

Affiliate Business Partners Meeting #16 Minutes

Tuesday, August 18, 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: *indicates major sponsor

Brian Chase Meridian Partners
Robyn Fiel Academy Mortgage
*Dylan Barrie Rock's Moving Co**
*Samantha McDermott IBERIABANK**
*Denise Drews American Bancshares Mortgage**
*Scott Tennant Access Reverse Mortgage**
John Barcelo Applied Tech Resources/ValuCentric

NOT PRESENT:

Linda Goldfarb LSG Consulting Services

Ambassador Mentors:

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

Affiliate Mentors:

*Laureen Lofgren IBERIABANK**
*Deb Hicks Suddath Relocation Systems**
Marc Walker Waddell & Reed

NOT PRESENT:

Nelson Garcia SunPoint Home Loans

Major Sponsors:

Barry Beote IBERIABANK
John Barcelo Applied Tech Resources/ValuCentric
Megan Galane Mountain West IRA
Jim Pello Brightway Insurance
Brian Brown Old Republic Home Protection
Audra Snyder Hughes Exterminators
Steve Totten Hughes Exterminators
Brian Hiatt SecurityNational Mortgage Co.
Pat Smoot SecurityNational Mortgage Co
Jeff Beerborn Total Title Solutions
Jake Alexander Total Title Solutions
Megan? Total Title Solutions
Pat Smoot Total Title Solutions
Ian Bates? Smart Move Moving & Storage
Hannah Peters Smart Move Moving & Storage
Rick Moss Paddock's Coffee Co.
Paula Blanda West Coast Insurance Agency
Heather Joie Rick's Home Theatre Store
Joyce Smith Somers Title
Melissa Rodgers SEC Inspection Services
Diana Schwarz Fiduciary Funding
Michael Ludwig Strategic Insurance Services

Other Members:

Tommy Conely Tommy Locksmith
Carmella Townsend Sunbelt Lending Services
Dale Guiducci E.R.A. Credit Services
Shirley Guiducci E.R.A. Credit Services
Josh Norris EZ Media Productions
Rich Fuechslin A Buyer's Choice Home Inspection
Shawn Wainwright Comegys Insurance
Chris Brunetto Aloha Property Inspections
Sherry Keenan Best View Photography
Gary Dorman GPS Inspection Services
Michelle Rothwell Columbus Capital Lending
Rick Haupricht GreenLeaf Title
Bob Johnson Home Watch Contractors Network
Abbie Lewin Tampa Bay Title
Tom DeMint GreenLeaf Title
Kim Bauer 1-800-GOT-JUNK
Ken Jones Wallace Welch & Willingham Ins.
Dan Hagaman Hagaman Promotions and Awards
Penny Lee Todd Affiliate Family Connect
Yvette Gaugh VinelT
Jerick Johnston Johnston Consulting
Jerry Smith A Snoop Inspection
Gideon Golden Golden Construction Service
Bob Dorian Tampa Bay Times
Selena Castillo Sapphire Title & Escrow
Kerry Barbon Gilbert Garcia Group
Jay Marshall House to Home Relocation
Bob Elmore Evermore Income
Maria Walkiewicz East Lake Woodlands Country Club
April Kalapp First American Title
Elizabeth Madray LegalShield
Ryen Linder Home Watch Contractors Network
Maryellen Crowder MD Plus Telemedicine
Jerry Rooks The John Galt Insurance Agency
Hannah Gross Guardian Restoration
Elena Reed Third Federal Savings & Loan
Deborah Iannuzzi Florida Sheriffs Youth Ranches
Carol Meyer Columbus Capital Lending
Dr. Clark Walters Hand & Foot Chiropractic
Judy Pettit Hand & Foot Chiropractic
Eric Lawson 360 Tour Vision
Dr. Mike Lesyshyn, DC Savvy Health, Inc.
John Philippe 360 Tour Vision
Dave Gerald Habitat for Humanity Pinellas
Debbie Thomas Habitat for Humanity ReStore
Arnie Diaz Waterstone Mortgage
Katrina Moyer Stan Dean Insurance
Steve Cohn Commission Express

Other Members continued:

Stuart Bromfield	On Q Financial
Debra Lee	Innovation Cabinetry
Rachel Martin	Shorecrest Prep School
Erika St. Laurent	Vision Three Sixty

Also in attendance were 3 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

- \$561 was raised for All Children's Hospital during introductions
- August's birthdays were acknowledged

4. Announcements

- Affiliate Pins are available for \$20 – all proceeds go towards All Children's Hospital
- New Member Welcome sponsors – please show up on time and fulfill your obligations
- \$510 in 50/50 tickets were sold at the PRO Connect at Bar Louie last week. The pot is up to \$1,502.01.
- Help us promote the 5th Annual Wine & Food Festival – everyone is invited, not just PRO members
- Silent Auction items are needed for the WFF – please contribute!
- Affiliate Spotlight – take advantage of this membership benefit, there is no extra charge!
- Wear your name badge
- Check PRO's website to verify that your information is displayed correctly
- 4,506 connections have been made so far this year – 563 per month on average

5. Topic: The Critical Question

- We're 8 months into the year – where are you?
- How do you reach your goals?
- What is most important to you right now – there are only 4 months left in the year
- What are the values and principles that are important to your life?

