

Affiliate Business Partners Meeting #17 Minutes

Tuesday, September 1, 2015 | 10:30 a.m.

Auditoriums A, B & C

PRO STAFF

Kim Sonefeld, Marketing and Communications Manager and Affiliate Liaison

AFFILIATE MEMBERS

** indicates Major Sponsor*

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

Affiliate Board Members:

Robyn Fiel Academy Mortgage
*Samantha McDermott IBERIABANK**
*Dylan Barrie Rock's Moving Co**
John Barcelo Applied Technology Resources/Valucentric
*Denise Drews American Bancshares Mortgage**

NOT PRESENT:

*Scott Tennant Access Reverse Mortgage**
Linda Goldfarb LSG Consulting Services
Brian Chase Meridian Partners

Ambassador Mentors:

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

Affiliate Mentors:

Nelson Garcia SunPoint Home Loans
Deb Hicks Suddath Relocation Systems
*Laureen Lofgren IBERIABANK**

NOT PRESENT:

Marc Walker Waddell & Reed

REALTOR® Members:

Bridget Cortes Engel & Volkers
Ben Friedlander Big Ben Realty
Cindy Lukehart Future Home Realty
Kim Cooke Charles Rutenburg Realty
Bill Munette Engel & Volkers
Tiffany Spyridakos Engel & Volkers
Janelle Makowski Century 21 Coast to Coast
Quyên Tuijillo Charles Rutenburg Realty

Major Affiliate Sponsors:

Joyce Smith Somers Title
Megan Galane Mountain West IRA
Michael Ludwig Strategic Insurance Services
Melissa Rodgers SEC Inspection Services
Sonia Pfizenmaier Kron & West A/C
Pat Stobie Total Title Solutions
Marilyn Corazza Coastal Property Services
Barry Beote IBERIABANK
Ian Bates Smart Move Moving & Storage
Rick Moss Paddock's Coffee
Wayne McKenney Fiduciary Funding
Karissa Letchworth International Title Partners

Jerry Smith
Robin Emanuel
Courtney Nestler
Bob Johnson
Ryen Linder
Steve Cohn
Dan Hagaman
Carol Meyer
Stuart Bromfield
Barbara Pailley
Yvette Gaugh
Megan Willoughby
Brandon Rimes
Rick Haupricht
Orlando Imai
Elizabeth Madray
Sarah Hasch
Debbie Kappel
Maria Walkiewitz
Dave Gerald
John Ricker
Bill Ciaccia
Tracy Baer
Nathan Gypin
Dr. Clark Walters
Diane Benson
John Phillippe
Jamie Clark
Ken Jones
April Kalapp
Christian Rava
Barry Carroll
Betsy Braden
Tommy Conely
Kim Wynn
John Ricker
Gary Dorman
Ginny Cannon
Josh Eberle
Selena Castillo
Mary Lehman
Elena Reed
Katrina Moyer
Shirley Guiducci
Lori Stuller
Debra Lee
Susan Brown
Judy Pettit

A Snoop Inspection
Budget Self Storage
Bright Light Solutions
Homewatch Contractors Network
Homewatch Contractors Network
Commission Express
Hagaman Promotions & Awards
Columbus Capital Lending
On Q Financial
Oasis Outsourcing
VineIT
GreenLeaf Title
The R.E. Quarterback Show
GreenLeaf Title
MetLife
LegalShield
Equity National Title
Wells Fargo Short Sales
East Lake Woodlands C.C.
Habitat for Humanity Pinellas
Baxter Title
Clear Vision Signs and Systems
North Shore Insurance
TWS Home and Business Inventory
Hand & Foot Chiropractic
VanDyk Mortgage
360TourVision
True Concept Title
Wallace Welch & Willingham Ins.
First American Title
Stewart Title
View360RealEstate
Colonial Mortgage Group
Tommy Locksmith
Peace Wealth Management
Baxter Title
GPS Inspection Services
IPA Family
Gilbert Garcia Group
Sapphire Title & Escrow
Fidelity National Title
Third Federal Savings & Loan
State Farm Bank
ERA Credit Services
Stuller Drywall
Innovation Cabinetry
S & L Interiors
Hand & Foot Chiropractic

Penny Lee Todd Family Connect Member
Michelle Rothwell Columbus Capital Lending
Erika St. Laurent Vision Three Sixty

There were 5 guests in attendance.

