

Affiliate Business Partners Meeting #9 Minutes
Tuesday, May 17 | 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*
Dylan Barrie Rock's Moving Co*
Robyn Fiel Synovus Mortgage
Scott Tennant The Heckman Group*
Pat Stobie Total Title Solutions*
John Barcelo Valucentric
Marc Walker Waddell & Reed

Ambassador Mentors:

John Barie Classic Design Associates*
Edina McGuire American Bancshares Mortgage*

Affiliate Mentors:

Laura Vetter Home Warranty of America
Stephanie Stephens Sapphire Title & Escrow Services*
Deb Hicks Suddath Relocation Systems*
Nelson Garcia SunPoint Home Loans

REALTOR® Members:

Xina Rim Charles Rutenberg Realty
Dawn Lazzaro Coastal Properties Group
Martha Matthews Vasquez Coastal Properties Group
Melissa Honeycutt Coldwell Banker Residential
Bridget Cortes Engel & Volkers
Andrew Cabot Holland Associates
Louise Ash KW Gulfside Realty
Minh Ho KW Realty Suncoast
Ryan Harthan New Western Acquisitions
Leisa Erickson RE/MAX Metro
Matt Erickson RE/MAX Metro

Major Affiliate Sponsors:

Mac Tennant Access Reverse Mortgage
Francine Villa American Bancshares Mortgage
Marilyn Corazza Coastal Property Services
Barry Beote IBERIABANK
Laureen Lofgren IBERIABANK
Julya Kemp New Outlook Home Staging
Joanna Furuglyas Peace of Mind Home Inspections
Marshall Shepherd RE Home Photography
Paula Blanda Strategic Insurance Services

Other Affiliate Members:

Maria Walkiewicz East Lake Woodlands County Club
Megan Galane Mountain West IRA
Joyce Smith Somers Title
Ray Rau VanDyk Mortgage
Larry Chapman Crown Eurocars
John Ricker Baxter Title
Dan Hagaman Hagaman Promotions & Awards
Penny Lee Todd Butterfly Connections
Tommy Conely Tommy Locksmith
Christian Rava Stewart Title
Mary Lobdell A Buyer's Choice Home Inspection
Rick Haupricht GreenLeaf Title
Sally Petersen JDi Solutions Legal Shield
Amber Petersen JDi Solutions Legal Shield
Brian Brown Old Republic Home Protection
Darien Goodloe Central Bank
Heather Joie Rick's Home Theatre Store
Sarah Hasch Equity National Title
Debra Lee Innovation Cabinetry
Neil Wicks Regal Home Inspection
Joel Morris Somers Title
Jessica Bordner VanDyk Mortgage
Ken Jones Wallace Welch & Willingham Ins
Keith Long Journalist
Heather Kuck Spot on Pinellas Home Inspection
Kerry Kuck Spot on Pinellas Home Inspection
Dustie Amatangelo Florida Building Inspection Group
Elizabeth Madray LegalShield
Kim Bauer 1-800-GOT-JUNK
Gregg Murray Magic Mortgage USA
Eric Spicher Freedom Mortgage
Lisa Dunn Title Security
Bob Kane Cross Country Mortgage
Jerry Smith A Snoop Inspection
Sherry Keenan Best View Photography
Enrique Iglesias AFLAC
Janice Goodall Melissa Ems Insurance

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
- \$400 was raised for All Children's Hospital*

4. Announcements

- John-Paul will be on vacation May 28 – June 6, a celebration of his birthday will take place on May 27 at the Around the Table meeting
- Affiliates in the Spotlight – don't block the mission statement plaque
- PRO Connect is tonight at Red Mesa Cantina
- Wine & Food Festival is October 14 – 50/50 raffle tickets are on sale
- The Pre-4th-of-July Celebration will happen at PRO on June 30 from 11:00 a.m. to 3:00 p.m. – one Realtor who attends will win their 2017 membership dues. On May 27 we will raffle off sponsorship slots for this event
- There are two spots for presentations at the next Affiliate meeting – May 27 – email AffiliateChairman@gmail.com by Monday if you are interested in speaking

