



Newsletter

January 26, 2023

Meeting: Jeff Dorrance, President

Greeter: Will Berglund

mycdbl.com

MISSION STATEMENT

Capital District Business Leaders enhance the growth of members' businesses by providing a forum for the exchange of business leads, products, and services. Our name represents excellence and respect for our clients, community and professions. We are committed to contributing back to the community.

VISITORS/ALTERNATES

ANNOUNCEMENTS

Jeff Dorrance of Premier Mortgage Corporation thanked Will Berglund for greeting today.

Jeff will be guest bartender at the Arsenal City Tavern tonight.

Also remember to schedule your 1 on 1 meeting with Jeff if you haven't already, and continue to meet 1 on 1 with each other.

Jordan Modiano will be doing another Autism Awareness race in September to raise money.

They got a \$10,000 sponsorship from Upstate Chevrolet for the race last week.

Ken White of UBS announced that his Wealth Management Group was named one of the top advisor teams in the US by Forbes.

Nancy McKiernan of CocoBellissimo has posted CDBL Visitor Day on the CDBL LinkedIn page. Please share if you are on LinkedIn.

<https://www.linkedin.com/feed/update/urn:li:activity:7024056612180918273>

GOOD NEWS

Jeff Dorrance announced that his brother will be inducted as a Listen Up Hero on March 26 at the Listen Up Music Awards at Cohoes Music Hall.

Andy O'Reilly of Stanley Security reports that Stanley has been bought by Securitas.

WISH LIST

Andy O'Reilly is looking for businesses with construction sites that are concerned with theft.

His company can provide overnight site monitoring with 360 degree cameras that can dispatch police and tell intruders to leave.

Alan Baker of Creative Marketing Concepts is looking for upcoming golf tournaments, summer camps and seasonal businesses.

THANK YOU'S

Terry Hamlin to Dawn Morrison, Will Berglund

Nick Marchese to Terry Hamlin

Dawn Morrison to Terry Hamlin, Jeff Dorrance

Frank Paladino to Jeff Dorrance, Will Berglund, Dawn Morrison

Jeff Dorrance to Dawn Morrison, Frank Paladino, John Hall

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your dues if you haven't already. Checks should be made out to CDBL.

Leads – Frank Paladino

Lead of the Week – Andy O'Reilly

Special Events – Will Berglund

No news. Will is working on scheduling a community service event at the Regional Food Bank.

Membership – Josh Jennings

We have received an application from Dan Fisk of Woodlawn Doors, pending receipt of the application fee check.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates.

2023 Schedule, To Date:

February 2nd – VISITOR DAY, Greeter – Josh Jennings

Be prepared to do a quick elevator speech.

February 9th – Andy O'Reilly, Need Greeter

February 16th – Jordan Modiano, Need Greeter

February 23rd – Need Speaker & Greeter

March 2nd – DONATION PRESENTATION, Need Greeter

March 9th – Need Speaker & Greeter

March 16th – Need Speaker & Greeter

March 23rd – Need Speaker & Greeter

March 30th – NO MEETING, 5th week of the month

CDBL OPEN CATEGORIES

Caterer

Chiropractor

Event Planner

Florist

Interior Designer

IT Services

Jeweler

Limousine Service

Long Term Care

Public Relations

Sign Company

Title Insurance Company

Travel Agency
Water or Coffee Vendor
Web Designer

TODAY'S Speaker

Dawn Morrison

Armida Rose Residential Real Estate

Dawn has owned a car maintenance business for around 18 years. Five years ago she got her real estate license and began making the transition into residential real estate.

Dawn was born in Maine and her family moved to Massachusetts when she was six. She grew up in Middleboro, outside Boston. Her family is 12th generation Pilgrim and her ancestor is John Alden.

Dawn attended Catholic high school. She then went on to Keene State College in New Hampshire and later transferred to Syracuse University to finish out her last two years. She graduated with a degree in Advertising Communications. Dawn noted that there are around 12,000 Syracuse alums in the Capital Region.

After college Dawn moved to NY City where she worked at a trade publication as well as bartending. She later ran a classified ad department for a publication and learned a lot, although the pay was not great.

Dawn moved to the Capital District because she was dating someone here. The relationship didn't last long but Dawn got a job and decided to stay in the area. Initially she sold ads for ValPac coupons. Then she worked selling ads for WGNA radio and stayed there for eight years. There she met a lot of people in business, which proved to be helpful in her subsequent ventures.

She did some executive training and then decided to start a business maintaining cars for people. Her previous contacts were helpful in the new business.

Four years ago Dawn began the transition into real estate while keeping the car business. Dawn does a lot of multifamily buildings. She says the real estate market is still hot with lots of activity. Rental properties are still a good investment.

Single family homes are also having a lot of activity, depending on the price point.

Dawn gets most of her leads by word-of-mouth and reconnecting with previous colleagues.

Home buyers usually need to be pre-approved and are ready to buy.

Dawn always wants her clients to feel taken care of.

Armida Rose is a small (four agent) real estate firm.

For more information contact Dawn.

Armida Rose Realty Group

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50-50 –Mike Corey - No Joker
Collected: \$18 Jackpot = \$62.00

ATTENDANCE (22 Members)

Members (17). Alternates (-). Guests (-) Total Attendance (17)