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



PLAREB LEAD



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THE PRESIDENT'S CORNER

By: **RUSTICO DE LA REA • PLAREB PRESIDENT**

"Pag-ibig, 'pag nasok sa puso nino man, hahamakin ang lahat masunod ka lamang".

That is the only line that I can remember from "Florante at Laura".

"Pag-ibig" comes to my mind because it's February, Valentine's Day, the month of Love.

Speaking of "Pag-ibig", the other "pag-ibig" that comes to my mind are the ones in these verses...

"Pag-ibig ang hari sa bawat kasapi."

"PLAREB ay pag-ibig, PLAREB ay tulungan...."

If you are a PLAREBIAN, you already know where these verses came from.

It is indeed from the PLAREB Hymn or "Awit Ng PLAREB"

I realized that we do need to have "Pag-ibig" in being a real estate broker. We need to have love in our hearts, love for God, love for our country, love for our profession, and love for our fellow professionals.

Being in PLAREB is akin to being in a relationship. We are in a relationship with each and everyone in the organization. Professional relationships in PLAREB is the reason why we exist. We are a group of people held together by mutual respect for each other despite and inspite of our differences. For some, PLAREB has even become a means to build lasting friendships.

Even our "Awit ng PLAREB" speaks of the importance of "relasyon" or relationships. Even the Real Estate Code of Ethics states.....The Practitioner shall promote the values of camaraderie, unity, solidarity, and synergy in his/her professional relationship.

That is why we must continue to cultivate harmonious "relasyons" with one another.

So, in this month of Love, and all other months, let us continue to have "Pag-ibig".



"Pag-ibig ang hari sa bawat kasapi."

"PLAREB ay pag-ibig, PLAREB ay tulungan...."

AWIT NG PLAREB

Pag-ibig ang hari sa bawat kasapi
Lubos na tulungan at pagbibigayan
Aliw ng samahan ang nangingibabaw
Relasyo'y mahalaga kaysa salaping kita
Itong karangalan ang iniingatan
Buhay na tahimik, malinis ang pangalan
PLAREB ay pag-ibig, PLAREB ay tulungan
Pagmamahal ang handog at kanilang kaloob
Labis na paglilingkod ang itinataguyod.
At kanyang patakaran na laging sinusunod
Relasyon sa kapwa, siyang kaligayahan
Itong gawaing mahal ay inaalagaan
Buhay ay inilaan PLAREB ay paglingkuran
Buhay na tahimik, malinis na pangalan
Buhay na tahimik, malinis ang pangalan

ON BUYING 'PASALO' OR TRANSFER OF RIGHTS

BY: MARIA THERESA D. GABUAT- EXECUTIVE VICE PRESIDENT



image from lamudi.ph

"The risk & penalty for assume or 'pasalo' is double if the land title of the property, although with a loan, has not yet been transferred to the first owner's name and is still in the name of the developer at the time of transaction."

Special Power of Attorney, during the time of your transaction, assigning you as his attorney in fact for the future release and claim of the original title either by the bank or Pagibig. After bank or Pagibig's release of the title, you need to submit this to RD with the Cancellation of Mortgage for annotation, which will also be released by bank or Pagibig together with the original title, and at the same time process the transfer of title to your name, either through Deed of Absolute Sale or Extrajudicial Settlement with Absolute Sale. Physical possession of the original land title does not signify absolute ownership. Only the transfer of title to your name will the ownership be absolute. This is just a piece of unsolicited but free legal advice coming from a PRC licensed real estate broker #RESALawThess Gabuat, REBPRC License No. 808209199914880

About our contributor



Thess Gabuat wrote and posted this in one FB selling group because she has received so many complaints about 'pasalo' so she decided to give an unsolicited advice as a warning to the public about the risks of being a 'pasalo' buyer.

