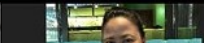
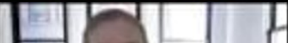
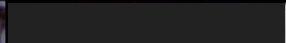
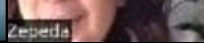
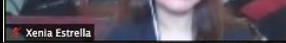
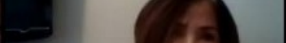
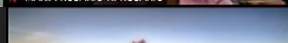
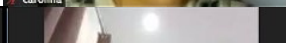
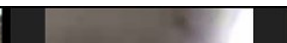
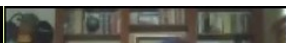


PLAREB LEAD

The Official Newsletter of
the Parañaque Las Piñas
Alabang Real Estate Board



GMM ONLINE



PLAREB GENERAL MEMBERSHIP MEETINGS GO ONLINE

By: Maria Theresa Gabuat - Board Secretary



Allow me to introduce myself first. I am Maria Theresa D. Gabuat. As not everyone may know me well enough, I was not the elected board secretary because I have never run for office in my ten or eleven years of being a member of PLAREB. Much as I would like to serve, I have always begged off due to very hectic work and family schedules. I ended up becoming the 2020 Board Secretary when I was requested to serve, endorsed, and then appointed after our elected Board Secretary Richelle Caliwan resigned. I could not say no to my friend Pres. Tess Estrada whom I promised to support when she assumed office. So, here I am now, hoping and praying that I will not fall short of expectations and committing to deliver in performing my duties.

My first taste of the Board of Trustees (BOT) meeting was done online via Cisco Webex. This was proposed by our energetic and techie PRO Rusty de la Rea since we cannot do face to face meetings due to the enhanced community quarantine imposed in Luzon beginning March 15, 2020. Even the scheduled March General Membership Meeting did not push through because of the strict guidelines released by IATF which did not allow mass gatherings. Because these are unprecedented times, the BOT has to think quick for solutions to the looming problems brought about by this pandemic crisis. We had several meetings as trials to test which online meeting apps would best suit our needs. We had to learn the ropes from scratch and also learn how we can educate our members in using these apps too, most especially the 'young once'. Kudos and big thanks to PRO Rusty de la Rea and 3rd VP Melissa Oostendorp for being proactive, industrious and tireless in learning these apps and assisting us BOT members and anyone who have had birthing pains in using this modern virtual forums. We started first with Cisco Webex as a virtual meeting app and tried Zoom next but later settled on with using Zoom frequently because it is more user-friendly. Aside from the general problem that almost majority of our members are neophytes in this type of virtual meeting, we also discovered additional problems like what if our internet connections are weak or we suddenly get disconnected in the middle of a talk or speech. During the successive BOT meetings we conducted, we slowly came up with solutions and formulated a system on how to conduct online meetings with lesser technical problems, until we finally decided to hold the first GMM in April.

The BOT proposed to conduct a dry run or a trial virtual meeting before the actual GMM so that we can just get to test the waters, feel the impact and also assess our members' readiness in using an online meeting app. So last

April 23, a total of twenty-five members happily joined our first virtual meeting and it was a success. The BOT have, by this time, gained momentum and confidence in holding the first ever GMM on April 30. And so, on the fateful day of April 30, PLAREB held its first online meeting via Zoom with a total of 49 participants. It was indeed heartwarming to have just conducted our first virtual meeting with PAREB Pres. Dr. Samuel Lao as our Resource Speaker whose topic was "How We can Pivot our Business in this New Market Shift and PAREB Updates" and our Past President Mary Ann Medina-Cue for our Learning Hour with her topic on "The Three L's of Real Estate Sales" success plus the ever supportive Megaworld Corporation as our business opportunity presenter. Dr. Lao even commended our virtual certificates of appreciation and vowed to imitate our idea and issue online certificates too for the activities of PAREB.

With the growing confidence in holding our GMM via virtual meeting apps, the BOT have also conducted the GMM for the month of May via Zoom last May 28, 2020 having a total of 42 participants with our very own PP Carol Alvarez as Resource Speaker on "Updates/Programs of PRBRES Under The New Normal" and Ms. Xenia Estrella for our Learning Hour with her topic entitled "Making Sense of This Whole Real Estate Business Within the COVID-19 and After". Also, this GMM was the first in our online meeting history that we have gone live on Facebook with 77 viewers.

And finally, last June 25, 2020, we held our 3rd online GMM with no less than Gabriel Dominguez as our Resource Speaker for his topic "What Makes A Successful Real Estate Salespreneur in the "New Normal?" and for our Learning Hour 2nd VP Atty. Ayen Benedicto talked about "A Practical Guide to Reconstitution & Reissuance of Certificates of Title" while this month's business opportunity presenter was SM Development Corporation with a total of 59 viewers of our Facebook live.

