

Affiliate Business Partners Meeting #9 Minutes
Friday, May 12 | 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*
Melissa Ems Melissa Ems Insurance*
Dylan Barrie Rock's Moving Co*
Pat Stobie Total Title Solutions*
April Kalapp First American Title
Trevor Smith The Heckman Group*
John Barcelo Valucentric

Ambassador Mentors:

John Barie Classic Design Associates*
Deb Hicks Suddath Global Moving*

Affiliate Mentors:

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

NOT PRESENT:

Stephanie Stephens Total Title Solutions*

Major Affiliate Sponsors:

Jude Davis Powur – PBC Independent Advisor
Danielle Kirschbaum International Title Partners
Sally Petersen JDi Solutions, LegalShield
Amber Petersen JDi Solutions, LegalShield
Jonathan Palma Palma Law Group, P.A.
Mac Tennant Access Reverse Mortgage
Marilyn Corazza Coastal Property Services Group
Anita Fabrizio Tampa Personal Concierge
Tina Darling Innovative Agent Services
Janice Goodall Melissa Ems Insurance
Naida Cerrito Fairway Independent Mortgage

REALTOR® Members:

Telsie Campbell Keller Williams Seminole
Alisha McGinnis All County Suncoast Prop Mgmt
John Noell Holland Associates
Ilse Kearney Placido Bayou Realty
Kevin Boyer Realty Executives Adamo & Assoc.
Solidad Vaquer Global Lifestyle Realty
Kent Taylor Keller Williams
Ivonne Alvarez REALnet Brokerage

Affiliate Members:

Mike Lesyshyn Savvy Health, Inc
Debbie Kampel Wells Fargo Short Sales
John Ricker Baxter Title
Sonia Pfizenmaier Kron & West A/C
Tracy Baer North Shore Insurance Group
Sam Azarian Albrecht Marketing
Joyce Smith Somers Title Co.
Seth Robbins First Bank Financial Centre
Laurie Lupke 2-10 Home Buyer Warranty
Rick Haupricht GreenLeaf Title
Jay Smith A Snoop Inspection
Cathy Heiss 360 Tour Designs of Clearwater
Rick Heiss 360 Tour Designs of Clearwater
Donna Moore High Tech Lending
Tomeka Hale Florida Community Bank
Stephanie Cokos Kira Doyle Law
Ray Williams Security National Mortgage
Mike Williams Security National Mortgage
Chuck Hall On Sight PROs
Vladimir Larivaud Title & Abstract Agency
Mike Kennedy Triple T Defense
Jason Keen Keen Building Inspection
Rich Mowles Coast to Coast Title & Escrow
Sarah Hasch Equity National Title
Clarry Ellis Wells Fargo
Sharon McNaughton Doug Mayer Insurance Agency
Tamarin Moulton Parish Insurance Agency
Christina Bohner Martin Carpenter's A/C
Christine Washick Affordable Lock & Security
Megan Lacombe Majesty Title
Heather Zima Champions Mortgage
Gregg Murray Magic Mortgage USA
Melissa Menihkeim Prohealth Pest Control
Megan Willoughby GreenLeaf Title
Katrina Grenon Stewart Title

There were 4 guests in attendance.

AGENDA ITEMS

1. Mission Statement

2. Introductions: Affiliate Chair John-Paul Mario, Affiliate Board, Affiliate Ambassador Mentors, Affiliate Mentors, Major Sponsors, PRO Staff

- Guests
 - REALTOR® Guests
 - New Members
 - Existing Members
- \$392 was raised for All Children's Hospital*

3. Announcements

- 50/50 raffle tickets are being sold, winners drawn at the Wine & Food Festival on October 13, you may sign out books of tickets from Melissa Ems or Linda Derrick
- There are 2 tables left for the Wine & Food Festival (\$250), as well as some major event sponsorships – if you're interested please email your request to AffiliateChairman@gmail.com
- The next Orientation and Affiliates Around the Table is May 23
- Read the Affiliate Guidelines and Procedures and Code of Ethics – there are two citations that will be reviewed by the Affiliate Board
- Silent auction items are needed for the Wine & Food Festival – please bring them to Linda Derrick at PRO
- PRO Connect is a networking event – do not use it as a way to complain to others, or to socialize with friends