Please be careful with pasalo or assume with bank or Pagibig loan. (It's easier if still paying downpayment in installment or in-house financing to the developer, you just need approval from the developer & pay their administrative fees). The risk & penalty for assume or 'pasalo' is double if the land title of the property, although with a loan, has not yet been transferred to the first owner's name and is still in the name of the developer at the time of transaction. If the only document that the 1st owner has is a Contract to Sell then beware. If the seller or 1st owner dies, his heirs automatically and legally adjudicate the property to themselves so it's important that you had your documents notarized immediately during the transaction.

You will be required to pay penalties if you fail to pay the taxes immediately too. So just in case, please make sure to have the heirs sign an undertaking that in case of the seller's death and you have not yet paid off the entire loan, his heirs will sign for you an Extrajudicial Settlement with Absolute Sale. In this scenario, there will be no penalties but you will have to pay the estate tax. From the date of the new title released, there will be a 2yrs prescription period annotated at the back of the new title allowing any claimant, either ignored heir or creditor, to file for a claim against the property. This is according to Section 1 of Rule 74 of the court. After 2yrs with no claimant will the newly released title be free from any claim after you file an affidavit with RD, then the annotation of 2yrs will be canceled from the back of the title. From the time of registration of extrajudicial settlement to RD up to 2yrs, in order to protect your interests, it is imperative and very important to get and pay for heir's bond from a reputable insurance company. Now in case you fully paid the loan after so many years and the first owner is still alive, you're lucky but you need to have constant contact and communication with him because BIR and RD will require you to present the latest valid ID during the transfer of title to your name. You will also need to have the first owner sign a

SELLING IN THE TIME OF PANDEMIC

BY: RAMON FLORES, REB, REA

I am not just offering a house and lot, condo unit, vacant or farm lot of a client. Integrity, fairness, sincerity, honesty, great service as well as my license are all on the line when dealing with them

I woke up one Tuesday morning excited for the day ahead. I have to submit documents to the Bureau of Internal Revenue in the morning and will hustle somewhere south for a closing transaction. I was just wondering what shoes to wear that will be comfortable and presentable enough for the day's activities. Will it be comfort over style or vice versa? I was contemplating between these:



I have been working on for several transactions for the latter part of 2020 and early 2021. Honestly speaking, I was never fond of sales even before, I don't hate it but I felt I was never convincing enough to sell a product. I graduated back in college with a degree in Management of Financial Institutions, worked for a couple of years in some bank that after some mergers and acquisitions is now known as BDO. Worked for different companies after that. My real estate journey began in 2013 under Urban Institute of Real Estate's Build and Sell mentoring of Enrico Cruz and hesitantly accepted to take the broker's review in 2014 because of the Seven Thousand Five Hundred Peso discount that he was offering. Riding high on my passing the broker's licensure exam, I was motivated to take on the Appraiser's licensure exam on the same year, and by the way PP Glenn Avancena and Allan Reyes were my classmates in the Build and Sell Mentoring of Urban. Now fast forward to this pandemic era, I still consider myself not convincing enough to sell a product much more selling the property of a client, but you know what, I realized I am not just offering a house and lot, condo unit, vacant or farm lot of a client. Integrity, fairness, sincerity, honesty, great service as well as my license are all on the line when dealing with them. It's an all or nothing issue for me. Luckily colleagues in the industry specifically in PLAREB whom I have trust and confidence make selling look extraordinarily easy to the point of selling a property with great panache. Mind you these hardworking women will not be deterred by any type of pandemic.



...and of course congrats to this amazing lady for our latest transactions.



Again let me reiterate my hesitation when it comes to selling, I am not really into what you call selling hard or persistent marketing but please visit my FB page for my other passion . <https://www.facebook.com/solesearching77>

About our contributor ...



