

Affiliate Business Partners Meeting #13 Minutes
Friday, July 7 | 10:30 a.m.
Auditoriums A, B & C

AFFILIATE MEMBERS

** indicates Major Sponsor*

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

Affiliate Board Members:

Samantha McDermott, Secretary IBERIABANK*
Denise Drews American Bancshares Mortgage*
Pat Stobie Total Title Solutions*
John Barcelo Valuentric
Melissa Ems Melissa Ems Insurance*
Trevor Smith The Heckman Group*
Dylan Barrie Rock's Moving Co*

NOT PRESENT:

April Kalapp First American Title

Ambassador Mentor:

Deb Hicks Suddath Global Moving*

Affiliate Mentors:

Kim Bauer 1-800-GOT-JUNK*
Laura Vetter Home Warranty of America*

Major Affiliate Sponsors:

Danielle Kirschbaum International Title Partners
Amber Petersen JDi Solutions, LegalShield
Laura Tennant Access Reverse Mortgage
Jude Davis Powur – PBC Independent Advisor
Sally Petersen JDi Solutions, LegalShield
Ray Rau VanDyk Mortgage
Jonathan Palma Palma Law Group, P.A.
Amanda Hersem Palma Law Group, P.A.
Kelly McKasson VanDyk Mortgage
Janice Goodall Melissa Ems Insurance
Chris Shinham First Class Moving Systems
Will Fallon First Class Moving Systems
Jeff Starnes VanDyk Mortgage

REALTOR® Members:

Yoko Bagus Mar-key Property Services
Ivette Cardona Mar-key Property Services
Mary Kay Larmore iMAPP Realty Group
Chris Collisi C-Chord Realty
Sydney Ladner C-Chord Realty
April Gayle Gausman Global LifeStyle
Jill Abrams KW St. Pete
Solidad Vaquer Global LifeStyle

Affiliate Members:

Brian Brown Old Republic Home Warranty
Robyn Fiel Synovus Mortgage
Lauren Misa First International Title
Pat Smoot PMA Reverse
Lyndsay Carrus Blanchard Insurance
Ryann Falke Triad Construction & Management
Lisa Scheuermann Sir Speedy Printing & Marketing
Leo Alabovitz Gulfside Windows Doors & More
Dennis Casanova Gulfside Windows Doors & More
Sarah Foster Gulfside Windows Doors & More
Michelle Rothwell Your Mortgage Source
Megan Galane Mountain West IRA
Sonia Pfizenmaier Kron & West A/C
Jamie Thompson Dot Kom Consulting
John Barie John Barie Design
Trisha Murphy Nations Title
Mark Mastry Auction.com
Chrissy Bohner Martin Carpenters A/C
Jennifer Rabon HUB International Florida
Nate Cocco State Farm – Team Cocco
Yara Torres State Farm – Team Cocco
Duan Johnson BB&T
Kimberly Smith Security National Mortgage Co.
Jason Nordin American Momentum Bank
Cortney Stone Dwell Home Staging
Sarah Hasch Equity National Title
Christian Rava WFG National Title
Laurie Lupke 2-10 Home Buyers Warranty
Dan Hagaman Hagaman Promotions & Awards
Christine Shelton Shelton Home Inspections
Robin Emanuel Peace of Mind Home Inspections
Lindsay Boswell Wells Fargo
Tamarin Moulton Parish Insurance Agency
Donna Powell Pillar to Post Home Inspection
Greg Adams Genesis One Insurance
Rose Adams Genesis One Insurance
Paula Blanda Solutions Insurance
Vincent Dale Atelier Media
Christine Washick Affordable Lock & Security
Joyce Smith Somers Title
Debra Shields Englewood Bank & Trust
Ray Walton DEFCONTWO
Forrest Baumhover Westchase Financial Planning
Mike Lesyshyn Savvy Health
Louis Bakkalapulo Attorney Title Services
Ernie Serrano Financing Hard Money
Megan Lacombe Majesty Title

There were 3 guests in attendance.

