



# Newsletter

**May 7, 2026**

Meeting: Ann MacAffer, President

Greeter:

[mycdbl.com](http://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**

**Alli Beyer**

Beyer Creative

518-545-6852

[beyer-creative.com](http://beyer-creative.com)

[Allison@beyer-creative.com](mailto:Allison@beyer-creative.com)

Alli's company does video production, commercials, and any type of visual representation for businesses to achieve their marketing goals.

## **ANNOUNCEMENTS**

**Jeff Dorrance** of Premium Mortgage Corp. survived the big climb and raised over \$6,000 for the cause. He was the top individual fundraiser. Also May is Military Appreciation Month. Premium is a veteran-owned company. They waive the application, processing and underwriter fees for veterans. April was Jeff's top application month. The market is still crazy and he is happy to help potential buyers with whatever program works best for them. Happy Mother's Day!

**Dawn Morrison** of Armida Rose Realty just got a client under contract after having initially worked with them 8 years ago. A testament to the power of perseverance.

**Jordan Modiano** of Express Employment Professionals thanked TechBridge Group and 1st National Bank of Scotia for registering foursomes and **Steve Mather** of HMS Agency and **Jeff Dorrance** of Premium Mortgage Co. for registering as golfers in the Racers4Autism golf tournament. Jordan still has some foursomes and sponsorships available.

**Ann MacAffer** of CBRE is putting her 3 BR 2.5 BA townhouse up for sale.

## **GOOD NEWS**

**Steve Mather** has hired three new employees, one of them through Jordan and Express Employment. Also his middle daughter is celebrating her 23rd birthday and he's celebrating his anniversary on Mother's Day.

**Ann MacAffer** has signed a lease with Bowler Engineering at 59 Wolf Rd.

### **WISH LIST**

**Dawn Morrison** is looking for residential listings and people who are downsizing.

Steve Mather is looking for anyone unhappy with insurance brokers that have sold out to a larger firm.

### **THANK YOU**

Alli Beyer to Jordan Modiano

### **COMMITTEE REPORTS**

#### **Treasurer's Report – Nick Marchese**

Nick has sent out the invoices for the year. He has received the member application fee from Rachel Chick

#### **Leads – Will Berglund**

Lead of the Week - **No leads.**

Will and Walter Guiles have a new leads incentive program. The Superbowl Squares consists of 80 squares. Everyone gets one square for the first quarter. Members who submit 8 lead points per quarter get a square. The payout will be at the end of the year. The board has voted on and approved the incentive program. Walter will administer it.

#### **Special Events –Frank Paladino**

No report.

#### **Membership – Josh Jennings**

**Rachel Chick** of Pure Water Systems has been voted in as our newest member.

#### **Speakers/Greeters – Davis Moeckel**

May 14th - Sean Howell, Speaker

Need speakers for May 21st, June 11 and 18th.

### **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  
Web Designer

## **TODAY'S SPEAKER**

**Jordan Modiano**  
**Express Employment Professionals**

Jordan gave an abbreviated version of a presentation that he is planning to give to the Young Professionals Network and asked for feedback from CDBL.

### **The Impact We Have on Others and the World**

Often when people achieve their life goals, they are left wondering what the purpose was. They feel that their life is empty.

#### **Mid-life Malaise**

Statistically, satisfaction in life dips between ages 40-50. Happiness has a U curve, so the younger and older people are the happiest. In mid life, people often feel that their aspirations have not been met and that they need to accomplish more. They compare themselves to others.

#### **Erickson's Generativity vs. Stagnation**

According to Erickson there are 9 stages of life.

Generativity vs. Stagnation occurs in the 8th stage, age 40-65.

Generativity involves contributing to society and helping the next generation. It includes parenting, mentoring or community involvement. It drives growth.

Stagnation occurs when individuals feel unproductive or disconnected from society.

Often people do not realize the impact they are having. They may be contributing but do not realize how much their actions positively affect others.

#### **Arrival Phallacy**

Often when we achieve a goal that we think will bring us happiness, we are disappointed because the goal didn't bring the happiness we expected. Often this leads to mental challenges and substance abuse that can create more unhappiness.

#### **Invisible Impact**

We don't know how we impact people we meet most of the time.

The giver often focuses on the act of giving, however, the recipient receives an emotional and social connection and wants to pay it forward.

We don't know what impact we have on others. We can be changing peoples' lives and not realize it.

Jordan challenged everyone to think of what you do and how it may have a positive impact on others.

Reflect on where you may be making an impact.

**Jordan Modiano**  
**Express Employment Professionals**

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**50-50**

- No joker

Collected: \$13 - Jackpot = \$156.50

**ATTENDANCE (18 Members)**

Members (13), Alternates (-), Guests (1)

Total Attendance (14)