



IREP Minutes

February 9, 2016

The meeting was called to order at 9:04AM by Kim Cooke, President Elect. Kim opened the meeting with the Pledge of Allegiance followed by the inspiration.

Speaker – Frank Gemma, Education Co-Chair, introduced our speaker Tara-Ashley Gable, Account Manager with Integrated Loan Assistance. Tara gave a very informative and educational presentation. She explained how this can benefit Mortgage Professionals/Realtors to close more loans by increasing the credit scores of their clients who need to qualify to buy a home. Tara has extensive experience with handling collection accounts, late payments, inquires, bankruptcy accounts, short sales/foreclosures, tax liens, judgments, and identity theft. We learned about the biggest myths/misconceptions in the credit industry and how their program helps clients increase their credit scores to turn them into closed sales.

New Members and Guests – Introduction of all in attendance

Birthday Greetings - Happy Birthday to all February Birthdays

Education - Next meeting will be David Bennett, President and CEO of The Pinellas Realtor Organization

Treasurer's Report – Barry Beote, Treasurer, we currently have \$1504.62. Dues are due. \$30 renewal and \$35 new members.

Minutes – Debbie Kampel, Secretary, will email out the minutes.

Announcements – If conflict with room scheduling Ben Friedlander will seek out alternate location within PRO. Computer lab or Board Room locations were discussed.

Pitch – Gayle LaBonte, Acclivity Now – Property on Indian Rocks Beach, Brittany Mitchell (for Allen Collins) – Allen Collins Realty – Property on Tierra Verde, Kim Cooke - Charles Rutenberg – Property in Mainlands and Largo.

Adjournment- The meeting was adjourned at 9:57AM.

Next meeting is Tuesday, March 8, 2016 at PRO.