

Affiliate Business Partners Meeting #21 Minutes  
Friday, December 2, 2016 | 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  
Dylan Barrie Rock's Moving Co\*  
Pat Stobie Total Title Solutions\*  
John Barcelo Valucentric  
Marc Walker Waddell & Reed

**NOT PRESENT:**

Scott Tennant Access Reverse Mortgage\*

**Ambassador Mentors:**

John Barie Classic Design Associates\*

**Affiliate Mentors:**

Deb Hicks Suddath Relocation Systems\*

**NOT PRESENT:**

Laura Vetter Home Warranty of America  
Nelson Garcia SunPoint Home Loans  
Stephanie Stephens Total Title Solutions\*

**REALTOR® Members:**

Annalisa Weller Coastal Christie's  
Lamar Wright Plumlee Gulf Beach  
Bozena Pniewski Keller Williams  
April Gayle Gausman Global Lifestyle  
Andrew Cabot Holland Associates  
Leonna Broussard RMS Elite Properties

**Major Affiliate Sponsors:**

Francine Villa American Bancshares Mortgage  
Laureen Lofgren IBERIABANK  
Joanna Furuglyas Peace of Mind Home Inspections  
Paul Koch Sapphire Title & Escrow

**Affiliate Members:**

Laurie Lupke 2-10 Home Warranty  
Jerome Fine Photos By Fine  
Tamatha Spangler Currencies Direct  
Paula Blanda Solutions Insurance  
Kim Bauer 1-800-GOT-JUNK  
Dan Hagaman Hagaman Promotions and Awards  
Brian Brown Old Republic Home Protection  
Trevor Smith Sindeo  
Will Fallon First Class Moving  
Penny Lee Todd Butterfly Connections  
Elizabeth Madray LegalShield  
Debbie Kampel Wells Fargo Short Sales  
Mike Kennedy Triple T Defense  
Lauren Misa First International Title  
Deborah Thomas Habitat for Humanity ReStore  
Merrilee Kittelstad Levin Financial  
Donna Powell Pillar to Post  
April Kalapp First American Title  
Sally Petersen JDI LegalShield  
Orlando Imai Allstate  
Pat Smoot Professional Mortgage Alliance  
Phil Grinstead First Class Moving  
Mike Lesyshyn Savvy Health  
Danielle Kirschbaum United Title Affiliates  
Keith Long Journalist on Call  
Heather Joie Rick's Home Theatre Store  
Rick Haupricht GreenLeaf Title  
Megan Willoughby GreenLeaf Title  
Angelina Godfrey Doug Mayer Agency  
Anachemy Middleton Exchange Resource Group  
Alexis Barcelo Valuecentric  
Tina Darling Innovative Agent Services  
Amber Petersen JDI LegalShield  
Jeannine Smith Commerce Home Mortgage  
Trisha Murphy Nations Title Agency

There were 5 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
- \$832 was raised for All Children's Hospital*

### 3. Announcements

- Please bring in unwrapped toys and gifts for children of all ages between today and December 16 – these will be donated to All Children's Hospital for Christmas
- Membership dues are due on January 3 by 4:30 p.m. If you do not pay by this date, you will not be listed in the 2017 printed Affiliate Directory
- Affiliate Directory – ads are on sale, but must be paid for and submitted by December 14 – contact Kim – [ksimmons@tampabayrealtor.com](mailto:ksimmons@tampabayrealtor.com)
- 2017 Affiliate Procedures & Guidelines will be available after the first of the new year and changes will be reviewed at the January 6 meeting
- Christmas Luncheon & Installation of Board and Mentors – December 16 – you must RSVP if you want to attend
- Major Sponsorships for 2017 are still available – 1 Platinum, 3 Diamond, and 2 Emerald/Ruby remain – contact Kim – [ksimmons@tampabayrealtor.com](mailto:ksimmons@tampabayrealtor.com)

### 4. "2016 Comes to an End"

- Affiliates responded to "What have you gotten out of being a PRO member?"
  - \*It feels like I'm coming home when I pull into the parking lot. It's nice to be around people you trust.*
  - \*I have quality relationships with lots of members and I try to connect people. Volunteering in the kitchen is a great way to develop relationships and meet new Affiliates.*
  - \*It's like Thanksgiving every meeting*
  - \*I feel appreciative of being a member*
  - \*Friendships I've developed*
  - \*The quality relationships I've built over the years*
  - \*Immediate relationship building – the power of speaking at an Affiliate meeting*
  - \*Connecting with your competition – you can refer business to each other, we are all in this together*
  - \*I've gained confidence in my ability as a Realtor*
  - \*I was afraid of public speaking but it's easier for me now thanks to the Affiliate program*
  - \*I've grown personally and professionally by being a member*
  - \*Knowing that I am affiliated with the best organization*

### 5. 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 in Indian Shores, 2/2, \$389,973, \$486 HOA
- Annalisa Weller 727-804-6566 shared:  
539 Baywood Dr S in Dunedin, 4/3, \$950,000
- Lamar Wright 727-480-5407 shared:  
97 The Cove Way in Indian Rocks Beach, 3/3, \$569,000, \$1,045/quarter HOA
- Bozena 727-744-4729 shared:  
130 20<sup>th</sup> Ave N in St Pete, 2/1, \$380,000, open house this Sunday from 1pm to 3pm

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

- Kim Bauer – Debbie Thomas, Robin Emanuel, John-Paul Mario

- Paula Blanda – Melissa Ems, Tara Tagliarino, Casey Willette, Jeannine Smith, TD Bank, Wells Fargo, Scott Pendleton, Oscar Cuervo, Steve Cohn, Joanna Furuglyas
- Dan Hagaman – Orlando Imai
- Dylan Barrie – Katie Shotts, Katrina Grenon, John Barie, Joanna Furuglyas
- Robyn Fiel – Trevor Smith
- Deb Hicks – Hannah Peters, Kim Bauer, Dylan Barrie, Debbie Thomas, Amber Petersen, John-Paul Mario, Affiliate Board, Will Fallon
- Pat Stobie – everyone who sent business to Total Title Solutions this year
- Amber Petersen – Deb Hicks, Lauren Misa, Laurie Lupke
- John-Paul Mario – Dylan Barrie

### **Affiliate Spotlight in January**

Week of Jan 2: La Maison Title and Service First Mortgage

Week of Jan 9: JB Health Care Solutions and Mr. Rekey

Week of Jan 16: Fidelity National Title Group and Wallace Welch & Willingham

Week of Jan 23: 1-800-GOT-JUNK and Strategic Insurance Services

Week of Jan 30: Best View Photography and Suddath Relocation Systems

### **Upcoming Events**

Dec 14 – SavvyCard’s ‘Basic Training for Realtors’ at PRO, 2:30 p.m. to 3:30 p.m.

Dec 16 – Affiliate Christmas Luncheon & Installation of 2017 Board at PRO, 11:30 a.m. to 2:00 p.m.

Dec 19 – LSG Consulting Services’ ‘Real Estate Mastermind Group of Tampa Bay’ at PRO, 8:45 a.m. to 10:15 a.m.

Dec 20 – The Heckman Group’s ‘Marketing to Millennials’ at PRO, 10:00 a.m. to noon

Dec 20 – PRO Connect at Red Mesa Cantina, 5:30 p.m. to 7:00 p.m., Katrina Grenon with Stewart Title hosting