

**Affiliate Business Partners Meeting #18 Minutes**

Tuesday, September 16, 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>	Jim Tizzno	Jim Tizzano Photography
<i>Gayle LaBonte</i>	<i>Consumer Title and Escrow Services</i>	Katherine Tykoski	Sierra Pacific Mortgage
<i>Robyn Fiel</i>	<i>Sierra Pacific Mortgage</i>	Fran Erdle	BB&T
<i>John Barcelo</i>	<i>Applied Technology Resources</i>	Pat Stobie	Total Title Solutions
<i>Brian Chase</i>	<i>Tampa Law Source</i>	Cam Carlin	We Insure Florida
<i>Linda Goldfarb</i>	<i>LSG Consulting Services</i>	Jeremy Sorensen	SecurityNational Mortgage Co
<i>Francine Villa</i>	<i>Sierra Pacific Mortgage</i>	Dan Brave	Expert Mold Test/Carpet Docs
<b>NOT PRESENT:</b>		Sally Petersen	LegalShield
<i>George Martin</i>	<i>Bullseye Surveying</i>	Jon Galane	Mountain West IRA
		Barry Beote	EverBank
<b>Affiliate Mentors:</b>		Brigid Miller	West Coast Insurance
<i>Edina McGuire</i>	<i>Sierra Pacific Mortgage</i>	Courtney O'Bannon	Scarr Insurance Group
<i>John Barie</i>	<i>JB Health and Life Solutions</i>	Joshua Lerette	Carrington Mortgage
<i>Melissa Rodgers</i>	<i>SEC Inspection/Pest Control</i>	Diana Schwarz	Fiduciary Funding
<i>Amber Petersen</i>	<i>LegalShield</i>	Jim Pello	Brightway Insurance
<i>Diana Harvey</i>	<i>DFC Designs</i>	Leonna Broussard	AFLAC
<i>Rick Haupricht</i>	<i>GreenLeaf Title</i>	David Michaelson	E Mortgage Management
		Andrew Disa	SavvyCard
<i>Penny Lee Todd</i>	<i>PennyRich Pool Service</i>	Kim Bauer	1-800-GOT-JUNK
<i>Brian Brown</i>	<i>Old Republic Home Warranty</i>	Joyce Smith	Somers Title
<i>Dylan Barrie</i>	<i>Rock's Moving Co.</i>	Sherry Keenan	Best View Photography
<i>Cindy Lukehart</i>	<i>MD Plus</i>	Simon Plumb	Currencies Direct
<i>Debbie Kampel</i>	<i>Wells Fargo</i>	Dr. Clark Walter	Hand & Foot Chiropractic
<i>Kristin Lacey</i>	<i>Keystone Painting</i>	Dave Foster	1031 Exchange Resource Group
<i>Debra Lee</i>	<i>Innovation Cabinetry</i>	Vanessa Verbosh	Raymond James Financial Services
<i>Michele Ondrey</i>	<i>National Heating &amp; Air</i>	Adrienne Prince	Uptown Title
<i>Lori Stuller</i>	<i>Stuller Drywall</i>	Rick Smith	All In the Family Home Inspection
<i>Susan Brown</i>	<i>S &amp; L Interiors</i>	Richard VanPeer	Walker Ford
<i>Leah Sovie</i>	<i>Bin There Dump That</i>	Betsy Braden	Colonial Mortgage Group
<i>Marc Walker</i>	<i>Waddell &amp; Reed</i>	Lynn Allison	Team Stapleton VanDyk Mortgage
<i>Tina Cahill</i>	<i>E Mortgage Management</i>	Brandon Rimes	The Real Estate Quarterback Show
<i>Sarah Hasch</i>	<i>First International Title</i>	Michelle Rothwell	Bay National Title
<i>Elena Reed</i>	<i>Third Federal Savings and Loan</i>	Brian Hiatt	SecurityNational Mortgage Co
<i>Deb Hicks</i>	<i>Suddath Relocation Systems</i>	Kelly Santos	SecurityNational Mortgage Co
<i>Ben Friedlander</i>	<i>Ben's Pens &amp; More</i>	Megan Galane	Mountain West IRA
<i>Scott Tennant</i>	<i>Access Reverse Mortgage</i>	Melissa Jayme	Hancock Bank
<i>David Vangsness</i>	<i>Buzzazz Internet Marketing</i>	Tom DeMint	GreenLeaf Title
<i>Julya Kemp</i>	<i>New Outlook Home Staging</i>	Karen Garris	Habitat for Humanity ReStore

Also in attendance were 6 guests.

