



## ***CDBL Member Leads: Nov. 9, 2023***

### ***Direct Leads (counts as 2 leads)***

Nancy McKiernan to Frank Paladino  
Terry Freeman to Nancy McKiernan

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

Patsy Immediato with Nancy McKiernan  
Frank Paladino with Nancy McKiernan

### ***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 Frank Paladino

### ***Thank Yous***

Nancy McKiernan to Patsy Immediato, Terry Freeman, Frank Paladino

### ***Current General Leads***

#### **Nancy McKiernan**

El Patron Mexican Grill & Cantina  
518-462-5812  
198 Central Ave. Albany NY 12206  
Opening second location at site of former Sam's Chinese Restaurant, 824 Saratoga Rd, Burnt Hills. Opening date TBA.  
Do Not Use My Name, New Location, General Lead

<b>CDBL YTD Member Totals</b>	<b>Leads Pts. (Cumulative) 36 per year required</b>	<b>Leads Pts. This Week</b>	<b>Attendance (Quarterly) 9 required (+ = Board Mtg)</b>
<b>4th Quarter (9 Weeks) Oct. - Dec..</b>	<b>36</b>		<b>9</b>
<b>Baker, Alan - Creative Marketing Concepts</b>	<b>4</b>		<b>5+</b>
<b>Berglund, Will - O'Connell &amp; Aronowitz</b>	<b>16</b>		<b>5+</b>
<b>Clarke, Matthew - OneDigital</b>			<b>4</b>
<b>Corey, Michael - LeChase Construction</b>	<b>32</b>		<b>4</b>
<b>Coyne, Glenn - Don's Moving &amp; Storage</b>	<b>2</b>		
<b>Dorrance, Jeff - Premium Mortgage Corp.</b>	<b>25</b>		<b>6+</b>
<b>Fisk, Dan - Woodlawn Doors</b>	<b>10</b>		<b>5</b>
<b>Freeman, Terry - 1st National Bank of Scotia</b>	<b>19</b>	<b>2</b>	<b>6</b>
<b>Guiles, Walter - TechBridge</b>	<b>18</b>		<b>6</b>
<b>Hall, John - CPL Architects</b>	<b>20</b>		<b>4</b>
<b>Hamlin, Terry - Transaction Resources</b>	<b>35</b>		<b>6+</b>
<b>Immediato, Patsy - Classic Custom Const.</b>	<b>13</b>	<b>2</b>	<b>6</b>
<b>Jennings, Josh - Tech Valley Office Int.</b>	<b>27</b>		<b>5+</b>
<b>Keefe, Yvonne- The Desmond</b>	<b>24</b>		<b>3</b>
<b>MacAffer, Ann - CBRE</b>	<b>23</b>		<b>6+</b>
<b>Marchese, Nicholas - Marchese &amp; Espey</b>	<b>18</b>		<b>4+</b>
<b>McKiernan, Nancy - CocoBellissimo</b>	<b>26</b>	<b>5</b>	<b>6+</b>
<b>Modiano, Jordan - Express Employment</b>	<b>14</b>		<b>4</b>
<b>Moeckel, Davis - CCR Wealth Management</b>	<b>4</b>		<b>4</b>
<b>Morrison, Dawn - Armida Rose Realty Grp</b>	<b>53</b>		<b>3</b>
<b>O'Reilly, Andy - Stanley Security</b>	<b>24</b>		<b>4+</b>
<b>Paladino, Frank - RightComm</b>	<b>57</b>	<b>4</b>	<b>5+</b>
<b>Shank, Chuck - Smith Brothers Insurance</b>	<b>36</b>		<b>5</b>

Singleton, Rob - Paychex	21		
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