

Affiliate Business Partners Meeting #19 Minutes

Friday, October 9, 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 Synovus Mortgage
*Samantha McDermott IBERIABANK**
*Dylan Barrie Rock's Moving Co**
John Barcelo Applied Technology Resources/Valucentric
*Denise Drews American Bancshares Mortgage**
*Scott Tennant Access Reverse Mortgage**

NOT PRESENT:

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:

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

NOT PRESENT:

Nelson Garcia SunPoint Home Loans

REALTOR® Members:

Ben Friedlander Big Ben Realty
Cindy Lukehart Future Home Realty
Robert Earl KW St Pete Realty
Nicole Saunches Berkshire Hathaway
Colette Jansen Pyramid Realty
Kim Cooke Charles Rutenberg Realty
Charlene Charles Future Home Realty
Kathy Stange Keller Williams Realty
Christine Boise Charles Rutenberg Realty

Major Affiliate Sponsors:

Joyce Smith Somers Title
Joel Somers Somers Title
Melissa Rodgers SEC Inspection Services
Sonia Pfizenmaier Kron & West A/C
Pat Stobie Total Title Solutions
Paula Blanda Strategic Insurance Services
Wayne McKenney Fiduciary Funding
Diana Schwarz Fiduciary Funding
Megan Galane Mountain West IRA
Marilyn Corazza Coastal Property Services
Francine Villa American Bancshares Mortgage
Rick Moss Paddock's Coffee
Haley Murphy International Title Partners

Jerry Smith
Robin Emanuel
Dan Hagaman
Stuart Bromfield
Brandon Rimes
Rick Haupricht
Orlando Imai
Debbie Kampel
Dr. Clark Walters
Christian Rava
Shirley Guiducci
Dale Guiducci
Dave Foster
Elizabeth Madray
Brian Brown
Amber Petersen
Sally Petersen
Penny Lee Todd
Michelle Rothwell
Debra Lee
Frank Gemma
Tammy Leventis
Steve Cohn
Maria Walkiewicz
Abbie Lewin
John Ricker
Gideon Golden
April Kalapp
Jenna Staab
Bobby Callahan?
Sherry Keenan
Tracie Mayo
Keith Long
Kevin Giza
Barry Carroll
Diane
Nancy Alvallero
Josh Brown
Jay Marshall
Barbara Pailley
Irene Konowal
Kim Bauer
Deborah Iannuzzi
Hannah Gross
Tommy Conely
Mary Lehman
Greg Adams
Katrina Moyer
Josh Norris

A Snoop Inspection
Budget Self Storage
Hagaman Promotions & Awards
On Q Financial
The R.E. Quarterback Show
GreenLeaf Title
MetLife
Wells Fargo Short Sales
Hand & Foot Chiropractic
Stewart Title
ERA Credit Services
ERA Credit Services
Exchange Resource Group
LegalShield
Old Republic Home Protection
JDi Solutions Legal Shield
JDi Solutions Legal Shield
Family Connect Member
Columbus Capital Lending
Innovation Cabinetry
Caliber Home Loans
Mail Co
Commission Express
East Lake Woodlands C.C.
Tampa Bay Title
Baxter Title
Golden Construction Services
First American Title
Modern Old House Design
Insured Title Agency
Best View Photography
Movement Mortgage
WriterKeith
Paramount Mortgage
View360RealEstate
Expert Messenger
First American Title
AAA Insurance
House to Home Relocation
Oasis Outsourcing
Primerica
1-800-GOT-JUNK
Florida Sherriff's Youth Ranches
Guardian Restoration
Tommy Locksmith
Fidelity National Title
Genesis One Insurance
State Farm Bank
E Z Media Productions

Heather Joie
Amy Young

Rick's Home Theatre Store
Strategic Insurance Services

AFFILIATE MEMBERS continued:

Simon Plumb	Currencies Direct
Ben Friedlander	Ben's Pens & More
Robert Harris	Carrington Mortgage
Betsy Braden	Colonial Mortgage Group
Gina Couture	Mr. Rekey
Dan Hagaman	Hagaman Promotions & Awards
Mike Fiola	Q-Spect Home Inspections
Shannon Fiola	Q-Spect Home Inspections
Starr Armstrong	Five Starr Staging & Redesign
Josh Norris	EZ Media Productions

There were 9 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

\$1,846 was raised for All Children's Hospital

4. Announcements

- October 20 – two spots to speak at this meeting, email AffiliateChairman@gmail.com if you're interested
- There are only two major sponsorships slots remaining (that include a banner) for 2016, email ksonefeld@tampabayrealtor.com if you're interested
- All PRO events except the Wine & Food Festival are for MEMBERS ONLY
- October 16 – 5th Annual Wine & Food Festival – register on PinellasRealtor.org, purchase 50/50 raffle tickets now. Please help us promote the event. The Silent Auction is currently set up in the Lab
- If you have wine corks to spare, please drop them off at the front desk at PRO in John-Paul's name
- Please email kshotts@tampabayrealtor.com if you want to sponsor or play in PRO's Young Professionals Network's golf tournament on November 5
- Ronald McDonald House needs volunteers on October 24 for the Beats by the Bay event at Vinoy Park, email AffiliateChairman@gmail.com if you're interested. Shifts are 3pm to 7pm and 7pm to 11pm

5. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Kathy Stange shared:
 - 5160 Pelican Bay Plaza in Gulfport, 4/4, \$799,000
 - 200 Alora St NE in St Petersburg, 3/3, \$765,000
- Christine Boise shared:
 - 501 Bamboo Ct in Tarpon Springs, 3/2, \$215,000
- Ben Friedlander shared:
 - 2611 Park St N in St Petersburg, 2/2, \$215,000
 - 2773 63rd Ave S in St Petersburg, 3/2, \$199,000
 - 2700 63rd Ave S in St Petersburg, 3/2, \$204,000
- Kim Cooke shared:
 - 4941 Cardinal Trail in Palm Harbor, 4/3, \$262,900