**AGENDA ITEMS**

**1. Mission Statement**

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

### **3. Introductions: guests, new members, existing members**

- \$166 was raised for All Children's Hospital during introductions
- September's birthdays were acknowledged

### **4. Announcements**

- Major Sponsorships for 2015 are now available – see John-Paul if you're interested
- Help us promote the Wine & Food Festival on October 17 – everyone, not just members, are welcome
- The cut off for contributing a silent auction item for the Wine & Food Festival is October 3
- The Affiliate Wall has expanded – please do not rearrange the business cards
- Affiliate pins are available for \$20 – see John-Paul if you're interested
- Construction on the Executive Suites has begun – contact Evelyn if you're interested in leasing a space – [esatriano@tampabayrealtor.com](mailto:esatriano@tampabayrealtor.com) or 727-216-3016
- Spotlight Affiliates October:
  - Week of October 6 – Bin There Dump That and Colonial Mortgage Group
  - Week of October 13 – New Outlook Home Staging and East Lake Woodlands Country Club
  - Week of October 20 – GadgitKids and Brightway Insurance
  - Week of October 27 – Applied Technology Resources and Prime Protection

### **5. Topic: What if?**

- Our lives are consumed with “what ifs”
- What if you wake up tomorrow and every area of your life was transformed? What would be different? Happier? Healthier? More successful?
- What if we had no drama in our lives? What if we got rid of the negative people in our lives and surrounded ourselves with positive people?
- What if you stop justifying? You'll fill your life up with energy. You can connect with more people.
- Take the road to success – tomorrow is a brand new day, just think positive thoughts

**6. Affiliate's Presentations:** Bin There Dump That – Leah Sovie  
East Lake Woodlands Country Club – Maria Walkiewicz  
Applied Technology Resources – John Barcelo  
Waddell & Reed – Marc Walker

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

### **7. 2015-2016 Affiliate Directory**

The premium spots were raffled off:

Back Cover – SecurityNational Mortgage Co

Inside Back Cover – Sierra Pacific Mortgage

Inside Front Cover – Currencies Direct

### **8. Gift Bag Program – August**

Jon Galane, Linda Goldfarb, and Sara Biggs were randomly chosen to assemble and deliver gift bags for August's top agents on September 23 at 3:30 p.m.

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

- Robyn Fiel – Melissa Rodgers
- Penny Lee Todd – Denise Drews, Michelle Ondrey
- Debra Lee – Susan Brown
- Cindy Lukehart – Dan Brave, John Barcelo, Denise Drews, Francine Villa, Robyn Fiel
- John Barcelo – Brandon Rimes, Dave Foster, Tom DeMint, Dave Perkins, Norm Stepno

- Linda Goldfarb – Kadi Tubbs, Amanda Cole
- Amber Petersen – Laureen Lofgren, Annamarie Dotson
- Jim Pello – Bryan Bejar
- Jon Galane – Edina McGuire
- Sally Petersen – Gayle LaBonte, Debbie Kampel, Rick Haupricht

### **10. PRO Annual Meeting**

Affiliates chosen to attend the Annual Meeting are Diana Schwarz, Megan Galane, Fran Erdle, Dylan Barrie, Jon Galane, Elena Reed, Susan Brown, Diana Harvey, Penny Lee Todd, Simon Plumb, Deb Hicks, Rick Haupricht, Brian Hiatt, Joshua Lurette, Lynn Allison

### **11. Upcoming Events**

Sept 19 – PRO's Annual Business Meeting at PRO, 10:00 a.m. to 1:00 p.m.

Sept 23 – Consumer Title and Escrow Services' 'Sales Success and Rapid Rapport Building' at PRO, 9:00 a.m. to 11:00 a.m.

Sept 24 – Tampa Law Source's 'Coffee w/Counsel' at PRO, 10:00 a.m. to noon

Oct 8 – SavvyCard's 'Basic Training' at PRO, 10:30 a.m. for Affiliates and 1:30 p.m. for Realtors

Oct 9 – Exchange Resource Group's 'Intro to 1031 Exchanges' at PRO, 9:00 a.m. to noon

2 sponsors chosen to sponsor this event are Brighid Miller and Rick Haupricht

Oct 9 – Access Reverse Mortgage's 'HECM for Purchase' at the Palm Harbor Library, 1:30 p.m. to 3:30 p.m.

Oct 17 – 4<sup>th</sup> Annual Wine & Food Festival at PRO, 5:30 p.m. to 9:00 p.m.

Oct 20 – LSG Consulting Services' 'Masterminds for Realtors' at PRO, 8:45 a.m. to 10:15 a.m.

Oct 21 – Access Reverse Mortgage's 'HECM for Purchase' at the St. Pete Main Library, 1:30 p.m. to 3:30 p.m.

### **NEXT MEETING**

October 7 | 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/>