Mon loves mountaineering, marathons and a has a thing for shoes. His fave quote "If I ever let my head down, it's to admire my shoes." You can find this article on his shoe blog in this link: <https://solesearching77.wordpress.com/>

MLRA TIPS

BY MARIA LUISA R. ALVERSADO, REB



The famous cliché, “Choose your Battles” is no different from this next tip on how to be resilient. We all experience bad days and we all go through our share of crises. But we have a choice in how we respond: we can choose to react negatively or in a panic, or we can choose to remain calm and logical to find a solution. Your reaction is always up to you. How I pick my battles? As much as I can, I start with breathing (inhale & exhale) to clear my mind and once I’m relax, I respond to the issue. It helps me to approach every situation objectively. How we respond is a reflection as well of who we are as brokers. We need to choose wisely on how to respond.



#MLRAtips

#brokerinnewnorm

#abrokersvow

About our contributor . . .

Maria Luisa R. Alversado is a real estate broker and book author of “A Broker’s Vow.” Her focus is in resale within Laguna and nearby areas. She was PAREB-PLAREB’s EVP in 2019. Aside from being a broker, she is also an accredited CPD lecturer with topics on EQ and Management in Real Estate Selling and Broker in New Norm. Currently, she is the president of At Home Realty & Property Management Corporation based in Biñan, Laguna.

PLAREB PADYAKERS

BY VIVIAN FERANIL GAPIDO - PRO

"I embarked on interviewing the sport enthusiasts of PLAREB....."

Inspired by the success of "A Broker's Brow", I embarked on interviewing the sport enthusiasts of PLAREB, starting with the PLAREB Bikers who adopted me and included me in their chatgroup so I can observe them feely as they plan on their bike rides and get a grip on how they do their biking. My first chats with them is introducing my working title PLAREB Padyakers, the padyakers came from the padyak.com, a messengerial delivery service, with the majority of their personel user bikes and aims to promote good health and a clean environment. I googled that on the net while trying to think of my article title. I was surprised one day that they have changed the name of their group chat to PLAREB Padyakers which inspired me more to remind them of their contributions to this article .Their motivational stories will be revealed in the next pages but let's try to know what they do as a group.

VFG:When did the plareb padyakers start biking together?

PADYAKERS: Arnold Abarquez, invited PLAREBIANS via PLAREB MIGS for a ride in VILLAR SIPAG sometime in July 2020. Some members went and tried biking. "

VFG:What preparations you do before you start biking?

PADYAKERS:Not much preparations needed – just make sure all necessary equipment and accessories are in place like helmets, gloves, water, warning lights and reflectors. Some stretching can help before riding."

VFG: Where do you meet? (starting point of the bike ride)

PADYAKERS: We used to meet at Villar Sipag – but it varies where we decide to ride. We've done Villar Sipag – Binondo – Villar Sipag and Marcelo – PhilNavy / BGC – Marcelo and Daang Reyna."

VFG:What do you usually do when you reached your destination?

PADYAKERS:We usually EAT at destination.

VFG:what do you after the bike ride?(except rest hehehe)

PADYAKERS:We go home.



About the Contributor



Vivian Gapido, cannot go biking as of the moment because of her lumbar bulge but she joins the PLAREB Padyakers in spirit thru her stationary bike which she recently bought at shopee.

PLAREB PADYAKERS MOTIVATIONS

BY VIVIAN FERANIL GAPIDO - PRO



"What motivates me is the sense of achievement whenever I finish my ride.

Moreover, I have experienced benefits of exercise like Hiit and Yoga and wanted to do more cardio to lose more fat since it's Onco's orders.

I am hypertensive. Riding helps bring down my bp. On our Binondo ride, I was supposed to back out since my bp was 150/100. A very good friend acknowledged the elevated bp but suggested I still ride. After the 40km ride, I checked bp and it was 120/80.

Another motivation is the FUN and protective company I have. I feel safe with my friends in PLAREB. We also have a good time esp eating out at destinations we choose, be it along the street or a specialty resto I prefer endurance rides over challenging trails as I have to consider possible injuries when I do some "stunts" on some off road trails. I did some off road trails and I had fun. Lucky enough to have no semplangs at the "Holy Mary" Trail in AAV (kasi mapapa dasal ka sa challenge) and I've done the trail 2x" - Cindy Medina



Patrick's century ride for Feb... Together with the Philippine Society of Mechanical Engineers (PSME) Central Laguna Chapter.