4. Marketing Session/Pitch

- Anti-Trust Policy was reviewed including topics that shall not be discussed
- Kent Taylor 727-204-5576 shared:
5993 31st Ave N in St Pete, 3/1, \$199,900
- Alisha McGinnis 727-451-2578 shared:
Rentals – one in Largo, 2/1, \$1,100/month and one in Seminole, 3/2
- John Noell 727-434-1673 shared:
722 Wood St in Dunedin, 3/2, \$335,000, Open House Saturday at 1:00 p.m.
960 Starkey Rd #2402 in Largo, 2/2, \$169,700, \$430/mo HOA, Open House Saturday at 12:30 p.m.
9425 Ulmerton Rd in Largo, commercial, \$1,600,000
- Ivonne Alvarez 727-753-8555 shared 112 Annwood Rd in Palm Harbor, 4/3 ½, \$589,000, Open House Saturday from 11:00 a.m. to 2:00 p.m.
- Telsie Campbell 727-315-3941 introduced herself to the group, has a property in Clearwater coming soon

5. Palma Law Group, P.A.'s Bonus Education Session

a. FR/BAR "As Is" Contract

- The contract changes everyone who does business in the real estate industry, as well as home buyers and sellers
- It changed because of changes in the banking industry, the increasing enforcement of permitting issues, and requests from attorneys and Realtors
- There is a 7-day allowance (from 3) after electricity is restored due to a named storm
- FIRPTA – more info required on foreign buyers
- Access the full list of contract changes on FloridaRealtors.org

b. What's the delay – municipal lien searches and your closing date

- Searches include - unrecorded code enforcements, outstanding utility payments, unresolved permits
- Lien searches must be performed on the property, even with cash buyers
- Unincorporated areas – searches here are usually speedy
- Incorporated areas – searches usually take 7 to 10 days

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

- Kim Bauer – Anita Fabrizio
- Janice Goodall – Robyn Fiel, Chris Rose, Envoy Mortgage, Seth Robbins, Chrissy Bohner, Darien Goodloe
- Dylan Barrie – Sonia Pfizenmaier, John Ricker, Laureen Lofgren, Duan Johnson, Kira Doyle, Ashley Jackson, Julie Jenkins
- John Barcelo – PRO, Denise Drews, Francine Villa, Brian Hiatt, Melissa Ems, Doug Mayer Insurance Agency, Joyce Smith, Mac Tennant, Sarah Hasch, Drake Beaulieu, Tammy Hagedorn, Diane Luttmann, Seth Robbins
- Sonia Pfizenmaier – Dylan Barrie, Deb Hicks
- Deb Hicks – Sarah Foster, Ashley Jackson, Marilyn Corazza, Sonia Pfizenmaier, Hannah Peters, Anita Fabrizio, many Realtors
- Trevor Smith – Melissa Ems, Janice Goodall, Dylan Barrie, Danielle Kirschbaum
- Sam Azarian – John Ricker
- Tracy Baer – Denise Drews, Samantha McDermott, Robyn Fiel
- Megan Lacombe – Paula Blanda, Heather Zima
- Melissa Menikheim – Rick Haupricht, PRO
- Marilyn Corazza – Deb Hicks, Kim Bauer
- Melissa Ems – John Barcelo, Danielle Kirschbaum, Trevor Smith, Seth Robbins, Danny Torrado, Kim Simmons, Envoy, Torrie Jasuwan, Revolution Real Estate, April Kalapp
- Rick Haupricht – John Barcelo, Dylan Barrie, Amber Petersen, Edina McGuire, Samantha McDermott, Tracy Baer, Melissa Menikheim, Jay Smith, Clarry Ellis, American Bancshares, John-Paul Mario, title company Affiliates
- Cathy Heiss – Dylan Barrie
- John Ricker – Sam Azarian, Dylan Barrie, Seth Robbins, Dan Hagaman

Upcoming Events

Mon. May 15 – LSG Consulting Services' 'Real Estate Mastermind Group of Tampa Bay', 8:45 a.m. to 10:15 a.m.

Mon. May 15 – HomeTown Lenders' 'How to Earn More by Working Less', 10:00 a.m. to 11:00 a.m.

Tue. May 16 – Baskin Fleece Attorneys at Law's 'Coffee with Counsel', 10:00 a.m. to noon

Tue. May 16 – PRO Connect at Red Mesa Cantina, 5:30 p.m. to 7:00 p.m., Mary Lobdell with A Radiant Property Inspection hosting

Wed. May 17 – PIC's International Marketing Session, 3:00 p.m. to 4:30 p.m., 2 sponsors chosen were Tina Darling and Stephanie Cokos

Fri. May 19 – American Bancshares Mortgage's 'Social Media for Realtors', 10:00 a.m. to 11:00 a.m.

NEXT MEETING

Tuesday, May 23 from 10:30 a.m. to noon at PRO – 4590 Ulmerton Rd. Clearwater, FL

Affiliate Orientation will be held this day at 9:00 a.m. in the Board Room. You do not need to RSVP to attend.

A special 'Affiliates Around the Table' will be held that day – all Affiliates are invited to the luncheon in the Board Room following this meeting at 12:20 p.m.

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