AGENDA ITEMS

1. Mission Statement

2. Introductions: Affiliate Chair John-Paul Mario, Affiliate Board, Affiliate Ambassador Mentors, Affiliate Mentors, Major Sponsors, PRO Staff

- Guests
 - REALTOR® Guests
 - New Members
 - Existing Members
- \$379 was raised for All Children's Hospital*

3. Announcements

- Thank you to the Pre-4th-of-July Celebration sponsors: Affordable Lock & Security Solutions, Sir Speedy, International Title Partners, GreenLeaf Title, Kathleen Hall Photography, Caliber Home Loans. Christina Williams from KW Gulfside Realty was the winner of her 2018 Realtor membership dues
- Affiliate Spotlight – do not block business cards or plaques on the wall
- Annual Meeting tables will be raffled off at the July 25 Affiliate Meeting
- Mentees have been given a survey to fill out
- If you want to host an educational class at PRO and not pay the room rental fee and have PRO promote it to the membership, you may not partner with other Affiliates on it. You or another member with your company may teach/instruct the class only. If you want to obtain another Affiliate member to assist (co-host or teach), the request must be submitted to the Affiliate Board via Jan Dean at PRO.
- Taglines – info session on creating these – 1:00 p.m. on July 11 in the Board Room, all are welcome to attend
- Any Realtor who wants to purchase a book of 50/50 raffle tickets (\$90) between now and the Wine & Food Festival will receive an additional entry into the membership dues raffle

4. Topic: Our Organization

- One of PRO's newest employees, Paula Guzman, was introduced
- Affiliate Members told her all of the great things about PRO and the benefits it offers its members – networking opportunities, the ability to give back to the community, promotion opportunities, the ability to speak in front of Realtor members via sponsorships, etc.

5. Marketing Session/Pitch

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Sydney Ladner 727-344-5669 introduced herself to us – newly licensed
- Solidad Vaquer introduced herself to us – 9 months as a Realtor member
- Chris Collisi 727-262-5255 shared:
8701 Blind Pass Rd #202-B in St Pete Beach, 2/2, \$204,500, \$410/mo HOA
- Mary Larmore 727-458-5453 shared:
9460 Janice Ln in Largo, 4/2, \$194,000, Open House this Sunday noon to 4pm
- April Gayle Gausman 727-244-1896 shared:
12 Victoria Dr in Largo, 3/2, \$324,800
10536 Beneva Dr in Tampa, 4/2, \$260,000, Open House this Saturday 11am to 2pm and this Sunday 1pm to 3pm

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

- Janice Goodall – Chris Rose, Frank Gemma, Torrie Jasuwan, Trevor Smith
- Deb Hicks – Amy DeLorenzo, Beth Warren, Hannah Peters, Dylan Barrie, Kim Bauer
- Dan Hagaman – Deb Hicks
- Kim Bauer – Marilyn Corazza, Ashley Jackson
- Chris Shinham – Dylan Barrie
- Robin Emanuel – Paula Blanda, Will Fallon, Sharon Skinner, Tony Hamilton, Chris Collisi

- Joyce Smith – Michelle Rothwell
- Dylan Barrie – John-Paul Mario, Hannah Peters, Jeff Jones, Phil Grinstead, Abbie Sasser, Deb Hicks, Paula Blanda, Danielle Kirschbaum, Robert Olmstead, John Barcelo
- Megan Lacombe – John-Paul Mario, Kim Bauer, Heather Zima, Paula Blanda, Jason Nordin
- Jason Nordin – Danielle Kirschbaum

Upcoming Events

Wed. July 12 – SavvyCard's 'Basic Training for Realtors', 2:30pm to 3:30pm

Thurs. July 13 – LoanDepot's 'Distressed Property Solutions', 9:00 a.m. to noon

Mon. July 17 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay', 8:45 a.m. to 10:15 a.m.

Tue. July 18 – The Heckman Group's 'Marketing to Millennials and First Time Buyers', 10:00 a.m. to noon

Tue. July 18 – PRO Connect at Red Mesa Cantina, 5:30 p.m. to 7:00 p.m. - Seth Robbins with First Bank Financial Centre is hosting

Wed. July 19 – PIC's 'International Marketing Session', 3:00 p.m. to 4:30 p.m. – 2 sponsors chosen were Christine Shelton and John Schmitt

Fri. July 21 – PIC's 'CIPS – Asia/Pacific Real Estate', 8:30 a.m. to 5:00 p.m. – 2 sponsors chosen were Mark Mastry and Nate Cocco

NEXT MEETING

Tuesday, July 25 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

Affiliate Orientation will be held this day at 9:00 a.m. in the Board Room. You do not need to RSVP to attend.

Affiliates Around the Table will be held this day at 12:20 p.m. in the Board Room. You do not need to RSVP to attend.

The 2017 Affiliate Meeting schedules are located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>