



Newsletter

May 2, 2024

Meeting: Terry Freeman, President

Greeter: Davis Moeckel

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

Terry Freeman of 1st National Bank of Scotia is back from Washington DC, where it was 93 degrees. She was attending an Independent Community Bankers of America conference.

Frank Paladino of RightComm LLC announced the Colonie Chamber track day will be July 12th. Tickets are available online at

<https://www.coloniechamber.org/events#!event/2024/7/12/day-at-the-track-apos-24>

GOOD NEWS

Dawn Morrison of Armida Rose Realty had another closing last week. This one was a project that lasted over four years.

WISH LIST

Frank Paladino reported that the Belmont Stakes is expected to bring \$50M to the Capital Region, and he's looking for ways to capitalize on it.

THANK YOUS

Nick Marchese to Terry Freeman

David Piscitella to Matt Clarke

Chuck Shank to dan Fisk

Terry Freeman to Nick Marchese

Matt Clarke to David Piscitella

COMMITTEE REPORTS

Amended By-Laws

Chuck Shank of Smith Brothers Insurance moved to vote on the proposed amended by-laws that were emailed to the membership by **Will Berglund** of O'Connell & Aronowitz. **Terry Hamlin** of OnCore seconded the motion. The amended by-laws were approved unanimously by attending members.

Treasurer's Report – Nick Marchese

2nd quarter dues invoices are out. Thanks to all who have paid so far.

Leads – Frank Paladino

Lead of the Week - TIE - **Mike Corey, Terry Hamlin, Josh Jennings**

Special Events –Will Berglund

Will is starting to plan a happy hour at an outside venue. Druthers in Clifton Park has been suggested. Stay tuned for more details.

Membership – Josh Jennings

There are no new membership applications.

Speakers/Greeters – Alan Baker

Contact Alan to sign up for open speaking and greeting dates for 2024. The 2nd quarter is filled.
2nd Quarter:

May 9th – Speaker – Davis Moeckel / Greeter – Jordan Modiano

May 16th – Speaker – Terry Hamlin* / Greeter – Dave Piscitella **Tentative*

June 6th – Speaker – Frank Paladino / Greeter – Dawn Morrison

June 13th – Speaker – Josh Jennings / Greeter – Andy O'Reilly

June 20th – Speaker – Jordan Modiano / Greeter – Will Berglund

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

Architect

Caterer

Chiropractor

Document Destruction

Event Planner

Florist

Hotel/Hospitality

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 has been a member of CDBL for 28 years and it's the only networking group he has stayed in during his career. He appreciates the referrals, expertise and advice he has gained from CDBL members.

Family updates -

Daughter Grace graduated from Ole Miss in December and has a job at Montaluce Vineyard in Georgia as a sales manager. She is doing well.

Son Owen is living in Virginia and getting married in November.

Son Ian is a police officer in S. Carolina.

Youngest daughter Molly will graduate next year as a K-12 teacher and is a certified coach and athletic trainer.

Brooke, Andy's wife of 34 years is an analyst with State Farm and loves her job.

Andy has worked at many jobs in his life, including Pizza Hut, Burger King, a gym, selling Christmas trees and selling Rexall and Amway products.

He was a security guard at concerts and worked as a janitor/custodian during high school and college.

His job as a security guard at a maximum security prison taught him the importance of being fair, firm and consistent.

He landed a job in sales and attended Sandler Sales training, where he eventually taught some seminars.

The most important thing is to show up.

The 70/30 rule: listen 70% of the time and talk 30%.

Integrity is important. Do what you say you're going to do.

Face to face meetings are better than other forms of communication.

Andy's job title at Securitas is Enterprise Integrator. He typically sells 20-30 jobs per month of varying sizes and dollar amounts.

Burglar alarms are the #1 product he sells, followed by fire alarms, cameras, temperature alarms, water sensors, weapons detectors, metal detectors, access control, and intercoms.

They also provide Pinkertons guard services.

For more information about Securitas contact Andy

Securitas

Security for all size companies. Specialize in alarms, fire detection, card access and CCTV.

Cell: 518-376-6604

Fax: 817.837.3740
andy.oreilly@securitas.com

50-50 – Terry Hamlin - No Joker

Collected: \$12 Jackpot = \$78.50 +

ATTENDANCE (21 Members)

Members (16), Alternates (-), Guests (-)

Total Attendance (16)