

## Affiliate Business Partners Meeting #23 Minutes

Tuesday, December 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:**

Robyn Fiel	Republic Mortgage	Carla Bristol?	Gallerie 909
Francine Villa	Sierra Pacific Mortgage	Ernesto Travieso	MidFlorida Credit Union
John Barcelo	Applied Technology Resources	Sonia Pfizenmaier	Kron & West A/C
Denise Drews	Sierra Pacific Mortgage	Alexandria Bystrycki	Coast to Coast Title & Escrow
Gayle LaBonte	Consumer Title and Escrow Services	Thomas Murray	EDGE of 9
Linda Goldfarb	LSG Consulting Services	Leona Broussard	AFLAC

#### **NOT PRESENT:**

George Martin	Bullseye Surveying	Michael Luce	Rising Point Solutions
Brian Chase	Tampa Law Source	Steve Cohn	Commission Express

#### **2015 Affiliate Directors:**

Scott Tennant	Access Reverse Mortgage	Brighid Miller	West Coast Insurance
Samantha McDermott	Florida Bank	Joel Morris	Somers Title
Dylan Barrie	Rock's Moving Co	Julya Kemp	New Outlook Home Staging

#### **Affiliate Mentors:**

Edina McGuire	Sierra Pacific Mortgage	Pat Stobie	Total Title Solutions
Amber Petersen	LegalShield	Joyce Smith	Somers Title
Rick Haupricht	GreenLeaf Title	Nicholas Rosado	mid-blink LLC
Melissa Rodgers	SEC Inspection/Pest Control	Megan Galane	Mountain West IRA
Diana Harvey	Southland Mortgage	Michelle Rothwell	GreenLeaf Title
John Barie	JB Health and Life Solutions	Ken Jones	Wallace Welch & Willingham Ins.

#### **2015 Affiliate Mentors:**

Laureen Lofgren	Florida Bank	Audra Snyder	Hughes Exterminators
Deb Hicks	Suddath Relocation Systems	Elizabeth Madray	LegalShield
Nelson Garcia	Sierra Pacific Mortgage	Mary Lobdell	A Buyer's Choice Home Inspection
Marc Walker	Waddell & Reed (not present)	Heather Joie	Rick's Home Theatre Store

Brian Brown	Old Republic Home Warranty	Hannah Peters	Smart Move Moving & Storage
Barry Beote	EverBank	Cathy Blackburn	Blackburn Law Firm
Sally Petersen	LegalShield	David Nixon	Currencies Direct
Katherine Luke	Sierra Pacific Mortgage	Dr. Clark Walters	Hand & Foot Chiropractic
Maryellen Crowder	MD Plus Telemedicine	Christian Rava	Stewart Title
Frank Gemma	Caliber Home Loans	Gina Couture	Mr. Rekey
Sonja Jovetic	Total Title Solutions	Courtney O'Bannon	Scarr Insurance Group
Pat Smoot	SecurityNational Mortgage Co	Debra Lee	Innovation Cabinetry
Jay Marshall	House to Home Relocation	Michael Ludwig	Strategic Insurance Services
Kim Bauer	1-800-GOT-JUNK	Maria Walkiewicz	East Lake Woodlands C.C.
Laura Vetter	Home Warranty of America	Dan Brave	Carpet Docs/Expert Mold Test
		Dave Foster	Exchange Resource Group
		Jay Smith	A Snoop Inspection
		Bob Elmore	Evermore Income
		Penny Lee Todd	Penny Rich Pool Services
		Tab Brown	Storm Fitters

Also in attendance were 4 guests.

