

2022-2023 MBA Tampa Bay Executive Positions

Robert Genders, Esq. - President RGenders@unityone.com M (813) 420-3750

Marcus Aguiar - Pres Elect & MPAC marcus.aguiar@mottomortgage.com M (813) 477-3529

Megan Thanasides - Past President & CHN Chair mthanasides@republicbank.com M (813) 299-6202

Shar Currie - Vice Pres & MPAC shar@vettile.com M (727) 888-5144

Yasmin Gomez - Treasurer yasmin@vettile.com M (813) 299-9814

Elena Katsulos-Sabbouh—Secretary & Membership ekatsulossabbouh@FAReverse.com M(813) 394-4693

2022-2023 MBA BOD & Committee Chairs

Christie Buff - Membership Chair Christie_buff@mgic.com M (727) 420-0981

Darien Goodloe - dgoodloe@bell.com M (727) 460-7858

Dawn Henshaw - Event Chair dawn.henshaw@enactmi.com M (813) 545-4712

James Lang - Web/Technology Chair James.lang@pnc.com M (813) 486-9397

Beth Larson - Education Chair beth.larson@essent.us M (727) 744-2014

Gina Dionisio - gina.dionisio123@gmail.com M (813) 295-0712

Stacey Van Schenck - staceyv@vandykmortgage.com M (727) 439-9288

Julio Gerena - julio.gerena@53.com M (813) 701-7963

Conrad Johnson - Past Pres Chair conradjohnson1@yahoo.com M (813) 990-9714

Brian Hiatt - brian.hiatt@rate.com M (813) 924-3500

Brian Kennedy - brian.kennedy@brightway.com M (727) 547 - 3345

Diego Rubio - drubio@bell.bank.com M (813) 940 - 2360

Trace Kuhn - Trace.Kuhn@wellsfargo.co M (813) 235-3208



Executive & Board of Directors

Duties:

- Serve as a member of the board with full voting rights
- Attend at least 6 of 12 monthly board meetings, in person
- Serve on at least one committee
- Work to increase membership & advocate its benefits
- Market all events to increase attendance
- Network & introduce membership at all attended events
- Mandatory help in some capacity with The Children Home Auction
 - Commit to pay for or sell 25 raffle tickets for raffle
- Mandatory help in some capacity with the Annual Golf Classic
- Personal donation or commitment to raise \$ ___ for MPAC (due May)
- Actively supports & participates in the programs & activities of the association
- Support CMB & Future Leaders awareness & participation
- Solicit membership for future board members & committee participation
- Be an advocate for all things MBA of TB and MBAF with members & non-members alike

Relationships in the organization:

- Work closely with Chair of the committee you volunteer for (Please be an active volunteer) ● Be the voice of the membership; share all comments/concerns/criticisms with appropriate officer and/or chairperson
- Send your nominations for new Executive Officers/BOD to Secretary when notified

Calendar:

- July-June Attend all possible chapter Events
- July Individual MPAC commitment made/signed with MPAC Chair ●
- November The Children Home Auction
- Feb/March The Annual Golf Classic
- May MPAC commitments Due

- June Installation Event for MBA of TB/Membership renewal dues/Annual MBAF Conf.



President

Robert Genders, Esq.- President RGenders@unityone.com M (813) 420-3750

Additional Duties:

- Serve as member of the board & executive committee
- Full voting rights and signing authority on bank accounts
- Serve as Chairperson of the MPAC committee
- Work to increase membership and leadership participation
- Actively support & participate in the programs & activities of the association
- Support CMB and Future Leaders awareness & participation

Relationships in the organization:

- Coordinate with Exec. committee & chairpersons on all possible projects/events
- Work with Vice President on CMB & Future Leaders issues

Calendar:

- July - June - Attend all possible chapter events / Work with Juice Marketing on preparing speaker flier
- April - Solicit new committee chairs to appoint and directors to nominate
- June - Annual MBAF and Secondary Marketing Convention Present Theme/ Incoming message at Installation / Event Prepare Binders for new Board/Exec Officers/Chairpersons



President Elect

Marcus Aguiar -Pres Elect, MPAC & Golf marcus.aguiar@mottomortgage.com M (813) 477-3529

Additional Duties:

