>	<i>Paddock's Coffee Company</i>

Other Members:

<i>Scot Sudbury</i>	<i>Helping Hands Pro Services</i>
<i>Selena Castillo</i>	<i>Sapphire Title & Escrow</i>
<i>Robin Emanuel</i>	<i>Budget Self Storage</i>
<i>Maryellen Crowder</i>	<i>MD Plus</i>
<i>Kris Gehl</i>	<i>KG Photography</i>
<i>Kim Bauer</i>	<i>1-800-GOT-JUNK</i>
<i>Ryen Linder</i>	<i>Home Watch Contractors Network</i>
<i>Bob Johnson</i>	<i>Home Watch Contractors Network</i>
<i>Ken Jones</i>	<i>Wallace Welch & Willingham Ins.</i>
<i>Penny Lee Todd</i>	<i>PennyRich Pool Services</i>
<i>Sally Petersen</i>	<i>LegalShield</i>
<i>Amber Petersen</i>	<i>LegalShield</i>
<i>Starr Armstrong</i>	<i>Five Starr Staging & Redesign</i>
<i>Bill Ciaccia</i>	<i>Clear Vision Signs</i>
<i>Michelle Rothwell</i>	<i>GreenLeaf Title</i>
<i>Elizabeth Madray</i>	<i>LegalShield</i>
<i>Jay Marshall</i>	<i>House to Home Relocation</i>
<i>Heather Comparetto</i>	<i>SavvyCard</i>
<i>Dan Hagaman</i>	<i>Hagaman Promotions and Awards</i>
<i>John Ricker</i>	<i>Baxter Title</i>
<i>Rick Haupricht</i>	<i>GreenLeaf Title</i>
<i>Deborah Iannuzzi</i>	<i>Sheriffs Ranches Enterprises</i>
<i>Courtney Nestler</i>	<i>Brightlight Solutions</i>
<i>Debbie Kampel</i>	<i>Wells Fargo Short Sales</i>
<i>Thomas Murray</i>	<i>Edge of 9 Lounge</i>
<i>Sarah Hasch</i>	<i>Equity National Title</i>
<i>Christian Rava</i>	<i>Stewart Title</i>
<i>Marcella Hayes</i>	<i>GreenLeaf Title</i>
<i>Ron Niquette</i>	<i>Pest Control Solutions & Services</i>
<i>Sherry Keenan</i>	<i>Best View Photography</i>
<i>Mike Trimis</i>	<i>CertaPro Painters</i>
<i>Dave Gerald</i>	<i>Habitat for Humanity</i>
<i>Loretta Stevenson</i>	<i>TD Bank</i>
<i>Jack Westfall</i>	<i>Accredited Home Inspections</i>
<i>Bud Miller</i>	<i>Accredited Home Inspections</i>
<i>John Besancon</i>	<i>360TourVision</i>
<i>Jamie Clark</i>	<i>True Concept Title</i>
<i>Dana Kruse</i>	<i>Seek Squad</i>
<i>Chris Brunetto</i>	<i>Aloha Property Inspections</i>
<i>Jerry Rooks</i>	<i>John Galt Insurance</i>
<i>Carol Meyer</i>	<i>Interlink Mortgage Services</i>
<i>Steve Totten</i>	<i>Hughes Exterminators</i>
<i>Audra Snyder</i>	<i>Hughes Exterminators</i>
<i>Dr. Mike Lesyshyn</i>	<i>Savvy Health</i>
<i>Stuart Bromfield</i>	<i>On Q Financial</i>
<i>Debbie Thomas</i>	<i>Habitat for Humanity ReStore</i>

Scott Pendleton	E Mortgage Management
Debra Lee	Innovation Cabinetry
Annamarie Dotson	Dotson Accounting Services
Eric	Maynard Electric
John Ricker	Baxter Title
Maria Walkiewitz	East Lake Woodlands C.C.
Jay Smith	A Snoop Inspection
Merry Gypin	TWS Home Inventory
Nathan Gypin	TWS Home Inventory
Kathryn Driver	Housing Finance Authority of Pinellas
Stephanie Stephens	Sapphire Title & Escrow Co
Greg Adams	Genesis One Insurance
Jeb Boulware	Homestar Financial
Eric Lawson	360TourVision
Tammy Leventis	MailCo

Also in attendance was 1 guest.