What does these online meetings imply and how does these impact our organization? A lot of advantages could be ascertained to face to face meetings before but let's face it that with COVID-19 changing everything and every way that we were used to doing, online or virtual meetings definitely has its own set of advantages too. With these uncertain times and since nobody really knows for how long these will last, the next best thing for all of us to do is go online and use social media to our advantage. Please know that the 2020 Board of Trustees will not fall short of our mission to connect our members together and give updates because it can be done, easily and fast, ONLINE.

TOP VIEW

THE PRESIDENT'S CORNER

By: MARIA THERESA A. ESTRADA · 2020 PLAREB PRESIDENT

When the global health crisis struck last February, life as we all know it changed, especially the way we conduct our meetings. PLAREB has moved great strides toward embracing this new normal.

We had to make changes in how we conduct our business in order to address the changes and challenges from the onslaught brought by the COVID-19 pandemic. We have to comply with the guidelines and protocols imposed by the government during the lockdown.

We, the 2020 Board of Trustees tried to do as much as possible to stay connected. It has proven that almost anything can be accomplished digitally. We used different types of social media platforms to reach out and update our members.

Our one year plan of activities for PLAREB before the pandemic was put to a halt because mass gatherings were prohibited. We switched from physical meetings to digital conferences. The impact of COVID-19 on our real estate profession has caused an enormous shift on how we conduct our work and these digital technologies have now become an essential part of our daily work life.

Our first online General Membership Meeting via Zoom was held last April 30, 2020 and we were fortunate to have with us PAREB President, Dr. Samuel Lao, who shared his insights on "How We Can Pivot Our Business in this New

PLAREBIANS The New Normal



Market Shift" and also updated us on the upcoming activities of PAREB.

Last May 15, 2020, we collaborated with PAREB, our mother board, and together we celebrated the Diamond Jubilee of PAREB, "60 Years at the Forefront of Real Estate Service". Some of our PLAREB members participated in the virtual group

singing campaign, "A Song of Solidarity", as part of the anniversary celebration.

Last May 28, 2020, we had our 2nd eGMM using the Zoom platform. We invited PLAREB Past President Carol Alvarez, the first member of the CPD Council, with her talk, "Updates / Programs of PRBRES Under The New Normal".

The 3rd Online GMM was held last June 25, 2020 and we were able to invite Mr. Gabriel 'Billy' Dominguez, Master Salespreneur, President of Green Circle Realty, who talked about "What Makes A Successful Real Estate Salespreneur in the New Normal".

For the last few months we have been living in a state of fear as COVID-19 continues to threaten and wreak havoc on economies around the globe. As long as the world has not found a cure or a vaccine for COVID-19, we may have to adjust to a "new normal", a new way of living and going about our lives. Things like working from home, wearing a face mask, having a face shield, using hand sanitizers, and keeping distance from one another, all these are happening in the "NEW NORMAL".

Everything looks much different than what we were used to.

The COVID-19 pandemic is creating a significant challenge around the world, but let us always keep in mind that even the deepest crisis will eventually come to pass.

NEW POSSIBILITIES WITH eLEARNING

By: Joelizah Zepeda - EVP



COVID-19 has not just hampered our business opportunities but as well as our learning activities. It is truly a rapidly evolving situation but with our innate ability to cope, guidelines released by the Professional Regulation Commission has led Professionals to enrich and deepen their knowledge by engaging themselves through: (1) informal learning, (2) professional work experience, (3) self-directed learning and (4) online learning activities. A regulated framework has been discoursed upon by different local boards to conduct an online Continuing Professional Development.

Adapting to change, PLAREB being a CPD provider took its effort in organizing an online seminar for both Salespersons and Real Estate Brokers tentatively scheduled on August 16 to 19, 2020. Fifteen (15) credit units have been applied for and waiting for approval.

Confirmed roll of speakers are the following:

1. Ms. Marissa Benitez on Market overview and Trends in the New Normal
2. Engr. Willie Segovia on Updates on National Taxation, Finance Math and Home loans
3. Dr. Mary Gaw So on Leasing and Property Management
4. Atty. Rhodora Dapula on Expropriation Proceedings and Department of Human Settlement and Urban Development

May this first ever online CPD by PLAREB introduce new possibilities of learning techniques to our participants and for the lecturers to acquire new skills in online learning engagement.

Thank you for your support.

