

Affiliate Business Partners Meeting #16 Minutes  
Tuesday, September 13 | 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\*  
Robyn Fiel Synovus Mortgage  
Pat Stobie Total Title Solutions\*  
John Barcelo Valucentric

**NOT PRESENT:**

Dylan Barrie Rock's Moving Co\*  
Scott Tennant Access Reverse Mortgage\*  
Marc Walker Waddell & Reed

**Ambassador Mentors:**

John Barie Classic Design Associates\*  
Edina McGuire American Bancshares Mortgage\*

**Affiliate Mentors:**

Deb Hicks Suddath Relocation Systems\*  
Nelson Garcia SunPoint Home Loans  
Laura Vetter Home Warranty of America

**NOT PRESENT:**

Stephanie Stephens Total Title Solutions\*

**REALTOR® Members:**

Andrew Cabot Holland Associates  
Patty Dykstra Charles Rutenberg Realty  
April Gayle Gausman Global Lifestyle Realty  
Anastasia Bizzarri Pinellas Realty  
Leona Broussard RMS Elite Properties  
Franck Belhassen RMS Elite Properties  
Robert Avery Holland Associates  
Vernon Jones Keller Williams  
Solidad Vaquer Global Lifestyle Realty  
Marsha Rantala Charles Rutenberg Realty  
Randy Toomajanian Berkshire Hathaway

**Other Affiliate Members:**

Diane Luttmann Fidelity National Title  
Gregg Vorbeck VanDyk Mortgage  
Shawn Kelly Service First Home Loans  
Clarry Ellis Wells Fargo Home Mortgage  
Richard Benedict Symmetry Financial  
Bob Kane Cross Country Mortgage  
Audra Snyder Hughes Exterminators  
Ray Rau VanDyk Mortgage  
Dr. Clark Walters Cranial Release Center  
Ginny Cannon Cabi  
Seth Robbins Diamond Residential Mortgage  
Lauren Misa First International Title  
Heather Kuck Spot on Pinellas Home Inspections

**Other Affiliate Members continued:**

Neil Wicks Regal Home Inspection  
Donna Powell Pillar to Post Home Inspections  
Julie Schueler Everything But The House  
Rick Haupricht GreenLeaf Title  
Keith Long Journalist On Call  
William Pearson Pinellas Drone Service  
Vince Radcliffe Air Quality Control  
Tammi Hagedorn Seminole Title  
Heather Joie Rick's Home Theatre Store  
Megan Pena Fidelity National Title  
Steve Cohn US Health Advisors  
Jay Smith A Snoop Inspection  
Pat Smoot SNMC Reverse Mortgages  
Elizabeth Madray Legal Shield  
Danielle Kirschbaum United Title Affiliates  
Debbie Kampel Wells Fargo Short Sales  
Robin Emanuel Budget Self Storage  
Kim Bauer 1-800-GOT-JUNK  
Mary Lobdell A Buyer's Choice Home Inspection  
Anita Fabrizio Tampa Personal Concierge  
Angelina Godfrey Doug Mayer Insurance Agency  
April Kalapp First American Title  
Tracy Baer North Shore Insurance  
Denise Ariale Union Home Mortgage  
Joyce Smith Somers Title  
Sherry Keenan Best View Photography  
Russell Mundora Third Federal Savings & Loan  
Darien Goodloe Atlantic Coast Bank

**Major Affiliate Sponsors:**

Diana Schwarz Fiduciary Funding  
Laureen Lofgren IBERIABANK  
Sonia Pfizenmaier Kron & West A/C  
Marshall Shepherd RE Home Photography  
Paula Blanda Strategic Insurance Services

There were 6 guests in attendance.

