



CDBL Member Leads: Nov. 2, 2023

Direct Leads (counts as 2 leads)

Nancy McKiernan to Terry Hamlin (3)
Nick Marchese to Terry Hamlin
Terry Hamlin to Andy O'Reilly, Frank Paladino

Did Business With... as Customer (counts as 2 leads)

Nick Marchese with Matt Clarke
Terry Hamlin with Patsy Immediato

Did Biz as a Result of a Lead From (no lead count)

Person to Person Meeting with Another Member (counts as 2 leads)

Nancy McKiernan and Terry Hamlin

Thank Yous

Terry Hamlin to Chuck Shank, Nick Marchese

Current General Leads

Andy O'Reilly

Capital Region Cardiology
Aurel
518-587-7625
Cardiology practice
Facility manager, new location Saratoga
Do Not Use My Name, General Lead

Premiere Property
Peter
518-928-9891
70 Railroad Ave. Saratoga
Property management co.

Sentry is new management company for business
Do Not Use My Name, General Lead

CDBL YTD Member Totals	Leads Pts. (Cumulative) 36 per year required	Leads Pts. This Week	Attendance (Quarterly) 9 required (+ = Board Mtg)
4th Quarter (9 Weeks) Oct. - Dec..	36		9
Baker, Alan - Creative Marketing Concepts	4		4+
Berglund, Will - O'Connell & Aronowitz	16		5+
Clarke, Matthew - OneDigital			4
Corey, Michael - LeChase Construction	32		3
Coyne, Glenn - Don's Moving & Storage	2		
Dorrance, Jeff - Premium Mortgage Corp.	25		5+
Fisk, Dan - Woodlawn Doors	10		4
Freeman, Terry - 1st National Bank of Scotia	17		5
Guiles, Walter - TechBridge	18		5
Hall, John - CPL Architects	20		4
Hamlin, Terry - Transaction Resources	35	8	5+
Immediato, Patsy - Classic Custom Const.	11		5
Jennings, Josh - Tech Valley Office Int.	27		5+
Keefe, Yvonne- The Desmond	24		2
MacAffer, Ann - CBRE	23		5+
Marchese, Nicholas - Marchese & Espey	18	4	3+
McKiernan, Nancy - CocoBellissimo	21	8	5+
Modiano, Jordan - Express Employment	14		3
Moeckel, Davis - CCR Wealth Management	4		4
Morrison, Dawn - Armida Rose Realty Grp	53		2

O'Reilly, Andy - Stanley Security	24	2	4+
Paladino, Frank - RightComm	54		4+
Shank, Chuck - Smith Brothers Insurance	36		4
Singleton, Rob - Paychex	21		