PERTINENT PROFESSIONAL REGULATION COMMISSION UPDATES

By: Joelizah Zepeda - EVP

Professional Regulation Commission Resolution 1240 Series of 2020

Professionals who are unable to comply with the required CPD credit units can renew their Professional Identification Card (PIC) upon execution of an undertaking to complete the required CPD credit units for the next compliance period. This undertaking can be availed until **December 31, 2021**.

<https://www.prc.gov.ph/sites/default/files/2020-1240ReteratingWays.pdf>

Professional Regulatory Board of Real Estate Service Resolution No. 08 Series of 2020

“OPERATIONAL GUIDELINES FOR REAL ESTATE SERVICE PROFESSION DURING THE TRANSITIONPERIOD PURSUANT TO COMMISSION RESOLUTION NO. 1146 (S. 2019) ENTITLED “AMENDING RELEVANT PROVISIONS OF RESOLUTIONS (IRR) OF REPUBLIC ACT NO. 10912, KNOWN AS THE CONYINUING PROFESSIONAL DEVELOPMENT (CPD) ACT OF 2016”

Key points:

Real Estate Service Professional based abroad are not covered by CPD requirement
Newly licensed Real Estate Professionals shall not be covered by the CPD requirement for the first renewal cycle after obtaining their license
The CPD council for Real Estate Service shall reduce the required CPD credit units for the renewal of the Professional Identification Card (PIC) as follows

CATEGORY CLASSIFICATION	REQUIRED CPD UNITS
59 years old and below	15 CUs per license
60 years old and above	5 CUs per license
Accredited RE Salespersons	5 CUs

Credit units earned from CPD activities for each category of professionshall be based on competency requirements

Duly validated and recognized CPD credit units shall be accumulated in accordance with the pathways and equivalencies of PQF.

Excess credit units may be used on the on the next renewal cycle only

PAREB EVENTS ON SOCIAL MEDIA

By: Melissa Oostendorp – 3rd VP



Since the beginning of the lockdown, the PAREB committees have been quite busy holding various events at least three times a week through the use of videoconferencing tools. We have been used to this by now and call this Zoom Webinars.

All members in good standing are invited to visit these sites to get updated on the latest online events being held in PAREB.

PAREB MLS committee

Contact person: MLS Chairperson Vinia Lapuz

<https://www.facebook.com/groups/parebmls/>

Usual topics: PAREBMLS.com tutorial, MLS Shoutouts, General Brokerage Best Practices

PAREB IN ACTION

<https://www.facebook.com/parebinaction/>

Contact person: PAREB Pres. Samuel Lao

Usual topics: Professional Development topics usually in webinar format such as Financing, Debts and Cashflow in New Normal, Digital Marketing, Taxation, Leasing, etc.

TEAM PAREB

<https://www.facebook.com/groups/teampareb/>

Contact Persons: MLS Chairperson Vinia Lapuz, Dir. Moby Arquiza, IPP William Floresta

Usual postings: Announcements and events of local boards and PAREB

PAREB BFF FRIDAYS

<https://www.facebook.com/groups/352272179010994/>

Weekly fellowship and sharing of allied businesses and a chance to give an elevator pitch. Nice way to practice your presentation skills. This is setup as a regular Zoom meeting where videos are mostly switched on.

BRIEF SUMMARY OF WEBINAR ETIQUETTE

Wear proper business casual attire and look presentable

Test your video and microphone prior to joining

Mute yourself by default

Raise your hand or chat if you want to participate or give comments

Make sure you are in a room with no distractions or background noise

If away from device, or talking to someone, mute your audio

Be on time, by registering early and preparing the invitation link prior to the event.

GOD WILL MAKE A WAY

The PLAREB Board of Trustees would like to thank the members mentioned below for their participation in the PLAREB anniversary celebration "A Song of Solidarity" held last May 15, 2020.

Arnold Abarquez, Ayen Benedicto, Cindy Medina, Danny Madriaga, Joy Zepeda, Lui Alversado, Miya Tam, Mon Flores, Phoebe Bretz, Richelle Caliwan, Rusty de la Rea, Tess Estrada, Thess Gabuat, Toni Agana-Trinidad, Vivian Gapido.
Video editor: Jana Zepeda

The group performed the song "God Will Make A Way" as shown in this video....

