



# Newsletter

**June 6, 2024**

Meeting: Terry Freeman, President

Greeter: Dawn Morrison

[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**

## **ANNOUNCEMENTS**

**Dawn Morrison** of Armida Rose Realty has completed a course offered by the NYS Assn. of Realtors in order to be a Senior Real Estate Specialist.

**Frank Paladino** of RightComm LLC announced the Colonie Chamber will be holding an axe throwing event tonight at 5 pm. They will also be having a mixer next Wednesday at Martel's from 5 - 7 pm.

**Jordan Modiano** of Express Employment Professionals recommended a book he is currently reading, *Die with Zero* by Bill Perkins.

## **GOOD NEWS**

**Frank Paladino** and **Walter Guiles** of TechBridge completed a project together which went very well.

**Ann MacAffer** of CBRE announced that her brother John is now Managing Director at her office. They are looking for people who want to work in commercial real estate.

## **WISH LIST**

Dawn Morrison is looking for listers and buyers of residential properties.

Ann MacAffer has office space available for a dental practice.

Jordan Modiano is looking for people to fill office personnel positions.

Frank Paladino is looking for new businesses in the area.

Terry Freeman of 1st National Bank of Scotia is looking for any Broadview FCU customers who are unhappy with their service.

## **THANK YOU'S**

Dawn Morrison to Will Berglund  
Terry Hamlin to Nick Marchese  
Frank Paladino to David Piscitella, Walter Guiles  
Nick Marchese to Ann MacAffer  
Josh Jennings to Chuck Shank  
Chuck Shank to Josh Jennings  
Ann Macaffer to David Piscitella  
Terry Freeman to Nick Marchese

## **COMMITTEE REPORTS**

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

One member still owes 2nd quarter dues. Third quarter dues invoices will go out shortly.

### **Leads – Frank Paladino**

Lead of the Week - **Chuck Shank**

### **Special Events –Will Berglund**

No report.

### **Membership – Josh Jennings**

No new applications. Please focus on inviting guests. We may have another visitor day in the fall.

### **Speakers/Greeters – Alan Baker**

2nd Quarter:

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**

**Frank Paladino**  
**RightComm LLC**

Frank started his current business 3 years ago and it's doing great.

Frank comes from the Utica area and attended RIT. After graduating his first job was at a department store in Rochester, where he was the assistant buyer of women's shoes.

He received an offer to sell computers for another company. PCs were just coming out at the time, and although he knew nothing about computers, he accepted the offer. He did that in Syracuse from around 1985-90. Around that time he also became a Mac expert. Apple was a young company that gave incentives to sellers. Frank scored a sale of 40 Macs, earning a bonus of \$4000.

In the 90s the cellular business was beginning. Frank worked at a Cellular One in Rochester for 7 years.

In 1997 Frank got married and moved to NY city, where he started a family and worked for a software company that was putting presentations on CDs. Frank was able to get accounts with many of the major banks and did well.

Frank and his family left NY after 911 and he moved to the Capital Region. He worked for TW Cable from 2008 to 2020. He then decided to start his own business helping businesses get connectivity. He mostly works with IT vendors and helps businesses to figure out their needs and set up their services. He can help any size business with internet service and telecommunications. Frank doesn't specialize in any particular industry and has access to all service providers.

For more information contact Frank -

**RightComm, LLC**  
**Technology Solutions Done Right**  
**518-488-4444**  
**Frank@RightComm.net**

**50-50 – Josh Jennings - No Joker**  
Collected: \$13 Jackpot = \$99.50 +

**ATTENDANCE (21 Members)**  
**Members (13), Alternates (-), Guests (1)**  
Total Attendance (13)