

Affiliate Business Partners Meeting #12 Minutes

Tuesday, June 28, 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*

Denise Drews American Bancshares Mortgage*

John Barcelo ValuCentric and A&B Info Systems

Marc Walker Waddell & Reed

Robyn Fiel Synovus Mortgage

Ambassador Mentors:

John Barie Classic Design Associates

Edina McGuire American Bancshares Mortgage*

Affiliate Mentors:

Deb Hicks Suddath Relocation Systems*

Nelson Garcia SunPoint Home Loans

Laura Vetter Home Warranty of America

NOT PRESENT:

Stephanie Stephens Total Title Solutions*

Major Sponsors:

Mac Tennant Access Reverse Mortgage

Diana Harvey Columbus Capital Lending

Diana Schwarz Fiduciary Funding

Barry Beote IBERIABANK

Laura Palmisano International Title Partners

Sonia Pfizenmaier Kron & West A/C

Marshall Shepherd RE Home Photographer

Paula Blanda Strategic Insurance Services

Other Members:

Bob Dorian Tampa Bay Times

Sally Petersen JDi Solutions Legal Shield

Amber Petersen JDi Solutions Legal Shield

Cindy Lukehart VAREP

Jim McPeak VAREP

Megan Galane Mountain West IRA

Kerry Kuck Spot on Pinellas Home Inspections

Heather Kuck Spot on Pinellas Home Inspections

Karmen Lemberg Housing Finance Authority

Tony Martin Innovative Agent Services

Brian Brown Old Republic Home Protection

Jay Smith A Snoop Inspection

Robin Emanuel Budget Self Storage

Tracie Mayo Guaranteed Rate

Irene Konowal Primerica

Neil Wicks Regal Home Inspection

Other Members:

Rosanna Clementi

Dan Menikheim

Kim Bauer

Keith Long

Heather Joie

Joel Morris

Penny Lee Todd

Rick Haupricht

Mary Lobdell

Michelle Rothwell

Carla Allen

Darien Goodloe

Shannon Corinti

Ginny Cannon

Jessica Bordner

Pat Smoot

Melissa Ems

Tammy Kulalowski

Debra Lee

Susan Brown

April Kalapp

Rob Genders

Chad Zwolinski

Kelly Collier

Jim Reed

Lori Valentine

Marcus Eddy

Dustie Amatangelo

Paul Papangelou

Patty Dykstra

Tina Darling

Stephanie Cokos

Randall Edgington

Megan Willoughby

Elizabeth Madray

Melissa Menikheim

Clementi Environmental Consulting

Prohealth Pest Control

1-800-GOT-JUNK

Journalist On Call

Rick's Home Theatre Store

Somers Title

Butterfly Connections

GreenLeaf Title

A Buyer's Choice Home Inspection

Your Mortgage Source

Majesty Title Services

Atlantic Coast Bank

On Q Financial

IPA Insurance

Homeside Financial

SNMC Reverse Mortgages

Melissa Ems Insurance Agency

Master Restoration

Innovation Cabinetry

S & L Interiors

First American Title

Title & Abstract

Service First Home Loans

Service First Home Loans

Service First Home Loans

Path 2 Water Group

Path 2 Water Group

Florida Building Inspection Group

Northeast Underwriters Insurance

Sew Chic Embroidery

Innovative Agent Services

Kira Doyle Law

Ruoff Home Mortgage

GreenLeaf Title

LegalShield

SEC Inspection Services, and

Prohealth Pest Control

AGENDA ITEMS

1. Mission Statement

2. Welcome Guests – 8 guests were in attendance

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

4. Introductions:

- New Members
 - Existing Members
- \$379.25 was raised for All Children's Hospital*

5. Announcements

- The July 12 Marketing Session/Pitch Affiliate Meeting is cancelled. There WILL be a Board Meeting that day and it will begin at 9:00 a.m. instead of 8:30 a.m.
- July birthdays were recognized
- PRO Connect social events – THESE ARE FOR MEMBERS ONLY! You may NOT bring a guest. There were 18 new agents at June's event. If you come – network! Meet new people, introduce yourself to people you don't know.
- There is space available to give a presentation at the July 29 meeting. If you are interested, email AffiliateChairman@gmail.com You will get 5 minutes to speak, and can use a PowerPoint (maximum of 5 slides)
- Pre-4th-of-July Cookout is this Thursday, June 30 from 11:00 a.m. to 3:00 p.m. This is free for all PRO Realtor and Affiliate members – drop in anytime.
- Silent auction items for the Wine & Food Festival are desperately needed – 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
- 50/50 raffle tickets are on sale – the winner will be determined at the 6th Annual Wine & Food Festival on October 14
- We are selling air fresheners for \$5, scented gift tags for \$2, many different candles, all proceeds benefit All Children's Hospital – see the display in the lobby and purchase at the front desk
- Total Title Solutions has agreed to pay for the liquor at the 6th Annual Wine & Food Festival
- If you want to be the sponsor of the band (\$500) that will be playing at the 6th Annual Wine & Food Festival, email AffiliateChairman@gmail.com
- 482 connections were made in June – 4,837 total connections this year so far