<https://www.youtube.com/watch?v=sSO3k60Lgkk>



PLAREB BIRTHDAYS

APRIL

- 2 PP Christy Domingo
- 1 Juvy Kopitzke
- 2 PP Nitz Wenceslao
- 9 PP Ester Tomaneng
- 15 Minda Santillan
Beth Lahoz
Rowena Gonzales
- 16 Lambert Modina
- 18 King Martinez
- 20 Miya Tam
- 22 PP Bard Estrella
- 27 PP Levy Alvarez
- 29 Dennis Cuenca
Joy Zepeda

MAY

- 1 Ruth Daluz
- 5 Gwen Suria
- 6 Fernan Borines
Muffet Ponce
Simpao
- 7 Ismael Allanigue
- 9 Beth Gonzales
- 11 Francisco Moral
- 12 Richelle Caliwan
- 15 Ellis Mandac
- 17 Esmie Ignacio
Maylyn Lloren
- 19 Conrado Leviste
- 20 Malou Azarcon
- 24 Lilian Cortes
Arsenio Vidad

JUNE

- 2 PP Mars Pompa
Arnold Abarquez
- 3 Tarra Vilma
- 7 Delia Imperial
- 8 Susie Beato
- 14 Bobby Alvarez
- 15 Liza Pentecostes
- 17 Rene Quiroz
- 18 Edith Bernardo
- 19 Ethel Garcia
- 20 Louie Loste
Emily Cordero
- 21 Marie Revatoris
- 24 Joan Vilda
- 26 Eva Borines
- 28 Tess Estrada
Thess Gabuat
- 30 PP Rasy Abela

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Maria Theresa Gabuat



Secretariat
Estelita Albayalde
Malaikah Zambrano



CONTINUING PROFESSIONAL DEVELOPMENT SEMINAR

**For Real Estate Brokers and
Salespersons**

**August 16 - 19, 2020
Sunday - Wednesday
10am - 3pm
Via ZOOM Conference**

For more inquiries/reservations contact:

Ms. Lita @ 0928-524-2668

Ms. Joy Zepeda @ 0917-724-2722

Investment starts at Php 1,000.00 (15 units)

For learning only Php 500.00

PLAREB BDO SA # 7690022100 (Waltermart Sucat Branch)

Email deposit slip of payment @ plarebrealtors@yahoo.com



DAY 1
MS. MARISSA BENITEZ

Macroeconomic Overview
Office Sector, Residential Sector, Retail Sector
Impact of previous crises on Philippine Property
Results For Philippine Real Estate



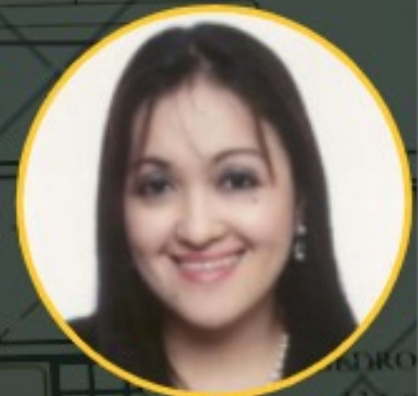
DAY 2
MR. WILFREDO SEGOVIA

National Taxation Updates and TRAIN
Home loans
Finance Math



DAY 3
DR. MARY GAW SO

Leasing
Property Management



DAY 4
ATTY. RHODORA DAPULA

Expropriation proceedings
Department of Human Settlement and Urban
Development

PLAREB MEMBERS AS OF JULY 9, 2020

By: Emiliano Ynchausti • 1st VP



ABARQUEZ, ARNOLD V.
AGBULOS, DITAS FELICITAS D.
ALLANIGUE, EDWIN B. PP-2011
ALMADRONES, RENEBERTO P.
ALVAREZ, CAROLINA Q.-LPM-PP-2010
ALVERSADO, MARIA LUISA R.
ANGUS, PORFIRIO, JR. V. PP
ARBOSO, LUZVIMINDA C.
AVANCEÑA, GLICERIO M.
BAYONGAN, MARIA. VENICE O.
BEATO, SUSIE Y.
BERECIARTE, MARY DAPHNE G.-LPM-PP-2007
BERTIZ, CORAZON M. PP-2013
BENEDICTO III, FRANCISCO S.
BORINES, FERNAN JOHN M.
BORINES, MARIA EVANGELINE M.
BRIONES, CONNIE MAE A. (AM)
BRIONES, DANIEL R.
CALIWAN, RICHELLE L.
CAMACHO, ELIZABETH T.
CANARIA, FLORENTINO P.
CANO, RACHELLE V. (R)
CAPISTRANO, NERISA S.
CARLOS, SHEILA MARIE D.(R)
CASANOVA, ROBERT JAYSON R.
CASANOVA, VON EUSEBIO D. (NM)
CHUA, WILLIAM J.
COLOMA, ARMANDO U.
CORDERO, EMELYN Q.
CORTES, LILIAN GRACE G.
CORONADO-BADIOLA, JOCELYNN S.-LPM-OO-2009
CRISOSTOMO, GUIA CRISANTA A. PP-2008
CRISTOBAL, FELIPE L.
CRUZ, CAROLINA B. (R)
DALUZ, RUTH D.
DANIEL, NICOLASA.
DANTES, ROLANDO A.
DE LA REA, RUSTICO V.
DIOGENES M. GARAY JR
DOMINGO, CHRISTINA E. PP-1989
EDQUIBAN, BERNADETTE D.
ELEGADO, LETICIA O.-PP-1992
ENRIQUEZ, TRINIDAD M. PP-2017
ESTRADA, MARIA THERESA A.
ESTRELLA, BARDELIS A. PP-1993
ESTRELLA, MARIA XENIA S.
FERNANDEZ, FILEMON L. PP-2004
FLORES, RAMON D.