## AGENDA ITEMS

### 1. Mission Statement

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

- Guests
  - REALTOR® Guests
  - New Members
  - Existing Members
- \$900 was raised for All Children's Hospital*

### 4. Announcements

- New carpet will be installed at PRO between Thanksgiving and Christmas
- Annual Meeting is this Friday – details will be emailed to all table sponsors
- 2017 Affiliate Meetings are posted on PinellasRealtor.org under the Affiliate Meetings page
- Wine & Food Festival – help us get members here, and silent auction donations are still being accepted
- Affiliate Wall – the Mission Statement and other plaque may not be blocked
- October 28 – no Around the Table this day, the meeting will be Halloween themed, will have a costume contest – 3 prizes of \$100, \$75, and \$50. Lunch will be provided

### 5. 2017 Affiliate Business Partners Directory

- Premium ad space will be raffled off at the September 23<sup>rd</sup> meeting – all others will be sold later in the year – prices to be determined

### 6. Follow-Up – April Kalapp

- April met with 3 of the 4 people she connected with at the last meeting – Dr. Clark Walters, Angelina Godfrey, and a non-member
- She chose 2 Realtors – Patty Dykstra and Marsha Rantala – to network with and will report back. John-Paul chose Solidad Vaquer for April to network with as well

### 7. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- April Gayle Gausman 727-244-1896 shared:  
19451 Gulf Blvd #3 in Indian Shores, 2/2, \$389,973, \$486 HOA
- Anastasia Bizzarri 727-344-9315 shared:  
1149 Queen St in Clearwater, 3/2, \$192,500
- Robert Avery 727-259-4160 shared:  
13123 66<sup>th</sup> St N in Largo, commercial property, 1800 sq ft office, \$334,900
- Patty Dykstra 727-483-3944 shared:  
2450 Balboa in Clearwater, 2/2, \$165,000, \$165 HOA
- Andrew Cabot 727-550-7858 shared:  
210 South St in Palm Harbor, 4/4, \$500,000  
535 Belleview in Clearwater, 2/1, \$143,000  
Commercial property on 13<sup>th</sup> Ave NW in Largo
- Marsha Rantala shared:  
1819 Cypress Trace S in Safety Harbor, 2/2, \$172,500, \$400
- Randy Toomajian 727-415-4008 shared:  
861 Rafael Blvd NE in St. Pete, 3/3, \$510,000, Brokers Open Thursday from noon to 2pm  
1071 Live Oak Ave in St. Pete, 3/2, \$455,900, \$253 HOA
- Franck Belhassen 727-421-4309 shared:  
720 Alameda Way S in St Pete, 3/1,

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

- Robin Emanuel – Edina McGuire
- Deb Hicks – Jackie McMahon, Steve Cohn, Kim Bauer, Dr. Clark Walters
- Kim Bauer – Deb Hicks, Robin Emanuel
- John Barcelo – Dylan Barrie, Andrew Cabot, Kim Cooke, Robyn Fiel, April Kalapp, Rick Haupricht, Megan Willoughby, Denise Drews, Brian Heckman, Ediina McGuire, PRO for On the Road Training opportunity
- Tracy Baer – Edina McGuire, April Gayle Gausman, Denise Drews, Robyn Fiel
- April Kalapp – John Barcelo, Kay Smith, Rick Marcusen, John-Paul Mario
- John Barie – Tracy Baer
- Paula Blanda – PRO and the Affiliate Directory ad, Steve Cohn, Nelson Garcia, Waterstone Diaz, IBERIABANK, A Snoop Inspection, Cindy Lukehart, Kira Doyle Law, SEC Inspection, Tammy Kulakowski, Clarry Ellis
- Anastasia Bizzarri – Denise Drews
- Elizabeth Madray – Debbie Kampel
- Julie Schueler – PRO and the Affiliate Spotlight

### **Upcoming Events**

September 14 – SavvyCard's 'Basic Training for Realtors' at PRO, 2:30pm to 3:30pm

September 16 – PRO's Annual Meeting

September 20 – PRO Connect at Red Mesa Cantina, 5:30pm to 7pm, Diane Luttmann hosting

September 21 – Pinellas International Council's 'International Marketing Session' at PRO, 3:00pm to 4:30pm – 2 sponsors chosen were John Barie and Angelina Godfrey

### **NEXT MEETING**

Friday, September 23 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

Orientation will be held that day at 9:00 a.m. Please attend if you haven't attended one yet. Around the Table will follow the meeting.

The 2016 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>