

Affiliate Business Partners Meeting #10 Minutes  
Tuesday, May 23 | 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:**

Denise Drews	American Bancshares Mortgage*
April Kalapp	First American Title
Melissa Ems	Melissa Ems Insurance*
Dylan Barrie	Rock's Moving Co*
Trevor Smith	The Heckman Group*
Pat Stobie	Total Title Solutions*

**NOT PRESENT:**

Samantha McDermott, Secretary	IBERIABANK*
John Barcelo	Valucentric

**Ambassador Mentor:**

Deb Hicks	Suddath Global Moving Services*
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**Affiliate Mentors:**

Kim Bauer	1-800-GOT-JUNK*
Laura Vetter	Home Warranty of America*

**NOT PRESENT:**

Stephanie Stephens	Total Title Solutions*
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**Major Affiliate Sponsors:**

Laura Tennant	Access Reverse Mortgage
Pam Tennant	Access Reverse Mortgage
Francine Villa	American Bancshares Mortgage
Frank Gemma	Caliber Home Loans
Will Fallon	First Class Moving
Laureen Lofgren	IBERIABANK
Danielle Kirschbaum	International Title Partners
Amber Petersen	JDi Solutions – Legal Shield
Sally Petersen	JDi Solutions – Legal Shield
Janice Goodall	Melissa Ems Insurance
Jonathan Palma	Palma Law Group, P.A.
Robin Emanuel	Peace of Mind Home Inspections
Jude Davis	Powur
Jeff Beerbohm	Total Title Solutions

**Affiliate Members:**

Paula Blanda	Solutions Insurance
Beth Warren	Redefined Living
Michelle Lewis	Movement Mortgage
Donna Powell	Pillar to Post Home Inspection
Christine Wastick	Affordable Lock & Security
Pat Smoot	PMA Reverse
Susan Brown	S & L Interiors
Elizabeth Madray	LegalShield
Kierslyn Kujawa	SunPoint Home Loans
Ben Sommers	Title Resource Guaranty

**Affiliate Members cont:**

Kathleen Hall	Kathleen Hall Photography
Seth Robbins	1 <sup>st</sup> Bank Financial Centre
Megan Willoughby	GreenLeaf Title
Rick Haupricht	GreenLeaf Title
Robyn Fiel	Synovus Mortgage
Michelle Rothwell	Your Mortgage Source
Jason Keen	Keen Inspections
Lindsay Boswell	Wells Fargo Home Mortgage
Adam Ellis	Bank of the Ozarks
Alexandria Fitzhugh	Suntrust Mortgage
Debra Lee	Innovation Cabinetry
Rich Mowles	Coast to Coast Title
Ray Williams	Security National Mortgage
Michael Williams	Security National Mortgage
Sonia Pfizenmaier	Kron & West A/C
Julie Jenkins	New Outlook Home Staging
Vladimir Larivaud	Title & Abstract Agency
Tamarin Moulton	Parish Insurance Agency
Angelina Godfrey	Doug Mayer Insurance Agency
Dennis Casanova	Gulfside Windows Doors & More
Leo Alabovitz	Gulfside Windows Doors & More
Jason Jackson	Gulfside Windows Doors & More
Katrina Grenon	Stewart Title
Inge Boulogne	Your Mortgage Source
Bud Elias	Advantage Group
Angela Paye	Sapphire Title & Escrow
Megan Galane	Mountain West IRA
Trisha Murphy	Nations Title Agency
Gregg Murray	Magic Mortgage USA
Kathleen Hall	Kathleen Hall Photography
Andrew Graziani	Moneycorp
Brian Brown	Old Republic Home Protection
Brandon Livingston	Coast to Coast Title & Escrow
Lisa Scheuermann	Sir Speedy St. Pete
Heather Zima	Champions Mortgage
Ashley Jackson	The Salvation Army
Abbie Sasser	Tampa Bay Title
John Barie	John Barie Design
Audra Snyder	Hughes Exterminators
Laurie Lupke	2-10 Home Buyers Warranty
Donna Moore	High Tech Lending
Joyce Smith	Somers Title Co.
Nate Cocco	State Farm

There were 3 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

*\$275 was raised for Johns Hopkins All Children's Hospital, and \$2,400 in 50/50 tickets were sold*