"What motivates me, like Cindy, is my sense of achievement when I reach my goals... 400 km cumulative ride per month and at least one century ride per month. I just started this last January and I hope I can sustain for the rest of the year. Also, biking is a way for me to manage stress. It also has a lot of health benefits that come with it. When I bike I achieve several things: enhance camaraderie with my group, increase my strength and endurance while enjoying the scenery. I do bike almost everyday and if I have a very busy day, I still find time to bike however short the ride may be. Biking is a way of life... Eat, sleep, padyak.. Mabuhay ang Plareb padyakers! "

- Patrick Henry T. Funtilla

PLAREB PADYAKERS MOTIVATIONS

BY VIVIAN FERANIL GAPIDO - PRO



"My motivation for biking is simply...all of us need cardio exercise. Daily cycling is good for your heart and aside from that....strengthens the friendship we have thru fellowship and chatting every day. Having out of town cycling relaxes our minds too. Warm regards to al" - Lito Ladao "



"For some of you who know me, my go-to sport is badminton. I play twice a week until this pandemic hit. Since outdoor sport is the safer way to exercise, I had no choice but to go back to my first love - biking . I started biking during my high school days. It was replaced with body building in college.

When I returned to bike riding during GCQ, it's like a time machine that brought back my beautiful memories in the 80's when i was riding with my friends in Malabon.

Time will come that my body cannot cope with the endurance that comes with biking anymore. That is why I would like to add more biking memories again, this time with my wife, son and PLAREB friends.

I would like to exercise and have fun at the same time. I hope we would have more breakfast rides like we had in Binondo and Navy Golf Course. Lord willing, we would have breakfast ride in La Mesa, Wawa Dam, Tagaytay, Kaybiang, Mindoro, Siquijor, Palawan and Siargao. Someday, when i cannot bike anymore, I can browse through FB GC (the name is Plareb Padyakers) to bring back memories, both good and bad.

PLAREB, we are just starting. Join our bike group! Let's create beautiful memories together. Thank you.

Ride safe always." - Arnold Abarquez

WISDOM NOOK BY THE PLAREB PAST PRESIDENTS

"SUCCESSFUL SELLING 101"

BY ELIZABETH ZEPEDA



I am a Certified Public Accountant but I decided to take up the Broker's licensure examination so that I can have more time with my family. Twenty years back, real estate selling was never easy. I only have my classified ads, yellow pages, and a pager to sell. Real estate transaction is really slow and communication is challenging. But as I look back, I am thankful of these past experiences because this brought me to where I am now. I may not have passed on my expertise on accountancy to my children but I am proud to say that I now work with good broker partners, my first born, Joy, and my youngest, Jig, who both practice in General Brokerage and project selling. Seeing them in my office felt like a dream. It gives me a sense of fulfilment. They may have different selling methods and styles but they still seek advice from me. I always remind them of three important things to be successful; Focus, Communication, and Networking. Focus is so important because it is the gateway to all thinking. It gives you the ability to solve problems and to give a sound judgment. I also believe that a good seller must be a good communicator because poor communication may lead to misunderstanding and frustration. Lastly, networking is the primary key to success in our profession. I know we all agree to this. I believe in the saying that more exposure gets more sales. Being a member of PLAREB has significantly contributed to my real estate career. I am truly proud to be a PLAREBIAN!

"I am proud to say that I now work with good broker partners, my first born, Joy, and my youngest, Jig, who both practice in General Brokerage and project selling."

About the Contributor



Beth is the Past President of PLAREB BOD 2006. She initiated CREBA accreditation and strengthened the MLS by utilizing focused area core groups. During her term she organized Bingo Social. PLAREB won the belly dancing competition under PP Daphne Beliciarte in 2007. Her life verse Galatians 6:7 You reap whatever you sow.