5. Recognitions

- Xina Rim was recognized for her sales achievement – she received a bottle of wine and a \$100 gift card

6. Marketing Session (Pitch)

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Melissa Honeycutt 210-913-0710 shared:
709 45th St E in Palmetto, part of a duplex, 2/2, \$85,000
- Martha Matthews Vasquez shared:
3200 Cove Cay Dr #1G in Clearwater, 3/2, \$145,000, \$340/mo HOA
2173 Trevor Rd in Palm Harbor, 3 bedroom, taking back-up offers
- Louise Ash 727-314-1225 shared:
3052 7th Ave N in St Pete, 4/3, \$489,000
- Leisa Erickson 727-308-1154 shared:
Domain Homes – new construction, 2 homes left in a development in Seminole
Domain Homes – new construction, 28 homes throughout St Pete
- Brigid Cortez 813-404-3847 shared:
223 Island Way in Clearwater Beach, 11 condo units remain starting at \$350,000, 2/2, \$332/mo HOA
399 2nd St in Indian Rocks Beach, condos next to the Holiday Inn and new waterpark, 2/2, ribbon cutting tomorrow, 100 units, \$696/mo HOA, \$350,000+

7. Let's Have a Little Fun

- 6 Realtors participated in a trivia game about PRO and the real estate industry – prizes were awarded, Xina Rim won her 2017 membership dues

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

- Dylan Barrie – Smart Move Moving and Storage, Scott Tennant, Rick Shook, Marcus Eddy, Kerry Welker, Diane Partelo, Stephanie Stephens, Sherry Hudson, Matt Erickson, Leisa Erickson
- Mac Tennant – Dylan Barrie
- Paula Blanda – Fiduciary Funding, Barb, Abbie Lewin, Barry Beote, Enrique Iglesias, Megan Galane, Gregg Murray, Francine Villa, Oscar Cuervo, Jeb Boulware, Melissa Menikheim, Jerry Smith, Amber Petersen, Sally Petersen
- Robyn Fiel – Casey Cane
- Kim Bauer – Marilyn Corazza, Deb Hicks
- Pat Stobie – Denise Drews

- Deb Hicks – Stephanie Stephens, Smart Move Moving & Storage, Dylan Barrie
- Nelson Garcia – Jerry Smith, Deb Hicks
- Brian Brown – Rick Haupricht, Denise Drews, Pat Stobie
- Stephanie Stephens – Edina McGuire, Denise Drews, John Barcelo, Wydel Simmons, Paula Blanda
- Elizabeth Madray – Megan Galane, Jessica Bordner
- Megan Galane – Paula Blanda, Melissa Menikheim, Abbie Lewin

Upcoming Events

Tue. May 17 – PRO Connect at Red Mesa Cantina – Kira Doyle hosting

Wed. May 18 – SEC Inspection and Strategic Insurance Services' 'Insurance and Home Inspection 101' at PRO from 1pm to 3pm

Wed. May 18 – PIC's 'International Marketing Session' at PRO from 3pm to 4:30pm

Tue. May 24 – The Heckman Group's 'The Turn – 90 Day Business Plan' at PRO from 10am to noon – one sponsor chosen is Joanna Furuglyas with Peace of Mind Home Inspections

Thurs. May 26 – Sapphire Title & Escrow's 'Real Property and Guardianships' at PRO from 9am to 10:30am

NEXT MEETING

Friday, May 27 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

Orientation will be held that day at 9:00 a.m. Please attend if you haven't attended one yet.

Around the Table will follow the meeting. John-Paul's birthday will be celebrated during that meeting. If you'd like to attend please RSVP to AffiliateChairman@gmail.com

The 2016 Affiliate Meeting schedule is located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>