



Newsletter

May 18, 2020

Meeting: Jeff Dorrance

Greeter:

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

Todd Greive - 1st National Bank of Scotia

Alternate for Terry Freeman

ANNOUNCEMENTS

Jeff Dorrance of Premium Mortgage Corp. thanked Ken White for presiding at last week's Past Presidents Day and Alan Baker for helping to coordinate it.

Mike Corey of LeChase Construction announced an Albany Business Review event taking place on Tuesday, and the Capital Region Chamber Gala being held on June 15.

GOOD NEWS

Mike Corey announced that his company is working on a renovation project for a special education school in Rotterdam.

Dawn Morrison of Armida Rose Realty has a new listing in Scotia. It is a 1100 sf starter home. Jordan Modiano of Express Employment Professionals reports that last week his company helped and paid more people than in any previous week.

Jeff Dorrance announced that he currently has more contacts in his pipeline than ever before, and that people are signing off on deals and things are getting busy.

John Hall of CPL architects announced that his company has started work with Community Bank on a project.

Alan Baker of Creative Marketing Concepts is pleased to report that he's begun a health plan called OptiVia and has lost 3 lbs in the first 3 days.

WISH LIST

Alan Baker is looking for new or changing businesses (moving, expanding, etc.)

Jordan Modiano is looking for office workers

Jeff Dorrance is in search of first time home buyers.

Josh Jennings of Tech Valley Office Interiors has four new private offices. Two are currently available for monthly rental.

Dawn Morrison is looking for new residential listings.

THANK YOU'S

Mike Corey to Josh Jennings

Josh Jennings to Mike Corey

Dawn Morrison to Josh Jennings

Will Berglund - Patsy Immediato

Terry Hamlin to Patsy Immediato

Jeff Dorrance to Chuck Shank

Alan Baker to Chuck Shank

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your 2nd quarter dues if you haven't already.

Leads – Frank Paladino - No report

Special Events –Will Berglund

Will is going to plan something for the 2nd quarter.

Membership – Josh Jennings

We have no new membership applications. Josh and Chuck met with our two newest members last week for orientation.

Speakers/Greeters – Alan Baker

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

2023 Second Quarter Schedule, To Date:

2nd Quarter -

May 25th – Speaker – Walter Guiles / Greeter – Jordan Modiano

June 1st – DONATION PRESENTATION / Greeter – Nancy McKiernan

June 8th – Guest Speaker – Sarah Galusha / Greeter – Glenn Coyne

June 15th – Speaker – Mike Corey / Greeter – Will Berglund

June 22nd – Speaker – Ken White / Greeter – Terry Hamlin

June 29th – NO MEETING

3rd Quarter –

July 6th – Need Speaker and Greeter

July 13th – Need Speaker and Greeter

July 20th – Need Speaker and Greeter

July 27th – Need Speaker and Greeter

August 3rd – Need Speaker and Greeter

August 10th – Need Speaker and Greeter

August 17th – Need Speaker and Greeter

August 24th – Need Speaker and Greeter

August 31st – NO MEETING

September 7th – DONATION PRESENTATION / Need Greeter

September 14th – Need Speaker and Greeter

September 21st – Need Speaker and Greeter

September 28th – Need Speaker and Greeter

Social Media – Nancy McKiernan

If you are active on social media, please like and share the weekly LinkedIn and Facebook posts featuring the week's presenter. Also check the CDBL website calendar for updates on networking events.

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 Realty

Dawn was born in Brunswick Maine and grew up in Middleboro in southeast Massachusetts. She attended Syracuse University and got her degree in advertising and marketing communications. She got her first career job in NY city and supplemented her income by bartending. She moved to the Capital Region thirty years ago and worked in sales. She started her real estate career in 2018 and has a car service business for 18 years.

Dawn's friend owned the brokerage and in March 2019 Dawn got her real estate license.

Dawn says it typically takes 8-10 years to get traction in the real estate business. Dawn is committed to giving VIP customer service in all she does and she has her clients' backs. She hired a real estate coach to keep her accountable to her goals and is currently working with a social media coach. She noted how advertising has changed in the 30 years since she got her degree in the field. She attended a real estate conference recently and learned the importance of video in social media to reinforce your personal brand.

Currently there is a 50 year average low in available residential properties. In the Capital Region there are 2500 agents and as of last week there were 1425 available properties listed.

Dawn's objective is to market primarily by referral, and is working on lead generation activities.

When buying a house it's good to have a buyer's rep.

Zillow estimates are not accurate as they only look at the outside of the house.

For more information about residential real estate contact Dawn:

Armida Rose Realty Group

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Schenectady, NY 12305

Dawn Morrison

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www.armidarose.com

50-50 – Dawn Morriuson - No Joker

Collected: \$4 Jackpot = \$11.50

ATTENDANCE (24 Members)

Members (14). Alternates (1). Guests (-)

Total Attendance (15)