

Affiliate Business Partners Meeting #14 Minutes

Friday, July 24, 2015 | 10:30 a.m.

Auditoriums A, B & C

PRO STAFF

Kim Sonefeld, Communications and Marketing Manager and Affiliate Program Liaison

AFFILIATE MEMBERS

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

Affiliate Board Members:

Brian Chase Meridian Partners
Robyn Fiel Academy Mortgage
Dylan Barrie Rock's Moving Co
Samantha McDermott IBERIABANK
Denise Drews American Bancshares Mortgage

NOT PRESENT:

Scott Tennant Access Reverse Mortgage
John Barcelo Applied Tech Resources/ValuCentric
Linda Goldfarb LSG Consulting Services

Ambassador Mentors:

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

Affiliate Mentors:

Laureen Lofgren IBERIABANK
Nelson Garcia SunPoint Home Loans

NOT PRESENT:

Deb Hicks Suddath Relocation Systems
Marc Walker Waddell & Reed

Major Sponsors:

Laureen Lofgren IBERIABANK
Samantha McDermott IBERIABANK
Barry Beote IBERIABANK
Dylan Barrie Rock's Moving Co.
Joyce Smith Somers Title
Joel Morris Somers Title
Marilyn Corazza Coastal Property Services
Paula Blanda West Coast Insurance Agency
Haley Murphy International Title Partners
Karissa Letchworth International Title Partners
Ian Baves?? Smart Move Moving & Storage
Heather Joie Rick's Home Theatre Store

Other Members:

Mary Lehman Fidelity National Title
Amber Petersen JDI LegalShield
Dr. Clark Walters Hand & Foot Chiropractic
Eric Lawson 360 Tour Vision
John?? 360 Tour Vision
Barbara Pailley Oasis Outsourcing
John Ricker Baxter Title

Other Members Continued:

Penny Lee Todd Affiliate Family Connect
Michelle Rothwell Columbus Capital Lending
Rick Haupricht GreenLeaf Title
Dave Gerald Habitat for Humanity
Kris Gehl KG Photography
Kim Bauer 1-800-GOT-JUNK
Dan Hagaman Hagaman Promotions and Awards
Jack Westfall Accredited Home Inspections
Bud Miller Accredited Home Inspections
Jamie Clark True Concept Title
Dana Kruse Seek Squad
Brian Kruse Seek Squad
Donna Kruse Seek Squad
Ashley Kruse Seek Squad
Audra Snyder Hughes Exterminators
Dr. Mike Lesyshyn Savvy Health
Ryen Linder Home Watch Contractors Network
Bob Johnson Home Watch Contractors Network
Nathan Gypin TWS Home Inventory
Jerry Smith A Snoop Inspection
Selena Castillo Sapphire Title & Escrow
Stephanie Stephens Sapphire Title & Escrow
Michelle Gilbert Sapphire Title & Escrow
Kerry Barbon Gilbert Garcia Group
Jackie Palazzolo Sapphire Title & Escrow
Jack Westfall Accredited Home Inspections
Barry Carroll View 360 Real Estate
Scott Pendleton E Mortgage Management
Ken Jones Wallace Welch & Willingham Ins.
Gary Dorman GPS Inspection Services
Josh Brown AAA Insurance
Burton Young VinelT
Katrina Moyer Stan Dean State Farm Bank
Rachel Martin Shorecrest Prep School
Ron Niquette Pest Control Solutions & Services
Kim Wynn Peace Wealth Management
Steve Cohn Commission Express
Mark Sisterman Ameripro Home Loans
Eric Hill Maynard Electric
Pat Smoot SecurityNational Mortgage
Hannah Gross Guardian Restoration
John Philippe 360 Tour Vision
Neil Wicks Regal Home Inspection
Ginny Cannon IPA Family
Thomas Murray Edge of 9 Lounge and Events Center
Debra Lee Innovation Cabinetry
Kathryn Driver Housing Finance Auth. of Pinellas
Elizabeth Madray LegalShield

Heather Comparetto	SavvyCard
Denielle Kennett	SavvyCard
Sally Petersen	JDI LegalShield
Adam Campbell	Blackburn Law Firm
Dr. Mike Lesyshyn, DC	Savvy Health, Inc.
Deborah Thomas	Habitat for Humanity ReStore
Jerick Johnston	Johnston Consulting

Also in attendance were 8 guests.

