

Affiliate Business Partners Meeting #16 Minutes

Friday, August 22, 2014 | 10:30 a.m.

Auditoriums A, B & C

PRO STAFF

Kim Sonefeld

AFFILIATE MEMBERS

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

Affiliate Board Members:

<i>Denise Drews</i>	<i>Sierra Pacific Mortgage</i>	<i>Craig Rice</i>	<i>Baldwin Krystyn Sherman</i>
<i>Gayle LaBonte</i>	<i>Consumer Title and Escrow Services</i>	<i>Lisa Brave</i>	<i>Carpet Docs</i>
<i>Robyn Fiel</i>	<i>Sierra Pacific Mortgage</i>	<i>Dan Brave</i>	<i>Expert Mold Test/Carpet Docs</i>
<i>John Barcelo</i>	<i>Applied Technology Resources</i>	<i>Claude Levesque</i>	<i>Levesque Paint and Restoration</i>
<i>Francine Villa</i>	<i>Sierra Pacific Mortgage</i>	<i>Tina Cahill</i>	<i>E Mortgage Management</i>
<i>Brian Chase</i>	<i>Tampa Law Source</i>	<i>Lisa Mills</i>	<i>Sheriffs Ranches Enterprises</i>
<i>Linda Goldfarb</i>	<i>LSG Consulting Services</i>	<i>Marina Kron</i>	<i>Kron & West</i>
NOT PRESENT:		<i>Betsy Braden</i>	<i>Colonial Mortgage Group</i>
<i>George Martin</i>	<i>Bullseye Surveying</i>	<i>Sarah Hasch</i>	<i>First International Title</i>
		<i>Laura Vetter</i>	<i>Home Warranty of America</i>
Affiliate Mentors:		<i>Diane LaBonte</i>	<i>ACCENT on TRAVEL</i>
<i>Edina McGuire</i>	<i>Sierra Pacific Mortgage</i>	<i>Linda Blanton</i>	<i>Third Federal Savings and Loan</i>
<i>Rick Haupricht</i>	<i>GreenLeaf Title</i>	<i>Elena Reed</i>	<i>Third Federal Savings and Loan</i>
<i>John Barie</i>	<i>JB Health and Life Solutions</i>	<i>Deb Hicks</i>	<i>Suddath Relocation Systems</i>
NOT PRESENT:		<i>Amanda Cole</i>	<i>GadgitKids</i>
<i>Melissa Rodgers</i>	<i>SEC Inspection/Pest Control</i>	<i>Ben Friedlander</i>	<i>Ben's Pens & More</i>
<i>Amber Petersen</i>	<i>LegalShield</i>	<i>Vanessa Verbosh</i>	<i>Raymond James Financial Svc</i>
<i>Diana Harvey</i>	<i>DFC Designs</i>	<i>Marc Walker</i>	<i>Waddell & Reed</i>
<i>Laureen Lofgren</i>	<i>Florida Bank</i>	<i>Scott Johnson</i>	<i>Regions Bank</i>
<i>Samantha McDermott</i>	<i>Florida Bank</i>	<i>Tim Joyce</i>	<i>Hancock Bank</i>
<i>Pat Smoot</i>	<i>SecurityNational Mortgage Co.</i>	<i>Rich Minton</i>	<i>Penny Rich Pool Services</i>
<i>Megan Galane</i>	<i>Mountain West IRA</i>	<i>Leah Sovie</i>	<i>Bin There Dump That</i>
<i>Penny Lee Todd</i>	<i>PennyRich Pool Services</i>	<i>Courtney O'Bannon</i>	<i>Scarr Insurance Group</i>
<i>Brian Brown</i>	<i>Old Republic Home Warranty</i>	<i>Linda Hunsinger</i>	<i>The Law Office of Scott Fenderson</i>
<i>Dylan Barrie</i>	<i>Rock's Moving Co.</i>	<i>Susan Brown</i>	<i>S & L Interiors</i>
<i>Scott Tennant</i>	<i>Access Reverse Mortgage</i>	<i>Jerick Johnston</i>	<i>GadgitKids</i>
<i>Jerry Smith</i>	<i>A Snoop Inspection</i>	<i>Heather Joie</i>	<i>Rick's Home Theatre Store</i>
<i>Tammy Leventis</i>	<i>MailCo</i>	<i>Mary Lobdell</i>	<i>A Buyer's Choice Home Inspection</i>
<i>Chris Cox</i>	<i>CJs Carpet Cleaning</i>	<i>Julya Kemp</i>	<i>New Outlook Home Staging</i>
<i>Michelle Rothwell</i>	<i>Clear Title America</i>	<i>Matt Squires</i>	<i>Mutual of Omaha Bank</i>
<i>Mike Trimis</i>	<i>Certa Pro Painters</i>	<i>Cathy Blackburn</i>	<i>Blackburn Law Firm</i>
<i>Jay Craig Wright</i>	<i>The Mortgage Firm</i>	<i>Lori Stuller</i>	<i>Stuller Drywall</i>
<i>Dave Vangsness</i>	<i>Buzzazz Internet Marketing</i>	<i>Michelle Wilson</i>	<i>One Source Insurance Solutions</i>
<i>Barbara Marshall</i>	<i>House to Home Relocation</i>	<i>Kathryn Driver</i>	<i>Pinellas Housing Authority</i>
<i>Cindy Lukehart</i>	<i>MD Plus</i>	<i>Donna Moore</i>	<i>High Tech Lending</i>
<i>Jackie McMahon</i>	<i>Third Federal Savings & Loan</i>	<i>Scott Pendleton</i>	<i>E Mortgage Management</i>
<i>Debbie Kampel</i>	<i>Wells Fargo</i>	<i>Barbara Engdahl</i>	<i>Palm Harbor Kitchens</i>
<i>Kristin Lacey</i>	<i>Keystone Painting</i>	<i>Gina Couture</i>	<i>Mr. Rekey</i>
<i>Debra Lee</i>	<i>Innovation Cabinetry</i>	<i>Michele Ondrey</i>	<i>National Heating & Air</i>
		<i>Norm Stepno</i>	<i>The Mortgage Firm</i>

