



Newsletter

October 5, 2023

Meeting: Jeff Dorrance, President

Greeter: Walter Guiles

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

Matt Clarke, OneDigital

ANNOUNCEMENTS

Frank Paladino of RightComm LLC announced the Colonie Chamber Business Expo being held today at On Tap, Exit 7 from 2 to 7. Anyone may attend.

GOOD NEWS

Patsy Immediato of Classic Custom Construction announced that they have received a certificate of occupancy for a house that they started construction on just 104 days ago.

Jeff Dorrance of Premium Mortgage Corp. had two closings at just under \$2M, making this his best month in over a year.

WISH LIST

Jeff Dorrance is looking for more new customers

Jordan Modiano of Express Employment Professionals is looking for companies that are hiring.

Frank Paladino is looking for new or moving businesses in the area.

THANK YOU

Patsy Immediato to Glenn Coyne, Frank Paladino

Jordan Modiano to Will Berglund

Josh Jennings to Glenn Coyne

Matt Clarke to Nick Marchese

Will Berglund to Jordan Modiano, Chuck Shank

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

No report. The fourth quarter starts next week. Please pay 4th quarter dues promptly.

Leads – Frank Paladino

Lead of the Week - **John Hall**

You should have 27 leads by the end of the 3rd quarter to be in good standing. Get credit for your one-on-one meetings and direct referrals.

Special Events –Will Berglund

The next event will be at the Bunker in North Greenbush. Will will send out an email to determine a date.

Membership – Josh Jennings

A membership application has been received from Matt Clarke of OneDigital. Matt is a former CDBL member. This is the first announcement of his application.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates for the 4th quarter.

2023 Schedule:

4th Quarter

October 12th – Speaker – Mark Colfer (Showdown Displays) for Alan Baker / Need Greeter

October 19th – Need Speaker & Greeter

October 26th – Need Speaker & Greeter

November 2nd – Need Speaker & Greeter

November 9th – Need Speaker & Greeter

November 16th – Need Speaker & Greeter

November 23rd – THANKSGIVING – No Meeting

November 30th – Need Speaker & Greeter

December 7th – Need Speaker & Greeter

December 14th – Need Speaker & Greeter

December 22nd – FRIDAY – HOLIDAY LUNCHEON ?

December 28th – NO MEETING ?

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

Florist

Interior Designer

Jeweler

Limousine Service
Long Term Care
Public Relations
Sign Company
Title Insurance Company
Travel Agency
Water or Coffee Vendor
Web Designer

TODAY'S SPEAKER

Andy O'Reilly Securitas

Andy, a longtime CDBL member, started with an update on his family. Son Owen, 25, lives in N. Virginia and is engaged. He's a police officer. Ian is also a cop in S. Carolina. He is a guard for Mike Pence and on a SWAT team. Andy said he and the other officers carry water and snacks for the kids on the beat. Molly is an education major at Hartwick and is preparing to study in Africa. Gracie is a senior at Ole Miss. She's a business major and will be graduating a year early. Andy's wife Brooke is a corporate analyst for State Farm. Andy started with Stanley 28 years ago. Stanley is primarily known for tools and didn't get as much exposure on the security side. The business has been bought and sold seven times during Andy's career, and is currently owned by Securitas. If you see buildings with security guards with three dots on their badge, that is Securittas. They have a huge presence. Andy sells an average of 30 jobs a month of varying sizes. He said that doing smaller jobs often leads to more referrals. Andy swears by taking care of his existing customers. Some recent jobs include NY State Workers Comp buildings, Colonie PD and East Greenbush PD access control. Andy observed that it's often not that hard to be better than other providers. His advice to new salespeople is to remember why you are there (to provide for yourself and your family) and to show up. Security technology is constantly changing. Most criminals are not that smart. School districts such as Troy are installing new cameras and security staff. Mohawk Health in Utica is implementing new weapons detection technology. Hospitals need weapon detectors. Good leads for Andy are buildings that have security guards.

50-50 – Andy O'Reilly - No Joker
Collected: \$15 Jackpot = \$168.50 +

ATTENDANCE (23 Members)

Members (18). Alternates (-). Guests (1)

Total Attendance (19)