### AGENDA ITEMS

#### 1. Mission Statement

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

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

- \$240 was raised for All Children's Hospital during introductions
- November and December's birthdays were acknowledged

### **4. Announcements/Reminders**

- Affiliate Directory ads and balances are due tomorrow, December 17
- Affiliate pins are available for \$20 – see John-Paul if you're interested
- Construction on the Executive Suites is wrapping up – contact Evelyn if you're interested in leasing a space – [esatriano@tampabayrealtor.com](mailto:esatriano@tampabayrealtor.com) or 727-216-3016
- Thank you to all major sponsors of 2014 – most are renewing for 2015
- The first meeting of the year (January 6) will NOT be a Marketing Session. The next Orientation is January 20.
- Replacement Affiliate name badges will cost \$15, effective immediately
- If you are owed a check for a referral, it will be mailed to you soon. The \$25 referral program will cease to exist effective immediately.
- John-Paul will update off-site Affiliate Walls
- John-Paul Mario, David Bennett, Jo-Ann Sloan, Denise Drews, Michael Ludwig, Pat Smoot, Debbie Kampel, and Gayle LaBonte were chosen for Wonderland at All Children's Hospital on December 22
- John-Paul Mario, David Bennett, Diana Schwarz, and Sonja Jovetic were chosen to serve food at All Children's Hospital on December 25

### **5. Topic: Business Accomplishments in 2014**

- When you set goals, you have to ask yourself what you did wrong the previous year
- Have you met your goals?
- What was your energy level?
- Did you provide good service?
- You must review your goals each month
- 7,934 possible connections in 2014 at PRO
- Commit yourself to success and utilizing the Affiliate Program to its full potential

**6. Affiliate's Presentations:** Scott Tennant – Access Reverse Mortgage  
Email John-Paul ([johnpaulasid@gmail.com](mailto:johnpaulasid@gmail.com)) to sign up to speak at a future meeting.

### **7. Affiliate Membership for 2015**

2015 membership dues are due by 4:30 p.m. on January 2, 2015. You will not appear in the 2015 Affiliate Directory unless you pay by the due date and time. Invoices were emailed to all Affiliate members in November.

### **8. 2015 Affiliate Code of Ethics**

A Code of Ethics have been adopted, effective January 1, 2015. All members must adhere to them. Complaints against other members must be officially report to the Affiliate Board. All questions must be directed to [AffiliateChairman@gmail.com](mailto:AffiliateChairman@gmail.com)

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

- John-Paul Mario – Dylan Barrie
- Pat Smoot – Lauren Lofgren, Brandon Rimes, Samantha McDermott
- Kim Bauer – John Barie
- Audra Snyder – Jeffrey Jones, David Anderson, Mark Born
- Bob Elmore – Mary Lehman, Penny Lee Todd
- Robyn Fiel – Denise Drews

- Dylan Barrie – Laureen Lofgren, Christal Kotchman
- Penny Lee Todd – Bob Elmore
- Amber Petersen – Melissa Rodgers
- Maria Walkiewicz – Kim Patterson
- John Barcelo – Rick Haupricht, Diana Harvey, Brian Chase
- John Barie – John-Paul Mario, Affiliates he has helped with health insurance, Cam Carlin, Brighid Miller, Abbie Lewin, Brian Brown, Tracy Baer, Laureen Lofgren, Tab Brown, Rick Haupricht, Linda Goldfarb, Robyn Fiel
- Jay Smith – Dave Foster
- Deb Hicks – John-Paul Mario, Hannah Peters
- Tab Brown – Leon Sarkisian, Brandon Rimes, Brighid Miller, David Bennett
- John-Paul read an email from a Realtor who sold a property from showing it at a Marketing Session, and a thank you letter from All Children's Hospital

### **10. Upcoming Events**

Dec 16 – PRO Connect at Red Mesa Cantina, Erika Sheldahl hosting

Dec 17 – PIC's 'International Marketing Session' at PRO, 3pm to 4:30pm

Dec 19 – Christmas/Holiday Luncheon and Installation at PRO

Dec 22 – Brian Heckman's 'Communication and Follow Up Plan' class at PRO 10am to noon

### **NEXT MEETING**

January 6, 2015 | 10:30 a.m. to noon | PRO – 4590 Ulmerton Rd. in Clearwater.

Affiliate Orientation will NOT be held that day. 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/>