6. Affiliate Presentations

Kim Bauer – 1-800-GOT-JUNK
Audra Snyder – Hughes Exterminators
Jake Alexander – Total Title Solutions
Gerald Rooks – The John Galt Insurance Agency

7. Major Sponsors for 2016

- 2015 sponsors who will be sponsors again in 2016 are: International Title Partners and Total Title Solutions (Diamond level); Coastal Property Services, Strategic Insurance Services, Smart Move Moving & Storage, Suddath Relocation Services, Access Reverse Mortgage, New Outlook Home Staging, SEC Inspection Services, American Bancshares Mortgage, SecurityNational Mortgage Co, West Coast Insurance Group, IBERIABANK (Ruby level); Old Republic Home Protection, Brightway Insurance (Crystal level)
- Noncurrent major sponsors who will be sponsors in 2016 are: Sapphire Title & Escrow (Emerald level); Columbus Capital Lending, Third Federal Savings & Loan (Ruby level)
- A deposit in the amount of half of your sponsorship cost is due this Friday, August 21. The balance is due Monday, January 4.

8. PRO's Annual Meeting

18 table sponsors chosen are:

1. Total Title Solutions
2. Sapphire Title & Escrow Services – Selena Castillo
3. JB Health & Life Solutions – John Barie
4. Columbus Capital Lending – Michelle Rothwell
5. A Snoop Inspection – Jay Smith
6. Mountain West IRA – Megan Galane
7. Third Federal Savings & Loan – Elena Reed
8. Gilbert Garcia Group, P.A. – Kerry Barbon
9. E.R.A. Credit Services – Shirley Guiducci
10. Stanley Dean State Farm – Katrina Moyer
11. Somers Title – Joyce Smith
12. Waterstone Mortgage – Arnie Diaz
13. First American Title – April Kalapp
14. West Coast Insurance Group – Paula Blanda
15. Commission Express – Steve Cohn
16. Tommy Locksmith – Tommy Conely
17. Tampa Bay Times – Bob Dorian
18. GreenLeaf Title – Rick Haupricht

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

- Dylan Barrie – Smart Move Moving & Storage
- Megan Galane – John-Paul Mario
- John Barcelo – Edina McGuire, Denise Drews, Robyn Fiel, Scott Tennant, Stephanie Stephens, Michelle Rothwell, Carol Meyer, Megan Willoughby, Jeb Boulware
- John Barie – Tracy Baer
- Scott Tennant – John Barcelo, Dylan Barrie, Deb Hicks, Michael Ludwig, Hannah Peters, Mike Fiola
- Dr. Clark Walters – Dan Hagaman
- Diana Schwarz – Melissa Rodgers, April Kalapp
- Dave Gerald – Kim Bauer, Hannah Gross
- Paula Blanda – Bob Elmore, Pat Smoot, Ryen Linder, Bob Johnson, Frank Gemma, Hannah Gross, Barry Beote, Arnie Diaz, PRO, David Bennett, Carol Meyer
- Bob Elmore – 1-800-GOT-JUNK, Arnie Diaz, Bob Elmore
- Deb Hicks – Smart Move Moving & Storage
- Sherry Keenan – Tammy Leventis, Amanda Cole, Jerick Johnston
- Deborah Iannuzzi – Laureen Lofgren, Paula Blanda
- Jerick Johnston – Sherry Keenan, Gideon Golden
- Laureen Lofgren – Deborah Iannuzzi, Dr. Clark Walters
- Penny Lee Todd – Marc Walker
- Ian Bates? – Dylan Barrie, Scott Tennant, Deb Hicks
- Debbie Thomas – Kim Bauer, Deb Hicks
- Dan Hagaman – Kim Bauer, Dr. Clark Walters
- Melissa Rodgers – John-Paul Mario, PRO Connect social, Denise Drews, Debbie Kampel
- Gideon Golden – Denise Drews
- Elizabeth Madray – John-Paul Mario, PRO Connect social
- John-Paul read a thank you card from a mother of a patient at All Children's Hospital who was able to have heart insurance thanks to the Affiliate's contribution. She will be donating \$1,000 back to ACH in the Affiliates' name
- John-Paul read a thank you card from a Realtor member who attended the PRO Connect event at Bar Louie last week

10. Upcoming Events

August 18 – PRO Connect at Red Mesa Cantina, 5:30 p.m. to 7:00 p.m., Kerry Barbon hosting

August 25 – SavvyCard's 'Basic Training' at PRO, 10:00 a.m. for Realtors, 12:30 p.m. for Affiliates

August 26 – Brian Heckman's 'Video Marketing' class at PRO at 9:30 a.m., then his Art of the Start class at 1:00 p.m.

August 27 – Brian Chase's 'Coffee w/Counsel – LLC's, S-Corps, P.A.'s, and PLLC's' at PRO, 10:00 a.m. to noon

August 28 – Dave Foster's 'Double Your Commission with 1031 Exchanges' at PRO, 9:00 a.m. to noon

Affiliate Spotlight in September

Week of Sept 7: All Tampa Home Inspections and AAA Insurance

Week of Sept 14: Goodwill Suncoast and View 360 Real Estate

Week of Sept 21: SunPoint Home Loans and Walker Ford

Week of Sept 28: E Mortgage Management and Total Title Solutions

NEXT MEETING

Tuesday, September 1, 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/>