AGENDA ITEMS

1. Mission Statement

2. Introductions: John-Paul Mario, Affiliate Board, David B. Bennett, Kim Sonefeld, Affiliate Mentors

3. Introductions:

- Guests
 - REALTOR® Guests
 - New Members
 - Existing Members
- \$341 was raised for All Children's Hospital*

4. Announcements

- October 16 – 5th Annual Wine & Food Festival – register on PinellasRealtor.org, purchase 50/50 raffle tickets now – contact John-Paul if you want to sell some on your own. We are in need of silent auction items. Please help us promote the event.
- Affiliate Directory ads will go on sale soon
- September 11 – PRO's Annual Business Meeting & Installation. John-Paul, Samantha McDermott, and Mindy Rovillo will be judging tables and desserts
- Make sure your business cards are in a space on the Affiliate Wall
- 2016 Affiliate Meetings and Marketing Sessions will be posted soon
- September 18 Affiliate Meeting Presentations: Maria Walkiewicz, Christal Kotchman, Loretta Stevenson, John Barcelo

5. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Kim Cooke shared:
 - 4941 Cardinal Trail in Palm Harbor, 4/3, \$269,900
- Janelle Makowski shared:
 - 855 Bayway Blvd #305 in Clearwater, 2/2, \$505/HOA, \$249,000
 - 675 Gulfview Blvd #408 in Clearwater Beach, 2/2, \$519/HOA, \$389,000
 - 2940 West Bay Dr #203 in Belleair Bluffs, 3/2, \$549/HOA, \$270,000
- Brandon Rimes shared:
 - 18620 Wayne Rd in Odessa, 4/5, \$1,699,000
 - 19451 Gulf Blvd #803 in Indian Shores, 2/2, \$468/HOA, \$369,000
 - Vacant land on Rowan Rd in New Port Richey
 - Hunting camp at 28451 Old Mill Rd in Wesley Chapel, \$474,000
 - 8303 Box Wood Dr in Tampa, 4/2, \$220,000
- Tiffany Spyridakos shared:
 - 245 Iron Age St in Safety Harbor, 4/4, \$589,500
 - 0 8th St. in Palm Harbor, vacant land, \$1,400,000
 - 700 Pennsylvania Ave in Palm Harbor, vacant land, \$1,000,000
 - An island in Holiday, \$725,000
 - Land on 78th St in Tampa, \$420,000
- Bill Munette shared:
 - 2217 Cypress Point Dr E in Clearwater, 3/3, \$249,900
 - 10324 Gulf Blvd in Treasure Island, 3/3.5, just under \$1,000/HOA, \$1,550,000
 - 17000 Gulf Blvd in Redington Beach
 - Commercial land on Colfax Rd in New Port Richey, \$139,000

- Bridget Cortes shared:
Island Estates on Clearwater Beach, 16 condo units, 2 and 3 bedrooms available, listing prices start at \$299,000, HOA fees start at \$332
- Quyen Trujillo shared:
37603 Daliha Terrace #180 in Zephyrhills, 3/2.5, \$89,500
3322 San Jose St in Clearwater, 4/3, \$359,000

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

- Edina McGuire – Sherry Keenan, John Barcelo, Tracy Baer, Melissa Rodgers, Joyce Smith, Quyen Trujillo, Denise Drews
- Gary Dorman – Bob Johnson, John Ricker
- John Barcelo – April Kalapp, Brandon Rimes, Kim Cooke, Cindy Lukehart, Megan Galane, Megan Willoughby
- Karissa Letchworth – Trust Business Services, Dan Hagaman
- Dave Gerald – Cindy Lukehart, Kim Wynn, Laureen Lofgren
- Quyen Trujillo – Megan Galane
- Tracy Baer – Edina McGuire, Robyn Fiel, Ben Friedlander, Yvette Gaugh
- Joshua Eberle – Denise Drews, John Barcelo, Greg Adams, Mike Fiola
- Deb Hicks – Kim Bauer, Deborah Iannuzzi, Ian Bates, Hannah Peters,
- Robin Emanuel – Ken Jones
- Sonia Pfizenmaier – Yvette Gaugh
- Brandon Rimes – John Barcelo, Hannah Peters, Ian Bates, Jerry Smith, Jay Smith
- Elizabeth Madray – Selena Castillo, Kerry Barbon

Upcoming Events

Sept 9 – SavvyCard’s ‘Basic Training for Realtors’ at PRO, 2:30pm to 3:30pm

Sept 11 – Annual Business Meeting and Installation at PRO, 10am to 1:00pm

Sept 15 – PRO Connect at Red Mesa Cantina, 5:30pm to 7pm, Stuart Bromfield with On Q Financial hosting

Sept 16 – PIC’s International Marketing Session at PRO, 3pm to 4:30pm – two sponsors chosen are John Barie and Ryen Linder

Sept 17 – Platinum National Title’s ‘CFPBe-Prepared’ class at PRO, 10:30am to 12:30pm

Sept 18 - SavvyCard’s ‘Basic Training’ at PRO, 12:30pm to 1:30pm for Affiliates and 2pm to 3pm for Realtors

Affiliate Spotlight in September:

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

Week of Sept 14: Goodwill Suncoast and View360RealEstate

Week of Sept 21: SunPoint Home Loans and Walker Ford

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

NEXT MEETING

Friday, September 18 at 10:30 a.m. at PRO – 4590 Ulmerton Rd. Clearwater, FL

Plan to attend the Affiliate Orientation at 9:00 a.m. that day if you have not yet attended one.

Affiliates Around the Table will be held at 12:20 p.m. that day

The 2015 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>