



Newsletter

August 10, 2023

Meeting: Jeff Dorrance, President

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

ANNOUNCEMENTS

Dawn Morrison of Armida Rose Realty closed on a property in Slingerlands that was a result of a lead from Patsy Immediato.

Jeff Dorrance of Premium Mortgage Corp. will be going live on FaceBook today with Cocktails & Contracts.

There will be an important board meeting after next Thursday's meeting. All are welcome to attend. Members can make up one regular meeting attendance by coming to a board meeting.

GOOD NEWS

Nick Marchese of Marchese & Espey CPAs reported that \$15,000 was raised for Double H Ranch at their fundraiser held last Saturday.

WISH LIST

Jeff Dorrance is looking for leads. He is licensed to do business in NY and FL, and can do deals in other states through Premium.

Jordan Modiano of Express Employment Professionals is looking for companies that need to hire employees. His new professional recruiter is off to a great start.

Frank Paladino is looking for new businesses coming into the area.

Dawn Morrison is looking for residential listings.

THANK YOUS

Jordan Modiano to Dan Fisk

Walter Guiles to Frank Paladino

Will Berglund to Chuck Shank

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

Please pay your dues promptly.

Leads – Frank Paladino

Lead of the Week - **Ann MacAffer**

Special Events –Will Berglund

Will is working on our next event.

Membership – Josh Jennings

No report.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates for the 3rd quarter.

Please help to fill in the schedule by signing up to speak or suggesting a guest speaker.

2023 Schedule:

3rd Quarter

August 17th – Need Speaker and Greeter

August 24th – Need Speaker and Greeter

August 31st – NO MEETING

September 7th – DONATION PRESENTATION / Need Greeter

September 14th – Chuck Shank, Need Greeter

September 21st – Greg Royer for John Hall - Need Greeter

September 28th – Need Speaker and Greeter

Social Media – Nancy McKiernan

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

<https://www.facebook.com/CapitalDistrictBusinessLeaders?mibextid=ZbWKwL>

<https://www.linkedin.com/company/cdbl---capital-district-business-leaders/>

CDBL OPEN CATEGORIES

Caterer

Chiropractor

Event Planner

Financial 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

Horrors and Successes

In lieu of a speaker, **Jeff Dorrance** asked members to share some of their business horror and success stories.

Horror: Jeff was recently working on a deal and found out the property title had three open liens that were over the sale price. Without a clean title the deal could not go through.

Success: Jeff had two contracts that successfully went through because the sellers and realtors saw the Premium pre-approval.

Horror: **Dan Fisk** of Woodlawn Doors has been working on a project at the Adelphi Hotel. The custom doors that were ordered could not be delivered on time, and then when they came they didn't fit because the customer hadn't measured the openings correctly.

Success: Dan's company has gotten three contracts with NY State.

Horror: **Jordan Modiano** of Express Employment Professionals had worked to put together a team of workers for a project, and then the customer canceled the job at the last minute, leaving workers in the lurch.

Success: His team continues to stay positive.

Horror: **Andy O'Reilly** of Securitas was asked to do an upgrade for a chemical plant fire alarm system, but he was unable to provide it without more information from the customer.

Success: The company had a second building that he was able to do, and he got the contract after telling the decision maker about his experience as a prison guard. People want to work with people they like.

Horror: **Terry Hamlin** of Card Connects got a call from a hotel saying that their credit card machines were not working. He went to help the client and found that they just had to be rebooted after a power failure.

Success: BBL Hospitality just opened 11 commercial accounts with Terry.

Success: **Will Berglund** of O'Connell & Aronowitz had a client who had fallen on hard times and had to file Chapter 13 bankruptcy. Will was able to work out a monthly payment that the client could afford to get him out of debt and back on his feet again.

Success: **Nick Marchese** took on a client with IRS problems. The client had been in business for 30 years without filing proper tax returns. Nick was able to get the client on a program that forgave all but 6 years of the taxes due.

50-50 – Walter Guiles - No Joker

Collected: \$13 Jackpot = \$121.50

ATTENDANCE (23 Members)

Members (12). Alternates (-). Guests (-)
Total Attendance (12)