Certificate Training Program (CTP)

BY: MARIA THERESA D. GABUAT- EXECUTIVE VICE PRESIDENT

After more than a month of preparation from application to compliance with Professional Regulation Commission (PRC) Accreditation and Compliance Division (ACD) and PRC Board of Real Estate Services (PRBRES), the culmination of the 3-day New Salespersons Certificate Training Program finally happened last Monday February 22, 2021.

Since PLAREB is still in the process of applying for its own service provider accreditation for Certificate Training Program (CTP), we collaborated with sister board Las Pinas City Real Estate Board for this event to materialize. And with their approval and cooperation, we were able to carry out and get through with this mission, that is, to hold our very own first CTP or New Real Estate Salespersons Training Program (RESTP) as other boards call it.

Our target was to fill up the requirements and limit of PRC which is 100 attendees, and this too happened with the help and support of our secretariat and other officers especially our former EVP and Education Committee Head Joelizah Zepeda-Abad.

It was held via Zoom with 100 attendees from all over Luzon, Visayas and Mindanao, last February 19, 21 & 22, 2021, Friday, Sunday & Monday.

With this achievement, the current Education Committee hopes to execute another feat and repeat the success with our next targeted Continuing Professional Development (CPD) Seminar for renewal of brokers' licenses and salespersons' accreditation. Our tentative schedule, praying to be able to accomplish this too with faster approval from the government agencies, will be last weekend of March or earliest of April. God bless PLAREB in this endeavor.

With this achievement, the current Education Committee hopes to execute another feat and repeat the success with our next targeted Continuing Professional Development (CPD) Seminar






ATTY. RHODORA L. DAPULA
REB, REA, REC, EnP

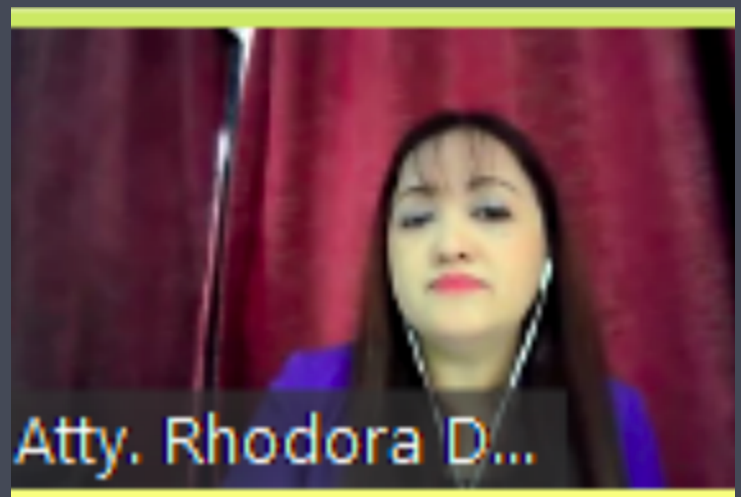
FEB 19 REAL ESTATE TAXATION
9:30AM - 3:30PM