FUNTILO, PATRICK HENRY T.
GABUAT, MARIA THERESA D.
GAPIDO, VIVIAN BUHAY F.
GARCIA, JANETTE P.
GENUINO, OSCAR L.-PP-1999
GONZALEZ, JACINTO MARIA S.
HERCE, RAMON, JR. R. (R)
ICASAS, ZENAIDA V. PP- 1990
IGNACIO, ESMERALDA M.
IMPERIAL, DELIA I.
INCIONG, GENALINE R.
KOPITZKE, JUVY M.
VALERA, KRISTEN
LADAO, ROSALITO V.
LAHOZ, ELIZABETH Q.
LAÑADA, REYNALD HENRY L. (NM)
LAPUZ, MA LOURDES C.
LIMUCO, VILMA P.
LOBITAÑA, IRMA M.
LUGUE, GLENDA A.
LUIS, SUNSHINE D.C. (R)
LUIS, TRISTAN ARVIN S. (R)
MADRIAGA, DANILO BENJAMIN M.
MADSEN, MERCEDES A.
MAGNO, LINA L.
MAMIIT, SOLEDAD M.
MANDAC, ELLIS A.
MANGAHAS, ROSLYN P.
MARCELO.MELVA M.
MARTINEZ, ANNA QUEEN GLORIA A.
MEDINA, CYNTHIA FLOR S. PP 2014
MEDINA-CUE, MARY ANN S. PP - 2015
MENDOZA, GEORGE WILLIAM L. - PP -2016 LPM
MENDOZA, LEO MICHAEL B.
MIRANDA, CARLO D.
MORAL, FRANCISCO L.
MUNCH, CRISTITA P.
NAÑAGAS, MARINA ELVIRA J.
OOSTENDORP, MELISSA M.
PACUNAYEN, FRANCIS N.
PACUNAYEN, MARIA ELENA N.
PALAGANAS, GRACE G. (R)
PAMILAR, JOSELITO
PAULINO, MIRIAM C.
PENTECOSTES, LIZA B.
PENTECOSTES, RANDY B.
POMPA, MARCELINO M.-PP-2003
PUNZALAN, EULALIA B.
PUZON, MARIA BEATRIZ G.

QUE, MARINO J.
QUIROZ, RENE JOSE C.
RAMIN, BEDA Z.
RAMOS, ERLINDA T.
REVATORIS, ROSEMARIE N.
REYES ALLAN
REYES, VICENTE A.
ROSARIO JR., JACINTO D.
ROSARIO, MARIA ROSARIO K.
SALANGA, SYLVIA A.
SALCEDO, ZYZYLYN O. (R)
SANTIAGO, ERLINDA F.
SANTILLAN, LUZVIMINDA H.
SILVANO, JOAN
SIMPAAO, FELICITAS P.
SO, PHOEBE B.
SUAREZ, JENALYN C.
SUAREZ, ROLAND RHONNEL M.
SURIA, GWEN LAURA M. PP-2018
SY MERCADO, MARIA LOURDES
TABIOS, ROSALINDA S.
TAM, MINERVA G.
TARRA, VILMA C.
TIMTIMAN, IRENE B.
TUERES, ADAN T.-PP-1991
URBANO III, JEAN ALFRED E.
VALDERRAMA, GERALDINE G. (NM)
VALDEZ, DIVINIA L.
VIDAD, ARSENIO, JR. R.
VIDAD, PERLITA L. (AM)
VILDA, JOANNE R.
VILLAMOR, CHRISTIAN C. (R)
YNCHAUSTI, EMILIANO E.
ZEPEDA, ELIZABETH A. PP- 2006
ZEPEDA, JEIFKAY A. (NM)
ZEPEDA, JOELIZAH A.

LEGEND:

AM – Associate Member
NM – New Member 2020
PP – Past President
R – Reactivate 2020