### **3. Announcements**

- May birthdays were recognized
- PRO is closed Monday, May 29
- The Affiliate Board will not have a social in the north part of the county this year
- Affiliate of the Month – nominees must be active with PRO and have a positive attitude – you may not nominate a Board Member, Ambassador Mentor, or Mentor
- 542 connections were made in May to date – 3,578 so far this year, an average of 715 per month

### **4. 7<sup>th</sup> Annual Wine & Food Festival**

- Friday, October 13, 2017
- Silent auction items are needed for this – please ask companies that you regularly do business with to donate a gift certification, gift basket, etc.
- 50/50 raffle – buy one book of 10 tickets for \$90 or one ticket for \$10
- Major event sponsorships are still available
- If you have already paid to sponsor (\$250), you may upgrade for additional benefits
- Kim will email all Affiliates the WFF Major Sponsorship information
- To upgrade or become a sponsor, a 50% deposit is due immediately, the balance will be due September 13

### **5. PRO Connect social – “Understanding Networking”**

- Networking is connecting
- Networking creates a power that leads to a richer, fuller personal and professional life
- Networking is creating relationships
- You attend the PRO Connect to network – not to text, talk on the phone, or sit at the bar
- Referrals generate 80% more business than cold calls
- 70% of all jobs are found through networking
- Most people you meet have an average of 250 contacts
- Anyone you may want to meet or contact is only four or five people away from you

### **6. Pre-4<sup>th</sup>-of-July Celebration**

- Friday, June 30, 11:00 a.m. to 3:00 p.m.
- All members may attend the event
- 6 sponsors chosen were:
  - Christine Washick – Affordable Lock & Security
  - Kathleen Hall – Kathleen Hall Photography
  - Frank Gemma – Caliber Home Loans
  - Rick Haupricht – GreenLeaf Title
  - Beth Warren – Redefined Living
  - Lisa Scheuermann – Sir Speedy
- Kim will email sponsors a link to pay online (\$60)

### **7. Affiliate Feedback Presentations – “Connecting with Others”**

- These two Affiliates were tasked with meeting to get to know each other:
  - Danielle Kirschbaum – International Title Partners

Jonathan Palma – Palma Law Group, P.A.

- They both reported that they would do business with each other

#### **8. Affiliate Presentations**

- Kim Bauer – 1-800-GOT-JUNK
- Megan Galane – Mountain West IRA
- Trisha Murphy – Nations Title Agency

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

- Beth Warren – Dylan Barrie, Deb Hicks
- Janice Goodall – Darien Goodloe, Envoy Mortgage, Seth Robbins, Trevor Smith, Torrie Jasuwan, Robyn Fiel, Dylan Barrie
- Robin Emanuel – Melissa Ems, Frank Gemma, two Realtors
- Ashley Jackson – Chris Shinham, Deb Hicks, Dylan Barrie, Seth Robbins, Kim Bauer
- Paula Blanda – Jeff Beerbohm, Brian Brown, Adam Ellis, Tammy Kulakowski, Jay Smith, Movement Mortgage, Lindsay Boswell, VanDyk Mortgage, Peace of Mind Home Inspections
- Abbie Sasser – Megan Galane
- Amber Petersen – Rick Haupricht
- Laura Tennant – Coast to Coast Title
- Deb Hicks – Beth Warren, Mr. Mover, Trisha Murphy, Ashley Jackson, Kim Bauer, Hannah Peters
- Megan Galane – Abbie Sasser
- Dylan Barrie – Janice Goodall, Beth Warren, Phil Grinstead, Chris Shinham, Will Fallon, Kira Doyle, Trevor Smith
- Trisha Murphy – Deb Hicks, Dan Hagaman
- Elizabeth Madray – Megan Galane, Deb Hicks, Anita Fabrizio

#### **Upcoming Events**

Thurs. June 1 – PIC's 'CIPS Course: The Americas and International Real Estate', 8:30am to 5pm, 2 sponsors chosen were Brandon Livingston and John Barie

Wed. June 14 – SavvyCard's 'Basic Training for Realtors' 2:30pm to 3:30pm

#### **NEXT MEETING**

Friday, June 16 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

This is also a Marketing Session/Pitch Meeting. Realtors interested in pitching their properties should email

[AffiliateChairman@gmail.com](mailto:AffiliateChairman@gmail.com) the MLS ID #s of the properties.

The 2017 Affiliate Meeting schedules are located here: <http://pinellasrealtor.org/affiliate-advisory-committee-meetings/>