6. Topic: "Leadership/Teams"

- People on your team can lead you down the wrong path if they aren't positive and don't work well together
- Your team is your support group – you can find support and guidance through effective teamwork
- The Affiliate Business Partners are a team – it's important for us to work together, even if we are competitors
- TEAM = Together Everyone Achieves More

7. Affiliate Presentations

Tina Darling – Innovative Agent Services
Karmen Lemberg – Housing Finance Authority
Melissa Ems – Melissa Ems Insurance Agency
Melissa Menikheim – Prohealth Pest Control

Email AffiliateChairman@gmail.com if you want to make a presentation at an upcoming meeting. PowerPoints are due to John-Paul 2 weeks prior to the meeting date and are limited to 5 slides.

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

- Robin Emanuel – Paula Blanda
- Melissa Ems – Enrique Iglesias, Katherine Jones, Barbara Pailley
- Deb Hicks – Dylan Barrie, Smart Move Moving & Storage, Nelson Garcia, Kelly McFrederick
- Paula Blanda – Barbara, Ari Priakos, Jim McPeak, Cindy Lukehart, Melissa Menikheim, Arne Diaz, Bob Dorian, Diana Schwarz, Wayne McKenney, Francine Villa, Tammy Kulakowski, Karmen Lemberg, John-Paul Mario, Robin Emanuel
- Dylan Barrie – Nelson Garcia, Stephanie Stephens, Rob Olmstead, Joe Farrell
- John Barcelo – Mac Tennant, April Kalapp, Denise Drews, Jeb Boulware, Stephanie Stephens, Joyce Smith, Joel Morris, Samantha McDermott, Barry Beote, Pat Stobie, Jeff Beerbohm, Lilly Caruso, Edina McGuire, George Montoya, Andy Cabot, Darien Goodloe, Scott Tennant, Brian Heckman
- Pat Stobie – The Affiliate Wall
- Penny Lee Todd – Stephanie Stephens
- Cindy Lukehart – Paula Blanda
- John-Paul read a thank you card from guests who stayed at the Ronald McDonald House during Father's Day weekend and enjoyed the breakfast he provided, and read a letter from someone

Upcoming Events

June 28 – The Heckman Group's 'Facebook Marketing' at PRO, 1pm to 3pm

June 30 – Pre-4th-of-July Celebration at PRO, 11am to 3pm

July 6 – Baskin Fleece Attorneys at Law's "Florida Homestead Laws" at PRO, 10am to noon

July 7 – The Heckman Group's 'Video Marketing for Real Estate' at PRO, 10am to noon – 1 sponsor chosen was Melissa Ems

July 13 – SavvyCard's 'Basic Training for Realtors' at PRO, 2:30pm to 3:30pm

July 14 – Access Home Mortgage's 'Using a Reverse Mortgage to Buy a Home' at PRO, 9:30am to 11:30am

July 18 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO, 8:45am to 10:15am

July 19 – The Heckman Group's 'Database Magnet' at PRO, 10am to noon – 1 sponsor chosen was Brian Brown

July 19 – PRO Connect at Red Mesa Cantina, 5:30pm to 7:00pm, Laura Palmisano hosting

July 20 – PIC's 'International Marketing Session' at PRO, 3pm to 4:30pm – 2 sponsors chosen were Laura Palmisano and Melissa Ems

September 16 – Annual Meeting and Installation – tables raffled off at the July 29 meeting – FREE, but you must set up between noon and 3:00 p.m. on September 15, must be completely set up by 7:30 a.m. on September 16, must provide a dessert that feeds 10 people plus an additional portion for the judges.

October 14 – Wine & Food Festival – volunteer spots raffled off at the August 12 meeting

November 14 – Affiliate Expo & Fall Festival – tables raffled off at the September 30 meeting (\$100). Tables must be set up between 2pm and 4pm on November 11

Affiliate Spotlight in July

Week of July 4 – Spot on Pinellas Home Inspections and PRO

Week of July 11 – Sunbelt Title and Sindeo

Week of July 18 – Fiduciary Funding and View 360 Real Estate

Week of July 25 – Currencies Direct and Paramount Mortgage

NEXT MEETING

THE JULY 12 MEETING IS CANCELLED

Friday, July 29, 2016 | 10:30 a.m. to noon | PRO – 4590 Ulmerton Rd. in Clearwater.

Orientation will be held that day at 9:00 a.m. Please attend if you haven't attended one yet. Around the Table will follow the meeting.

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