

Affiliate Business Partners Meeting #15 Minutes

Tuesday, August 30, 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**

Dylan Barrie *Rock's Moving Co**

John Barcelo *ValuCentric and A&B Info Systems*

Denise Drews *American Bancshares Mortgage**

Robyn Fiel *Synovus Mortgage*

Scott Tennant *The Heckman Group**

Pat Stobie *Total Title Solutions**

Marc Walker *Waddell & Reed*

Ambassador Mentors:

John Barie *Classic Design Associates*

Edina McGuire *American Bancshares Mortgage**

Affiliate Mentors:

Deb Hicks *Suddath Relocation Systems**

Stephanie Stephens *Total Title Solutions**

NOT PRESENT:

Nelson Garcia *SunPoint Home Loans*

Laura Vetter *Home Warranty of America*

Major Sponsors:

Diana Schwarz *Fiduciary Funding*

Laureen Lofgren *IBERIABANK*

Laura Palmisano *International Title Partners*

Sonia Pfizenmaier *Kron & West A/C*

Joanna Furuglyas *Peace of Mind Home Inspection*

Irene Konowal *Primerica*

Marshall Shepherd *RE Home Photography*

Jackie McMahon *Third Federal Savings & Loan*

Russell Mundora *Third Federal Savings & Loan*

Other Members:

Barbara Pailley

Jay Smith

Irene Konowal

Penny Lee Todd

Tracie Mayo

Vince Radcliffe

Dr. Clark Walters

Heather Joie

Bob Kane

Heather Kuck

Kim Bauer

Enrique Iglesias

April Kalapp

Danny Torrado

Kelly Collier

Shawn Kelly

Deborah Iannuzzi

Rick Haupricht

Lori Valentine

Clarry Ellis

Ginny Cannon

Megan Galane

Brian Brown

Keith Long

Mike Lesyshyn

Nicole Morales

Dan Hagaman

Orlando Imai

Barry Carroll

Kraesly Creek

Jay Marshall

Michelle Rothwell

Tamatha Spangler

John Ricker

Megan Pena

Tammi Hagedorn

Steve Cohn

Danielle Kirschbaum

Sarah Hasch

Sam Hage

Trevor Smith

Greg Vorbeck

Melissa Menikheim

Oasis Outsourcing

A Snoop Inspection

Primerica

Butterfly Connections

Guaranteed Rate

Air Quality Control

Cranial Release

Rick's Home Theatre Store

Cross Country Mortgage

Spot on Pinellas Home Inspection

1-800-GOT-JUNK

AFLAC

First American Title

Divine Shine Cleaning

Service First Home Loans

Service First Home Loans

Sheriffs Ranches Enterprises

GreenLeaf Title

Path 2 Water Group

Wells Fargo Home Loans

Cabi

Mountain West IRA

Old Republic Home Protection

Journalist On Call

Savvy Health Inc

Morales and Associates, PA

Hagaman Promotions

Allstate Financial

Exclaim It

Sunbelt Title

House to Home Relocation

Your Mortgage Source

Currencies Direct

Baxter Title

Fidelity National Title

Seminole Title

US Health Advisors

United Title Affiliates

Equity National Title/VAREP

E Mortgage Management

Sindeo

VanDyk Mortgage

SEC Inspection Services, and

Prohealth Pest Control

AGENDA ITEMS

1. Mission Statement

2. Welcome Guests – 4 guests were in attendance

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

4. Introductions:

- New Members
 - Existing Members
- \$1,200 was raised for All Children's Hospital*

5. Announcements

- If you host PRO Connect, you MUST be there at 4:45 p.m. and greet all guests
- The only people allowed to sign in people at Affiliate Meetings are Edina McGuire and Linda Derrick
- PRO's Annual Meeting is September 16 – all table sponsors must follow the guidelines provided
- There is a maximum of 2 people per company at each sponsorship
- Each member gets ONE slot for their business cards on the Affiliate Wall per company that they have membership with
- When Kim sends emails, please follow the instructions provided – if it asks for responses to go to John-Paul, please do not reply to Kim
- The 2017 Affiliate Meeting schedule is now posted on PinellasRealtor.org under the Affiliate section
- The Wine & Food Festival is October 14 – we are still accepting silent auction donations. ANYONE, even non-members may attend
- October 28 Affiliate Meeting – NO Around the Table that day but instead will have a Halloween party in the auditorium and there will be a costume contest where monetary prizes will be awarded
- August birthdays were recognized
- 6,124 total connections were made this year so far, with an average of 766 per month

6. Topic: “Who Have You Connected With?”

- There are many ways to connect with others
- You can connect with people in person in social settings
- Start your conversation with a complement
- Follow up with the person with what you spoke about
- Make other people feel comfortable
- Beware of being too open – don't get personal
- Thank whoever you were speaking with
- Make an effort to continue the relationship
- Connect with new people right away – try not to gravitate to people you already know
- Be aware of your body language
- Affiliates simulated meeting each other for the first time – April Kalapp, Dr. Clark Walters, Emily Fichera, Lacey Faris, and Angelina Godfrey participated
- You must be memorable!

7. Affiliate Presentations

Joanna Furuglyas – Peace of Mind Home Inspections
Tamatha Spangler – Currencies Direct
International Title Partners

Presentation slots are filled through April 2017. Email AffiliateChairman@gmail.com if you want to make a presentation at an upcoming meeting beyond that. PowerPoints are due to John-Paul 2 weeks prior to the meeting date and are limited to 5 slides.

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

- John Barcelo – Stephanie Stephens, April Kalapp, Michelle Rothwell, GreenLeaf Title
- Melissa Menikheim – Robyn Fiel, Denise Drews, Megan Willoughby, Rick Haupricht, Pat Stobie
- Deb Hicks – Kim Bauer, Dylan Barrie, Hannah Peters, Jackie McMahon, Sue Barber, Jay Anderson
- Kim Bauer – Deb Hicks, Amber Petersen, Robin Emanuel, Tracy Baer, Marilyn Corazza, John-Paul Mario
- Danny Torrado – Laureen Lofgren, Affiliate guests
- Pat Stobie – PRO, John-Paul Mario
- Stephanie Stephens – Deb Hicks, Nelson Garcia

Upcoming Events

Sept. 7 – Baskin Fleece Attorneys at Law's 'Florida Business Entities' at PRO, 10am to noon

Affiliate Spotlight in September

Week of Sept. 5 – Innovative Agent Services and Clementi Environmental Consulting

Week of Sept. 12 – Everything But The House and Pillar to Post Home Inspections

Week of Sept. 19 – Kira Doyle Law and Pad Go Round

Week of Sept. 26 – Listing Power Tools and Sawgrass Real Estate Academy

NEXT MEETING

Tuesday, September 13, 2016 | 10:30 a.m. to noon | PRO – 4590 Ulmerton Rd. in Clearwater.

This is a Marketing Session/Pitch Meeting. Invite your Realtor contacts to this meeting to introduce themselves and their listings to us! MLS listing ID#s must be emailed to AffiliateChairman@gmail.com

The 2016 and 2017 Affiliate Meeting schedules are located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>