FEB 22 DOCUMENTATION, TITLING
LAND REGISTRATION
10:AM - 12:00NN



PARA Pres.
MARY DAPHNE G. BERECIARTE
REB, REA, REC, EnP

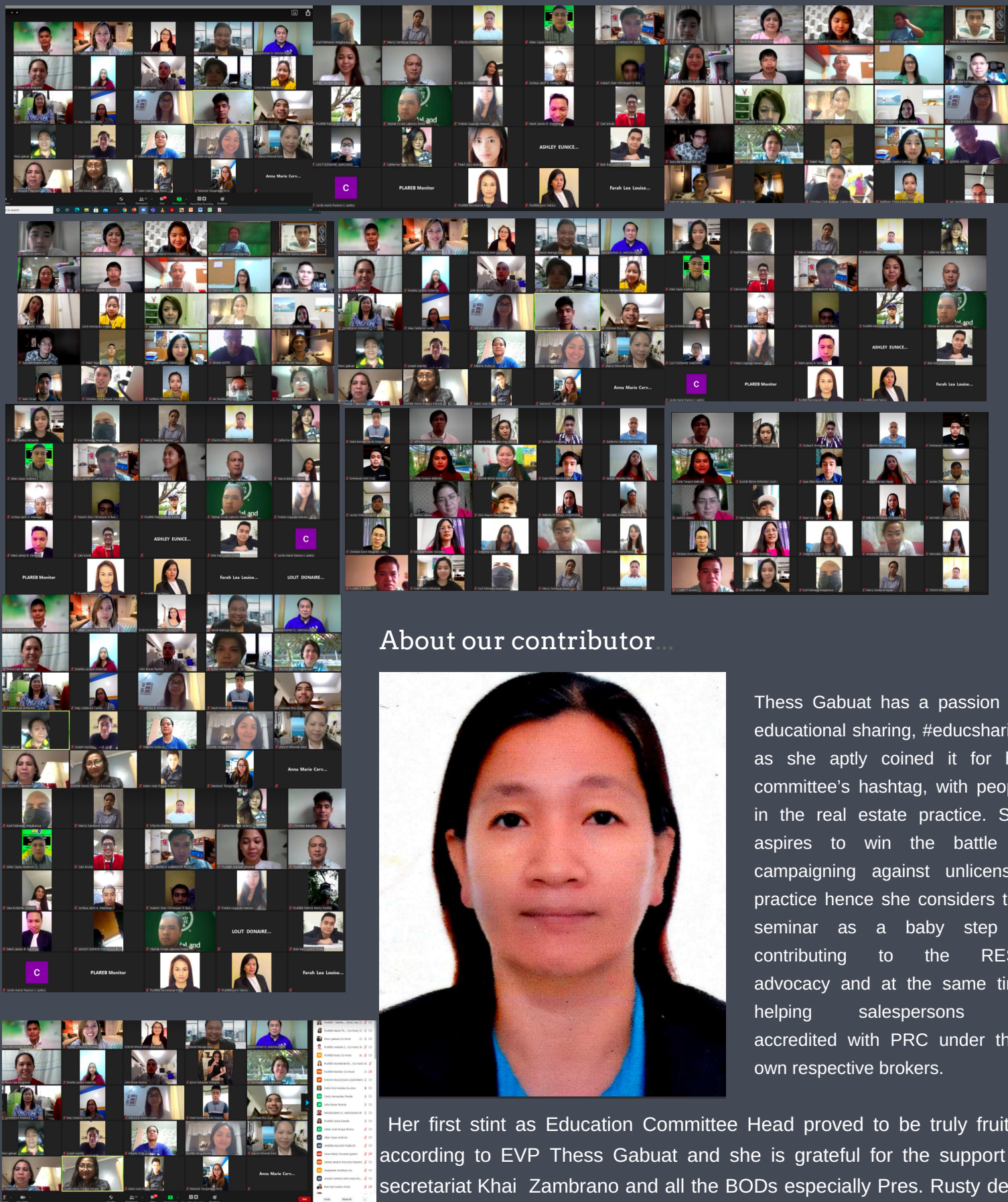
FEB 21 REAL ESTATE SERVICE ACT AND
ITS IMPLEMENTING RULES &
REGULATIONS
CODE OF ETHICS
10:00AM - 4:00PM



Certificate Training Program (CTP)

BY: MARIA THERESA D. GABUAT- EXECUTIVE VICE PRESIDENT

Shown are the CTP participants and PLAREB BOD Screenshots



About our contributor...



Thess Gabuat has a passion for educational sharing, #educsharing as she aptly coined it for her committee's hashtag, with people in the real estate practice. She aspires to win the battle in campaigning against unlicensed practice hence she considers this seminar as a baby step in contributing to the RESA advocacy and at the same time helping salespersons be accredited with PRC under their own respective brokers.