863 Keene Rd in Largo, 3/2½, \$182,900 – open house this Saturday from 1pm to 4pm

- Robert Earl has 46 listings in the Charlottesville area including a 583 acre farm, and is looking to get connected with real estate professionals in this area
- Collette Jansen shared:
7870 Oliver Rd in Seminole, 4/2½, \$545,000, \$60 annual HOA fee, open house this Saturday from 11am to 1pm
- Charlene Charles shared:
8016 Sylvan in Hudson, 3/2, \$179,000, \$260 annual HOA fee, open house this Saturday and Sunday from 1pm to 4pm
- Nicole Saunches has a client that wants properties that have unrepaired sinkholes
- Brandon Rimes shared:
215 12th Ave NE, 2/2, \$324,900
19451 Gulf Blvd #803 in Indian Shores, 2/2, \$369,000, \$468/HOA
7514 Gardner Rd in Tampa, 3 parcels, 27 acres, \$2 million
8303 Box Wood Dr in Tampa, 4/2, \$220,000

6. 2015 Affiliate Expo & Fall Festival

The Affiliates selected for a table at this event are:

1. Primerica – Irene Konowal
2. A Snoop Inspection – Jerry Smith
3. Columbus Capital Lending – Michelle Rothwell
4. Strategic Insurance Services – Amy Young
5. Wells Fargo - Debbie Kampel
6. Jenna Stabb – Modern Old House Design Co
7. Mail Co – Tammy Leventis
8. First American Title – April Kalapp
9. Waddell & Reed – Marc Walker
10. Genesis One – Greg Adams
11. Paramount Movement – Kevin Giza
12. Caliber Home Loans – Frank Gemma
13. AAA Insurance – Josh Brown
14. Colonial Mortgage Group – Betsy Braden
15. JB Health & Life Solutions – John Barie
16. Commission Express – Steve Cohn
17. View360RealEstate – Barry Carroll
18. 1-800-GOT-JUNK – Kim Bauer
19. Mr. Rekey – Gina Couture
20. West Coast Insurance – Jeff Jannazo
21. MetLife – Orlando Imai
22. Exchange Resource Group – Dave Foster
23. Budget Self Storage – Robin Emanuel
24. GreenLeaf Title – Rick Haupricht
25. American Bancshares Mortgage – Edina McGuire
26. Veterans Post – Ron
27. Kron & West – Sonia Pfizenmaier
28. Movement Mortgage – Traci
29. Fiduciary Funding – Wayne McKenney
30. Q-Spect – Mike Fiola
31. Oasis Outsourcing – Barbara Pailley
32. WriterKeith – Keith Long
33. Ben's Pens & More – Ben Friedlander
34. Suddath Relocation Systems – Deb Hicks
35. SEC Inspection Services – Melissa Rodgers
36. Tampa Bay Title – Abbie Lewin
37. Carrington Mortgage – Robert Harris
38. DR Horton

39. Old Republic Home Protection – Brian Brown
40. Baxter Title – John Ricker
41. JDi Solutions Legal Shield – Amber Petersen

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

- Denise Drews – Zac Hickey
- Paula Blanda - Robert Earl, PRO, Waterstone Mortgage, Barbara Pailley, Hannah Gross, Amber Petersen
- Pat Stobie – Kim Cooke, John-Paul Mario, PRO staff
- Melissa Rodgers – Amy Young, Rick Haupricht, Pat Stobie, Debbie Kampel, Denise Drews
- Dan Hagaman – John Ricker, Karissa Letchworth, Dr. Clark Walters, Haley Murphy
- Orlando Imai – Richard Pollard
- Deb Hicks – Hannah Peters, Ian Bates, Dylan Barrie
- Samantha McDermott – GreenLeaf Title, Expert Messenger, Scott Tennant, Diana Schwarz
- Tommy Conely – SavvyCard
- John-Paul read a thank you card from Mindy Rovillo, 2016 Chair of the Board, thanking Affiliates for their support of the association and sponsoring the Installation; a thank you card from an Affiliate thanking John-Paul for keeping the program professional

Upcoming Events

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

Oct. 16: 5th Annual Wine & Food Festival at PRO, 5:30pm to 9:00pm

Oct. 19: LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay' at PRO, 8:45am to 10:15am

Oct. 20: John Barie's 'Historic Preservation for Realtors' at the St Pete Main Library, 1:30pm to 3:30pm

POSSIBLE: Oct. 20: PRO Connect at Red Mesa Cantina, 5:30pm to 7pm, Michelle Rothwell hosting (they are renovating and it might be cancelled)

Oct. 21: SEC Inspection Services and Strategic Insurance Services' 'Insurance and Home Inspection 101' at PRO, 10am to noon

Oct. 22: Brian Heckman's 'Offer Accepted' at PRO, 9:30am to 11:30am, and 'Convert Prospects to Clients to Referrals' at PRO, 1pm to 3pm

Oct. 22: John Barie's 'Historic Preservation for Realtors' at the Palm Harbor Library, 1:30pm to 3:30pm

Oct. 23: Fidelity National Title's 'CFPB Realtor Readiness' at PRO, noon to 1:00pm

Affiliate Spotlight in October:

Week of Oct. 5: Innovation Cabinetry and ERA Credit Services

Week of Oct. 12: Sawgrass Real Estate Academy and 360 Tour Vision

Week of Oct. 19: Hagaman Promotions and Awards and MetLife

Week of Oct. 26: Colonial Mortgage Group and Brightway Insurance

NEXT MEETING

Tuesday, October 20 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/>