Also in attendance were 8 guests.

AGENDA ITEMS

1. Mission Statement

2. Introductions: John-Paul, Affiliate Board Members, Affiliate Mentors

3. Introductions: guests, new members, existing members

- \$194 was raised for All Children's Hospital during introductions
- August's birthdays were acknowledged

4. Housekeeping/Reminders/Announcements

- Ads for the 2015/2016 Affiliate Directory will go on sale on September 16
- If you become a Major Sponsor for 2015, your banner will be displayed for an additional 3 months (October, November, and December 2014)
- If you're attending a PRO Connect, put your business card in the wooden box so that you can get the business cards of the Realtors emailed to you. Do not be rude to the bartenders – you are representing your company and the Affiliates
- All PRO Connect events are for PRO members only (Realtors and Affiliates)
- If you're hosting PRO Connect at Red Mesa Cantina, be there at 4:45 p.m.
- Affiliate Open House is now the 2nd Wednesday of each month at 9:00 a.m.
- Affiliate Wall – do not remove cards or tilt them so they are not displayed properly
- John-Paul has put 3,000 hours of his time into the Affiliate Program and will not let it fail – positive energy only
- John-Paul and photographer Judson Brady will go to Ronald McDonald House for a photo op
- 2015 Affiliate Code of Ethics will be out in the new year
- Affiliate Pins are available for \$20 – proceeds benefit All Children's Hospital – contact John-Paul
- A new form is available for soliciting donations for the Wine & Food Festival
- Affiliate Wall – major sponsors now have their own dedicated section
- There's been 3,888 possible connections through various PRO events
- John-Paul sent a letter to all PRO Broker members to inform them about the Affiliate Program, what we do for All Children's Hospital and the Ronald McDonald House, promote the Wine & Food Festival, and ask for support – see attached letter if you'd like to use it
- Spotlight Affiliates September:
 - Week of September 1 – E Mortgage Management and Saved Plus
 - Week of September 8 – Hancock Bank and The Go! Agency
 - Week of September 15 – Post Professionals Plus and TLC Home Improvement Coordination
 - Week of September 22 – Walker Ford and Total Title Solutions
 - Week of September 29 – Pinnacle Home Inspection and Regions Bank