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

- \$390 was raised for All Children's Hospital during introductions
- July's birthdays were acknowledged

4. Announcements

- Usage of the Boardroom and Conference Rooms for free are Monday through Friday, 8:30 a.m. to 5:00 p.m. and a maximum of 2 hours
- If you have an office in the Executive Suites and have issues or complaints about your office or maintenance, do not contact John-Paul, contact David Bennett
- PRO Connect and other PRO events, with the exception of the Wine & Food Festival, are open to PRO **MEMBERS ONLY**
- Help promote the 5th Annual Wine & Food Festival – silent auction items are needed!
- Affiliate Pins are available for \$20 and all proceeds go to All Children's Hospital
- 50/50 tickets are on sale – the drawing will be held on October 16 at the Wine & Food Festival
- July 30 is the next Affiliate Open House at PRO
- Existing major sponsors will have the opportunity to renew their sponsorship for 2016 – 9 spots available. Then other Affiliates will have the chance to be a major sponsor for 2016 – 9 spots available, perhaps more if the 9 reserved for current major sponsor aren't filled
- Over 3,781 connections have been made since the beginning of the year – an average of 540 per month

5. Topic: How Can We Become Successful?

- Believing in yourself is the first secret to success
- Each step is one step closer to success
- Success begins with you
- We are here to grow together – don't consider your competition a threat – we can work together
- If you don't know the guidelines, how can you be successful?
- PRO gives you a lot of tools to be successful – are you using them?
- How do we begin? Being professional, understanding networking, building relationships, working together
- We can't help you if you don't allow us to

6. Affiliate Presentations

- TWS Home Inventory – Nathan Gypin
- View 360 – Barry Carroll
- Sapphire Title & Escrow – Michelle Gilbert
- VineIT – Burton Young

7. Broker Breakfast on July 28

- One sponsor chosen was Steve Cohn with Commission Express. Backup in case Steve cannot attend is John Barie with JB Health and Life Solutions.

8. North County PRO Connect and South County PRO Connect

- There may not be PRO Connect socials in September or October at Red Mesa Cantina – they will undergo renovations – we will keep you updated
- These events are for **MEMBERS ONLY**
- There will be a PRO Connect at Bar Louie in Clearwater on August 12 from 5:30 p.m. to 7:00 p.m. 2016 Realtor membership dues will be raffled off that evening – help us promote this to Realtors
- 2016 Realtor membership dues will also be raffled off at the October PRO Connect at Red Mesa Cantina as long as we have the event there that month

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

- Paula Blanda – Jay Smith, Jerry Smith, Bob Elmore, Carla Bristol, Amber Petersen, Sally Petersen, Nelson Garcia, Pat Smoot, Hannah Gross, Frank Gemma, Barry Beote, Ryen Linder, Joel Morris, Barbara Pailley, Nathan Gypin
- Sally Petersen – Laureen Lofgren
- Katie Shotts – Dan Hagaman, Mac Tennant, Scott Tennant, John Barcelo, Brian Chase
- Dan Hagaman – PRO, International Title Partners
- Debbie Thomas – Deb Hicks
- John-Paul met with the CEO of All Children’s Hospital – he is the only one who go there to represent the Affiliate Business Partners. We will purchase folders that they can use as welcome packets at the Ronald McDonald House and it will include the Affiliate’s website info

10. Upcoming Events

July 24 – SavvyCard’s ‘Basic Training for Affiliates’ from 12:30pm to 1:30pm at PRO

July 28 – First American Title’s ‘Open House and Model Home Training’ from 10am to 11am at PRO

July 30 – Meridian Partners’ ‘Coffee with Counsel’ from 10am to noon at PRO

August 5 – PIC’s ‘Luxury Markets and Selling Across Borders’ from 10:00 a.m. to noon at PRO – 2 sponsors chosen are Michelle Rothwell with Columbus Capital Lending and Haley Murphy with International Title Partners

NEXT MEETING

Tuesday, August 4, 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/>