

Affiliate Business Partners Meeting #13 Minutes

Tuesday, July 7, 2015 | 10:30 a.m.

Auditoriums A, B & C

PRO STAFF

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:

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

NOT PRESENT:

Marc Walker Waddell & Reed
Nelson Garcia SunPoint Home Loans

REALTOR® Members:

Andrew Cabot Holland Associates
Archana Solipurame Keller Williams Realty
Mindy Artze Broderick & Associates
Sandy Hayford Broderick & Associates
Steve Dersa Broderick & Associates
Lynn Samardich Berkshire Hathaway
Angie Haddon Florida Luxury

Major Affiliate Sponsors:

Haley Murphy International Title Partners
Rick Moss Paddock's Coffee Co.
Melissa Rodgers SEC Inspection Services/Pest Control
Shirley Vega State Farm
Pam Leonard-Williams State Farm
Sonia Pfizenmaier Kron & West A/C
Francine Villa American Bancshares Mortgage
Joel Morris Somers Title Company
Heather Joie Rick's Home Theatre Store

Ruth
Robin Emanuel
Michelle Rothwell
Rick Haupricht
Jerry Smith
Amber Petersen
Penny Lee Todd
Stephanie Stephens
Sarah Hasch
Nathan Gypin
April Kalapp
Betsy Braden
Ken Jones
Deborah Iannuzzi
Sally Petersen
Debbie Thomas
Stuart Bromfield
Kris Gehl
Kim Bauer
Ryen Linder
Sherry Keenan
Elizabeth Davis
Heath Shewmaker
Courtney Nestler
Allison Shnur
Emily Smith
Thomas Murray
Christina Rava
Darren Clark
Joshua Eiserle
Joe Flynn
Dave Gerald
Tammy Leventis
Erika St Laurent
Clark Walters, DC
Jamie Clark
Tracy Baer
SavvyCard
Budget Self Storage
Columbus Capital
GreenLeaf Title
A Snoop Inspection
JDI LegalShield
Penny Rich Pool Services
Sapphire Title & Escrow Co.
Equity National Title
TWS Home and Business Inventory
First American Title
Colonial Mortgage Group
Wallace Welch & Willingham Ins.
Sheriffs Ranches Enterprises
JDI LegalShield
Habitat for Humanity ReStore
On Q Financial
KG Photography
1-800-GOT-JUNK
Homewatch Network
Best View Photography
The UPS Store
All County Property Management
Bright Light Solutions
Find My Perfect Agent
Goodwill
Edge of 9 Lounge & Events
Stewart Title Co.
P.R.S. of Tampa Bay
Gilbert Garcia Group, P.A.
Landy Insurance
Habitat for Humanity
Mail Co., Inc.
Vision Three Sixty
Hand & Foot Chiropractic
True Concept Title
North Shore Insurance

There were 7 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
- \$174.00 was raised for All Children's Hospital*

4. Announcements

- Only a few Executive Suites remain – contact Evelyn if you're interested in renting one, 727-216-3016
- Your name tag represents who you are, even at non-PRO events. Be aware of how you represent PRO
- Food and Wine Festival Oct 16. Flyers and flyers for silent auction
- Raffle off committee for Food and Wine Festival – 2 title, 2 mortgage, 2 service; you'll get an email from John-Paul regarding a planning meeting
 - Deb Hicks, Suddath
 - Stephanie Stephens, Sapphire Title
 - Lauren Lofgren, Iberia Bank
 - April Kalapp, First American Title
 - Ruth, SavvyCard
 - Sherry Belkin Keenan, Best View Photography
 - Betsy Braden, Colonial Mortgage Group
 - Ken Jones, Wallace Welch & Willingham

5. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Lynn Samardich shared:
 - *1099 Marco Dr NE in St Petersburg, 4/4 ½, \$765,000, \$152/mo HOA
- Angie Haddon shared:
 - *12325 83rd Way, Unit 2, in Largo, 3/2, \$264,900
 - *627 N Keene Rd, Unit C in Clearwater, 2/1, \$69,000, \$287/mo HOA
 - *2195 Orange Point Ave, Palm Harbor, 3/2, \$339,900
 - *6322 37th Ave N in St. Petersburg, 3/1, \$130,000
- Rebecca Dalton shared:
 - *13506 Messina Loop at Lakewood Ranch in Bradenton, FL, 2/2^{1/2}, \$314,058, \$1367 HOA
- Cheryl Greenwood shared:
 - *200 41st Ave NE in St. Petersburg, 3/2, \$179,500
 - *4201 26th Ave N in St. Petersburg, 2/1, \$175,000
- Mindy Artze shared:
 - *13910 Gulf Blvd #102 on Madeira Beach 4/4.5, \$1,000,050
 - *0 Commodore Dr in Seminole, almost one acre lot, \$179,500
- Steve Densa shared:
 - *1778 Shore Acres Blvd. in St. Petersburg, 4/3, \$385,900
- Andrew Cabot shared:
 - *1300 Clearwater Largo Rd in Largo, commercial property, \$148,949

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

- Name of person giving testimonial – names of people they mentioned
- Dylan Barrie –Michelle Rothwell, Scott Tennant
- Scott Tennant – Robin Emanuel, Mike Fiola, Melissa Rodgers, Mike Ludwig with Strategic Insurance
- Melissa Rodgers – Scott Tennant, Lauren, Debbie Kampel, Rick Haupricht, Amy (Strategic Insurance)

- Heather Joie – Fast Plumbing
- Deb Hicks – Dylan Barrie, Terry Pulling, Sherry
- Tracy Baer – Robyn Fiel, Robin Emanuel, Edina McGuire, Samantha McDermott
- Angie Haddon – Melissa Rodgers & Amy with strategic insurance
- John-Paul - Thank you to everyone who helped with Pre-Fourth of July Celebration event: Penny Lee Todd, Deborah Iannuzzi, Michelle Rothwell, Joan Burnett, John Barie, Michael Bennett

Upcoming Events

July 8 – SavvyCard's 'Basic Training for Realtors' at PRO, 2:30pm to 3:30pm

July 15 – Meridian Partner's 'On the Road Training, Contracts' at the St Pete Main Library, 1:30pm to 3:30pm

July 16 – Valucentric's 'On the Road Training, Comps/Price Analysis' at the Palm Harbor Library, 1:30pm to 3:30pm

July 20 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO, 8:45am to 10:15am

June 21 – Brian Heckman's 'Convert Prospects to Clients to Referrals' at PRO, 10am to noon

July 21 – PRO Connect at Red Mesa Cantina, 5:30pm to 7:00pm, Robyn Fiel of Academy Mortgage hosting

July 22 – Fidelity National Title's 'CFPB Realtor Readiness' at PRO, 9:30am to 10:30am

July 24 – SavvyCard's 'Basic Training' at PRO, 12:30pm to 1:30pm for Affiliates and 2pm to 3pm for Realtors

NEXT MEETING

Friday, July 24 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/>