5. Topic: Why do we exist?

- Because of the Affiliate Program, we're business people, we're human, we're networkers
- We want to provide brilliant service – we have to believe in brilliant service
- We want to serve others because we believe in serving others
- We want to build relationships, be successful, and enhance our lives
- We want to promote ourselves – networking is a way of life
- We have the power to do all of these things

6. Affiliate's Presentations:

Pat Smoot with SecurityNational Mortgage Co.
Elena Reed, Linda Blanton, Jackie McMahon with Third Federal Savings & Loan
John Barie with Classic Design Associates

Email John-Paul (johnpaulasid@gmail.com) to sign up to speak at a future meeting.

7. Gift Bag Program – June and July

Robin Emanuel, Jerry Smith, Deb Hicks, and Adrienne Prince were randomly chosen to assemble and deliver gift bags for June and July's top agents on August 25 at 3:30 p.m. at PRO

8. 4th Annual Wine & Food Festival

- Tables will be raffled off at the next Affiliate Meeting – September 5
- New to this year's event – additional bathrooms, valet parking
- Everyone is welcome to attend – it is NOT just open to PRO members
- All proceeds raised during the event will be for All Children's Hospital and the Ronald McDonald House

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

- John Barie – Linda Goldfarb, Rick Haupricht
- Dan Brave – PRO
- Cindy Lukehart – Denise Drews, Francine Villa, John Barcelo, Gayle LaBonte, Total Title Solutions
- John Barcelo – Tom DeMint, Cindy Lukehart, Norm Stepno, Brandon Rimes, Melissa Rodgers
- Claude Levesque – Pat Smoot, Julya Kemp
- Michelle Wilson – Chris Cox
- Deb Hicks – Denise Drews
- John-Paul read an email from a Realtor member who was grateful for the responsiveness of the Affiliates

10. Upcoming Events

- Sept 4 –Titan Home Lending's "FHA 203K Renovation Program – Economic Stimulus for your Business" at PRO, 1:00 p.m. to 4:00 p.m.
- Sept 11 – Bullseye Surveying's "Boundary Surveys and Elevation Certificates – What a REALTOR® Needs to Know" at the Palm Harbor Library from 1:30 p.m. to 3:30 p.m.
- Sept 15 – LSG Consulting Services' "Masterminds for Realtors®" at PRO, 8:45 a.m. to 10:15 a.m.
- Sept 16 – SavvyCard's "Basic Training for Affiliates" at PRO, noon to 1:00 p.m.
- Sept 16 - Bullseye Surveying's "Boundary Surveys and Elevation Certificates – What a REALTOR® Needs to Know" at the St. Pete Main Library, 1:30 p.m. to 3:30 p.m.
- Sept 16 – PRO Connect at Red Mesa Cantina in St Pete, 5:30 p.m. to 7:00 p.m.
- Sept 19 – PRO's Annual Business Meeting & Installation at PRO, 10:00 a.m. to 1:00 p.m.
- Sept 23 – Consumer Title & Escrow Services' "Sales Success & Rapid Rapport Building" at PRO, 9:00 a.m. to 11:00 a.m.
- Sept 24 – Tampa Law Source's "Coffee with Counsel Residential and Commercial Evictions" at PRO, 10:00 a.m. to noon

NEXT MEETING

September 5 | 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 2014 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>