- Serve as member of the board & executive committee
- Full voting rights and signing authority on the bank accounts
- Works closely with incumbent President to learn duties of the presidency
- In the absence of the President or in the event of the incapacitation of the President, performs duties & exercises the powers of that office
- Serves as Chairperson of the MPAC committee
- As MPAC Chairperson will obtain BOD MPAC personal pledges and invoice them via Paypal
- Works to increase membership and leadership participation
- Actively supports & participates in the programs & activities of the association
- Support CMB and Future Leaders awareness & Participation

Relationships in the Organization:

- Work closely with the President to prepare for next year
- Coordinate with Exec. Committee & chairpersons on all possible projects/events
- Work with the Vice President on CMB & Future Leaders issues

Calendar:

- July – June - Attend all possible chapter events
- April - Solicit new committee Chairs to appoint and directors to nominate
- June - Annual MBAF and Secondary Marketing Convention / Present Theme/ Incoming message at installation event / Prepare Binders for new BOD/Exec. Officers/Chairpersons



Vice President

Shar Currie – Vice Pres & MPAC shar@vettile.com M (727) 888-5144

Additional Duties:

- Serve as member of the board & executive committee
- Full voting rights and signing authority on bank accounts
- Works to increase membership and leadership participation
- Actively support & participate in the programs & activities of the association
- Back-up to Treasurer and all duties/powers of that office in absence or incapacitation of incumbent Treasurer
- Support CMB and Future Leaders awareness & participation
- Prepare to become President

Relationships in the organization:

- Coordinate with Exec. committee & chairpersons on all possible projects/events ●
- Coordinate with MBAF CMB & Future Leaders Chairpersons to share message at local level ●
- Work with Education Chair for events

Calendar:

- July- June -Attend all possible chapter events June Annual MBAF Secondary Marketing Convention



Treasurer

Yasmin Gomez – Treasurer yasmin@vettile.com M (813) 299-9814

Additional Duties:

- Serve as member of the board & executive committee
- Full voting rights and signing authority on bank accounts
- In charge of debit card, square, paypal, check book, deposit slips & signature cards
- Collects generic receipts (to use for luncheons, membership, etc)
- Prepares invoices as needed and collects monthly luncheon fees
- Prepares monthly cash flow sheet and reports balance of checking account at board meetings
- Work with CPA to provide bank statements and end of year cash flow to file tax returns1 ● Pay monthly fee to website hosting/management company & constant contact
- Pays annual PO BOX fee and maintains PO BOX key to collect mail
- Files annual state filing with the state of Florida (sunbiz.org)
- Coordinate with membership chair to confirm member dues

Relationship in the Organization:

- Coordinate with membership chair to confirm member dues
- Coordinate with Vice President to fill in when not able to attend an event
- Coordinate with MPAC, Fundraising, Education Chairs for their needs
- Send Quarterly updates to President for Quarterly Reports

Calendar:

- July - June - Attend all possible chapter events
- October - Send CPA information to file previous year's tax returns
- January - Pay annual PO BOX fee
- April - Update and file Annual filing on Sunbiz.org
- Quarterly:
 - End of Sept, Dec, Mar, June- send update to President - account balances, membership income, MPAC funds, event income/expenses, account interest/fees, miscellaneous expenses, etc
 - June - Transition online account access to new Treasurer, cancel debit card and issue to new Treasurer.

Prepare actual budget vs. proposed budget for current year.



Secretary

Elena Katsulos-Sabbouh ekatsulossabbouh@fareverse.com M (813) 394-4693

Additional Duties:

- Serve as member of the board & executive committee
- Keep minutes of all meetings
- Work to increase membership and leadership participation
- Actively support & participate in the programs & activities of the association
- Maintain current Board of Directors contact list
- Check in Members at meetings and send list of attendees to Treasurer

Relationships in the organization:

- Send Minutes of all meetings to President
- Coordinate w/Treasurer for attendee list for all meetings

Calendar:

- July – June Attend all possible Chapter events
- Quarterly: (End of Sept, Dec, Mar, June- send all minutes to President)
- April - Coordinate with Membership Chair to send request for nominations for new officers/board to entire membership
- May - Manage voting of new officers / board via e-mail & at Membership Appreciation Event
- June - Order name badges for new board & gold for new President / Send minutes of executive officers to BofA for new signature card



Membership Chair

Christie Buff and Elena Katsulos-Sabbouh

Additional Duties:

- Grow Membership, individual & corporate
- Collect applications/invoices with all contact info and stay in close contact with Treasurer
- Maintain Membership list, update as needed
- E-mail to thank/welcome new members; include BOD info & calendar of annual events and let them know they will receive certificate at next luncheon
- Membership drive contest when needed
- Print Certificates of Membership for all new members
- Introduce new members and present certificates to new members at luncheons
- TBD - Plan Annual Membership Appreciation Event

Relationships in the organization

- Send updated Membership list to President & Secretary
- Work with Treasurer to confirm payment of member dues
- Work with Treasurer for funds available from dues for certificates & appreciation event
- Work with Education chair to solicit attendee list for memberships after each event

Calendar:

- July – June Attend all possible Chapter events / Send membership list to President & Secretary ●
- July - Send reminders to past member list to renew memberships with list of benefits ●
- December -January - Push for memberships at 50% discount effective Jan 1 (appreciation event & voting rights)
- June - Send reminders to current members to renew for next year. Solicit successor & discuss with incoming President to help with appointment



Educational Chair

Beth Larson- Education beth.larson@essent.us M (727) 744-2014

Additional Duties:

- Secure 12 monthly speakers and confirm venue
- Provide Bio & Picture of speaker to President to send to Juice Marketing
- Future: CMB/Futures Leaders Education Event
- Optional: Book education event(s) as needed
- Update BOD with completed Speaker Sheet

Relationships in the organization:

- Work with Education Committee, President & Vice President on Meeting Plans, Speakers Needs and Set up
- Coordinate with Treasurer for funds available for speakers

Calendar:

- July – June luncheon speakers on 2nd Tuesday of each month
- February-March – Help Golf Chair with annual golf classic



Web / Technology Chair

James Lang James.Lang@penfed.org M (813) 486-9397

Additional Duties:

- Secure ID & PW's to all social media sites
- Be main contact with WebHost, Everett Teague evert@everetteague.com or 850-524-0890) ●
- Maintain MBA of Tampa Bay's website and social media sites with appropriate photos, postings, BOD information, monthly flier events, and any other updated information
- Promote prior to monthly meetings and events on website and social media outlets ●
- Promote membership chair with membership reminders on website and social media outlets ●
- Obtain photos from BOD and or members from events to use in social media postings ●
- Post from time to time relevant industry news from the National MBA and / or state MBA.

Relationships in the organization:

- Work with all BOD and Members to keep updated on events of the organization

Calendar:

- July – June - Attend all possible Chapter events
- July – Promote membership drive / Update website with new incoming Executive & BOD information
- Monthly – Update and promote monthly media on website and all social media outlets ●
- October – November - Obtain flier from Past President for CHN to promote on website and all social media outlets
- Jan – Promote ½ off membership drive
- February- March – Obtain flier from Golf Chair for annual golf classic to promote on website and all social media outlets



Membership Benefits

Just to list a few.....

- **Educational luncheons at reduced prices**

- Networking opportunities; clients, referrals, managers, employees etc.
- Certified Mortgage Bankers (CMB) designation credits earned
- MBA Future Leaders Enrollment & credits earned
- Annual Golf Tournament in April
- Holiday Social (complimentary food & drink) in December
- Installation of Officers & Awards Ceremony in June
- Voting rights for future Board of Directors and Executive Officers • Volunteer & Participate on any Committee (become a board member)
- MPAC (mortgage political action committee) - Make a difference for the future of our industry; get our lobbyist in front of the politicians more often!
- MBAF Annual Convention (June) & Southeast Secondary Market Conference at reduced prices (Statewide networking opportunities)

...and many more, all you have to do is attend!

Thank you for your Membership!



MPAC PLEDGE

“Every man owes a part of his time and money to the business or industry in which he is engaged” – Theodore Roosevelt

As an elected Director of the Board for the MBA of Tampa Bay, I, _____,
hereby pledge to make a contribution of at least \$ _____ to directly and solely
benefit the Mortgage Political Action Committee for the 2022/2023 year. **OR**

As an elected Director of the Board for the MBA of Tampa Bay, I, _____,
hereby pledge to raise funds of at least \$ _____ to directly and solely benefit
the Mortgage Political Action Committee for the 2022/2023 year.

Director Signature: _____

Printed Name: _____

MPAC Chairperson Signature: _____

Printed Name: _____



Golf Chair

Marc Aguiar – marcus.aguiar@mottomortgage.com M (813) 477-3529