



Newsletter

July 17, 2025

Meeting: Walter Guiles, 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

Walter Guiles of TechBridge Group announced that we will have one more meeting in July after today. There will be no meeting on July 31st. Walter is heading to Turning Stone with his son, who was invited back after getting four of a kind last year and winning thousands of dollars.

Ann MacAffer of CBRE and her brother were featured in the Business Review as members of the Power 50. Ann also issued a reminder that this is Dave Matthews weekend at Saratoga, and also that NY has issued a recall on certain gummies.

Jeff Dorrance of Premium Mortgage Corp. announced that next Wednesday Premium is hosting an event at the Trackside Grill. If you haven't registered you can just show up, per Jeff.

Jordan Modiano of Express Employment Professionals announced that he is six weeks away from the Autism Race and he is still looking for donations. There is a link to Hoffman's Car Wash on his website that makes donations to the cause when you purchase a wash by scanning the bar code on the website.

Frank Paladino of RightComm LLC announced the Colonie Chamber will hold their next mixer at Bellini's on August 6.

Chuck Shank of Smith Bros. Insurance recommended the Klocke Estate outside Hudson for an exceptional dining experience.

Terry Freeman of First National Bank of Scotia will be on vacation next week.

GOOD NEWS

Frank Paladino completed the Boilermaker last weekend.

Walter Guiles is pleased to report that his daughter is on the travel A team in volleyball.

Jeff Dorrance announced that this June was his best closing month ever. Jeff is looking to talk to anyone who wants to buy a home. Premium can serve anyone on the east coast except North Carolina.

Ann MacAffer has a new listing in Saratoga - 10,000 sf 2 story building with retail on the first floor and Saratoga Coworks on the 2nd floor, There is also parking.

WISH LIST

Frank Modiano is looking for any new businesses in the area.

THANK YOUS

Terry Hamlin to Patsy Immediato and Dawn Morrison

Will Berglund to Patsy Immediato and Chuck Shank

Jordan Modiano to Will Berglund

Mike Corey to Patsy Immediato

Frank Paladino to Walter Guiles

Nancy McKiernan to Frank Paladino, Walter Guiles

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

3rd quarter invoices have been sent out, all is good.

Leads – Frank Paladino

Lead of the Week - **Chuck Shank**

Please submit your leads.

Special Events –Will Berglund

Will is going to send out an email with some options for the third quarter event.

Membership – Josh Jennings

No report

Speakers/Greeters – Davis Moeckel

July 24 - Mike Corey, Speaker, **Need Greeter**

July 31 - NO MEETING

Aug. 7 - **Need Speaker**, Jordan Modiano, Greeter

Aug. 14 - Andy O'Reilly, Speaker

Aug. 21 - Terry Hamlin, Speaker/Greeter

Aug. 28 - 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.

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

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

CDBL OPEN CATEGORIES

Advertising

Architect

Caterer
Document Destruction
Event Planner
Florist
Healthcare
Interior Designer
Jeweler
Limousine Service
Long Term Care
Office Supply
Promotional Items
Sign Company
Title Insurance
Water/Coffee Vendor
Web Designer

TODAY'S SPEAKER

In lieu of a speaker today, Walter Guiles led a discussion on leads.

Walter told the story of the famous paper clip trade that took place in 2006 as an example of someone who took advantage of every opportunity to get ahead.

<https://slate.com/human-interest/2016/06/how-kyle-macdonald-traded-a-little-red-paperclip-all-the-way-up-to-an-entire-house-in-kipling-canada.html>

Walter referenced the book *Dig Your Well Before You're Thirsty* by Harvey Mackay.

All contacts are usable; exchange leads with each other.

CDBL Lead Categories

Direct lead given to another member - 2 pts

Doing business with another member - 2 pts

One on one meeting with another member - 2 pts

General lead - contact and general information on area businesses - 1 pt.

Types of leads members are looking for -

Will Berglund, O'Connell & Aronowitz - full service legal firm. Will talk to anyone with legal questions. Licensed in NY, some of NJ and MA.

Nick Marchese, Marchese & Espey CPAs - business and personal tax returns. Nick wants to do business with people who want to do things the right way.

Mike Corey, LeChase Construction - higher education, manufacturing and other construction projects in the Albany, NY Metro area and Westchester County, any size project.

Terry Freeman, 1st National Bank of Scotia - people who are frustrated with their current bank and appreciate having a real person answer the phone instead of a recording. 1st National is a competitive full service bank.

Jordan Modiano, Express Employment Professionals - decision makers at companies in the Capital Region - warehousing and large manufacturing in Amsterdam, Johnstown. Jordan is also looking for companies that need office personnel, receptionists, paralegal, call centers.

Frank Paladino, RightComm LLC - new businesses anywhere in the US with 2 to 500 employees.

Terry Hamlin, OnCore Payment Processing - businesses anywhere that need credit card processing that do not already have a point-of-sale system in place.

Patsy Immediato - Classic Custom Construction - new construction, additions and remodeling, plumbing and electrical work in the Capital area.

Nancy McKiernan, CocoBellissimo - people who are looking for gift items, medium sized orders. Will begin production again this fall.

Ann MacAffer, CBRE - Commercial real estate leads. Ann is currently looking for a contact at HTA.

Jeff Dorrance, Premium Mortgage Corp. - any buyer of investment property, vacation home or forever home on the east coast and Texas. Any contact could be a potential referral. Premium can also help with credit repair and prequalifying letters.

Chuck Shank, Smith Brothers Insurance - insurance for all your personal and business needs. Chuck is mainly working on big accounts at this time.

50-50 - Ann MacAffer - NO JOKER

Collected: \$13 -- Jackpot = \$91.00

ATTENDANCE (19 Members)

Members (13), Alternates (-), Guests (-)

Total Attendance (13)