



Newsletter

September 19, 2024

Meeting: Teresa 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

Jeff Dorrance of Premium Mortgage Corp. announced that the Fed has lowered the prime lending rate. While this has no direct correlation to mortgage rates, it's still great news for buyers as rates are currently at 5.996.

GOOD NEWS

Terry Hamlin of OnCore announced that his oldest daughter has gotten engaged.

Dawn Morrison of Armida Rose Realty attended a performance at Capital Rep and was impressed with the venue.

WISH LIST

Dawn Morrison of Armida Rose Realty is looking for residential listings.

Jordan Modiano of Express Employment Professionals is looking for companies that are hiring.

Terry Freeman of 1st National Bank of Scotia is looking for people that are unhappy with their current bank.

THANK YOUS

Andy O'Reilly to Walter Guiles

Nancy McKiernan to Terry Hamlin

Dawn Morrison to Davis Moeckel, Will Berglund

Terry Freeman to Davis Moeckel

Walter Guiles to Jordan Modiano

COMMITTEE REPORTS

Treasurer's Report – Nick Marchese

The treasury has plenty of money due to light meeting attendance.

Leads – Frank Paladino

Lead of the Week - No report

Special Events –Will Berglund

Will contacted Clover Pond Vineyard about a possible CDBL outing, but they are only open for tastings on the weekend. He will check out Altamont Vineyard as another possibility.

Membership – Josh Jennings

No report.

Speakers/Greeters – Alan Baker

9/26 - No meeting

Alan is circulating a sign up sheet for 4th quarter speakers and greeters.

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

Dawn Morrison

Armida Rose Realty

Dawn was born in Maine and grew up in Massachusetts. She attended Syracuse University and got her first job in New York City. In 1992 she relocated to the Capital Region where she sold ValPak coupons and radio airtime. Most of her career has been in sales.

She started a car service business, which she still runs. Around 7 years ago she got her real estate license.

In 2023 in Kansas City, MO a case was filed against brokerages and realtors regarding inflated commissions. The plaintiffs won the case and were awarded a \$1.8B settlement for conspiracy by realtors.

The resultant ruling has resulted in more paperwork for realtors, but Dawn feels that it was caused by a global misunderstanding of the value that real estate agents provide.

It is the responsibility of the buyer's agent to communicate and clarify the relationship.

First time buyers may find it difficult to cover the cost of the buyer agent commission, which is typically 4-6% of the home cost.

Dawn feels that the new rules should weed out some realtors and help the better realtors.

Real estate agents can't discuss with each other what they are being paid.

Dawn said she prefers to be a listing agent, since in this market she will get paid in a shorter time.

In selling a home, 95% of the work is done before the property goes on the market.

Between the listing and the closing a lot can happen. A good realtor needs to have skills in communication and negotiation to get through hurdles including inspections, attorney approval and appraisals, and needs to be a good problem solver.

In staging a home, Dawn tries to set a positive vibe in the house by using fragrance diffusers, music and photos. The time of day can also play a part in the atmosphere of the home.

For more information contact Dawn.

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50-50 – - Will Berglund

Collected: \$9 Jackpot = \$180.00

ATTENDANCE (21 Members)

Members (14), Alternates (-), Guests (-)

Total Attendance (14)