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

- \$366 was raised for All Children's Hospital during introductions
- June's birthdays were acknowledged

4. Announcements

- The Affiliate Guidelines are here to help – please read them and take your benefits seriously
- 2016 Major Sponsorships will be raffled off on September 18 – a 50% deposit is due that day, the balance will be due January 1, 2016
- PRO Connect – it's about quality of connections, not quantity of attendees – this is a major opportunity to meet members, many new ones who haven't established their professional network yet
- Over 3,277 connections have been made since the beginning of the year

5. Topic: Solitude in the Business World

- In the past six months, have you taken time for solitude and reflection?
- We live in a world of noise and to do lists – we are surrounded by people who need us, our children, friends, co-workers, and bosses
- Have you reflected on your business, or are you just going through the motions?
- Talk a walk on the beach, go to a spa, turn off your phone – all things you can do to help you reflect or envision the future

6. Affiliate Presentations

- Best View Photography – Sherry Keenan
- Access Reverse Mortgage – Scott Tennant
- SavvyCard – Heather Comparetto
- CertaPro Painters – Mike Trimis

7. PRO's Annual Meeting on September 11

- 18 tables will raffled off at the August 4th meeting – no charge
- You must set up your table (a 72 inch round table) on September 10th between noon and 4pm
- No banners or banner stands allowed

- Doors will open at 6am on September 11 – tables must be completely set up by 7:30am
- You must provide dessert for at least 10 people, either cold or room temperature
- You must place your dessert on your table after removing it from the store packaging if it's not homemade
- You must decorate your table in a theme (Halloween, Rays, under the sea, etc.)
- The audience will be voting on tables in addition to the judges
- Plates, flatware and napkins will be provided
- 90 inch beige tablecloth will be provided, but you may bring your own
- You must clean up your table after the event

8. 5th Annual Wine & Food Festival (October 16) Committee

- 8 will be Affiliates chosen at the July 7th Affiliate Meeting (2 title, 2 mortgage, 4 other services) to volunteer to serve on the planning committee – you will be promoted along with the event

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

- Debra Lee – Debbie Thomas
- Deborah Iannuzzi – Kim Sonefeld, Brandon Rimes
- Robin Emanuel – Scott Tennant, Barbara from Keller Williams, Mary Gypin, Ken Jones, Bob Johnson, Ryen Linder, Penny Lee Todd
- Debbie Thomas – Debra Lee, Kim Bauer
- Deb Hicks – Tom DeMint, Rick Haupricht, Ben Friedlander, Hannah Peters, Dylan Barrie
- Amber Petersen – Deborah Iannuzzi, Paula Blanda, Scot Sudbury
- Sally Petersen – Thomas Murray
- John-Paul read a letter from a resident at Ronald McDonald House thanking the Affiliates for their contributions

10. Upcoming Events

June 26 – SavvyCard Basic Training for Affiliates at PRO, 12:30 p.m. to 1:30 p.m.

July 1 – Pre-4th-of-July Celebration at PRO, 11:30 a.m. to 3:30 p.m. – please help us promote this event!

Members may register here: <http://www.calendarwiz.com/calendars/popup.php?op=view&id=88741465&crd=pro&>

11. Affiliate Spotlight Companies for July:

Week of July 6: Green Tech Termite & Pest Control and Neighborhood Home Solutions

Week of July 13: Tampa Bay Title and FAMP

Week of July 20: Lakewood Ranch Communities and SEC Inspection Services

Week of July 27: Commission Express and Storm Fitters

NEXT MEETING

Tuesday, July 7, 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/>