Her first stint as Education Committee Head proved to be truly fruitful according to EVP Thess Gabuat and she is grateful for the support of secretariat Khai Zambrano and all the BODs especially Pres. Rusty de la Rea and 3rd VP Joy Zepeda-Abad.

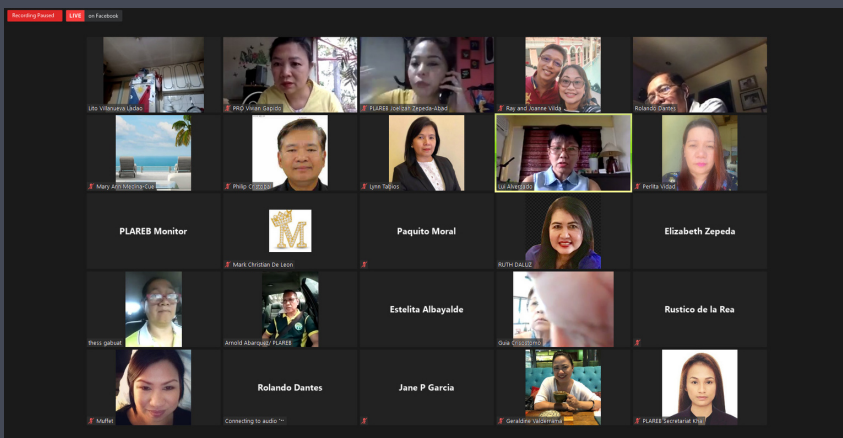
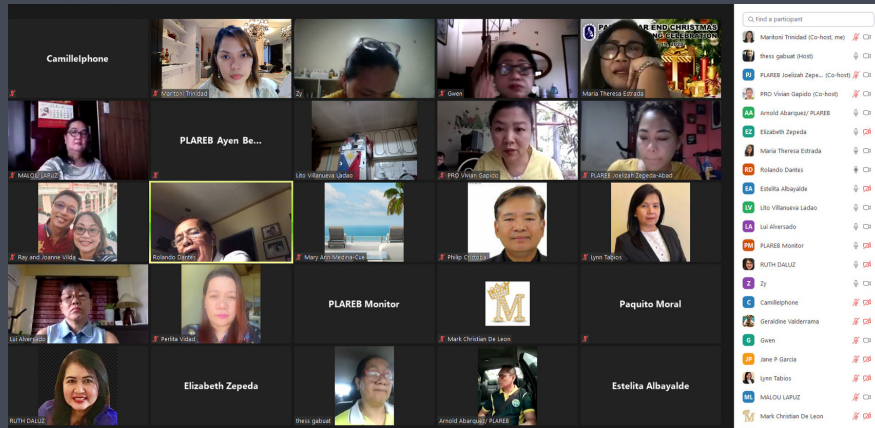
PLAREB JANUARY GMM BY MARITONI TRINIDAD- BOARD SECRETARY

The first general membership meeting of 2021 was held last January 28 via zoom. Though it may still be online, we received a good turn out in attendance. Not only we can see the support of the members but also because they were excited to hear our speakers and their very exciting and interesting topics. Our very own 1st VP Lynn Tabios shared tips on how to be a top producer which inspired most of us in planning and setting ur goals. There was a time that her internet got disconnected and while we were waiting for her to come back, everyone was guessing what the next tips she will discuss!



**8 TIPS TO
START
YOUR DAY
LIKE A
TOP
PRODUCER**

LYNN TABIOS
Certified International Property Specialist
at National Association of Realtors



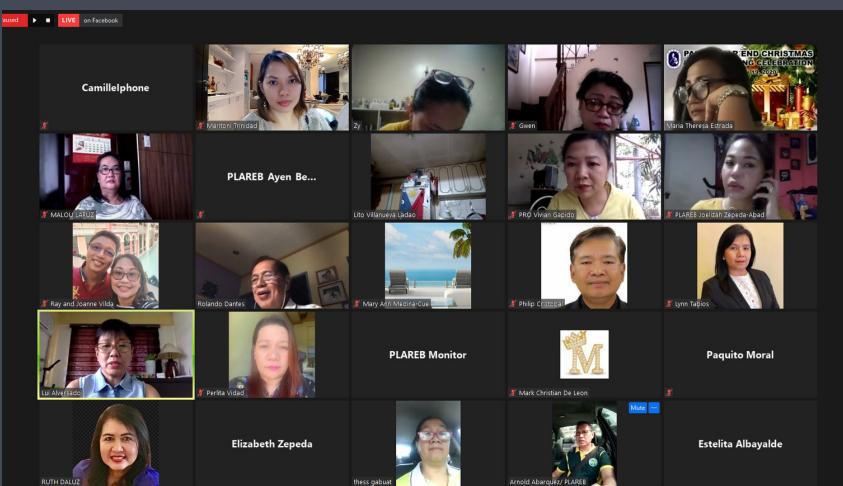
**FENG SHUI
OUTLOOK
FOR 2021**

**YEAR OF THE
METAL OX**

with Guest Speaker
ANNA LIZA CHAN
Ms PAREB 2020
Feng Shui Consultant



Another exciting topic was the talk of Ms. Liza Chan who shared her expertise and knowledge about Feng Shui. Everybody attentively listened and waited to hear what's in store for them this year. All in all, it was a good turn out and we are all looking forward to the next GMM.



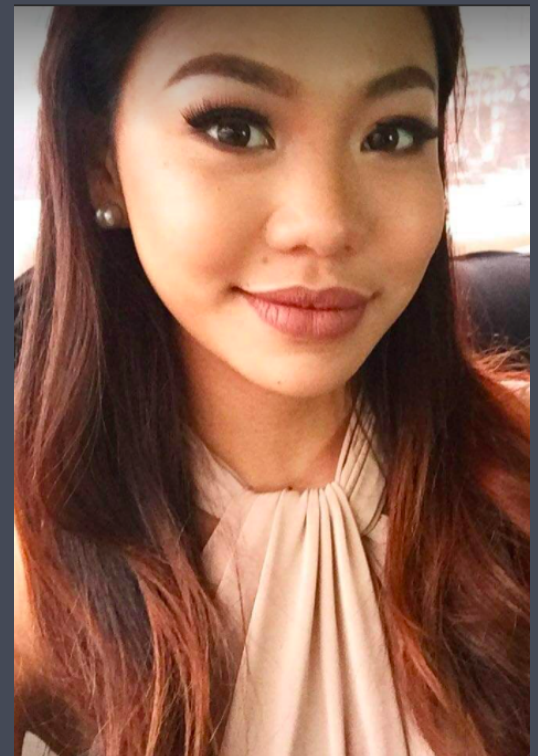
FEBRUARY MLS WEBMINAR BY JOELIZA ZEPEDA 3RD VP

I would like to thank everyone who supported our first Webinar on 12 Real Estate Tips to keep calls pouring in from prospects. A total of 27 participants attended the event. I look forward to more Webinar and partnership with other organizations such as the NAR. All future activities will be posted to our MLS FB Web page.



**TWELVE REAL ESTATE
CAMPAIGNS TO KEEP CALLS
POURING IN FROM
PROSPECTS**

FEBRUARY 10, 2021 | 5PM | ZOOM



Joy loves to paint . She currently heads the MLS Committe of PLAREB. You can check her listings in this link:<https://www.facebook.com/148325028555736/>

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"Her loyal repeat customers and valued clients are the reasons Tess has been successful for 26 years in the Real Estate environment."

Tess as she is fondly called by her friends, is an outgoing, friendly, hardworking, positive person and loves travelling. Tess was born in Tuguegarao City. She received a degree in Bachelor of Science in Medical Technology and took up her Master of Science In Microbiology from the University of Santo Tomas, Manila.

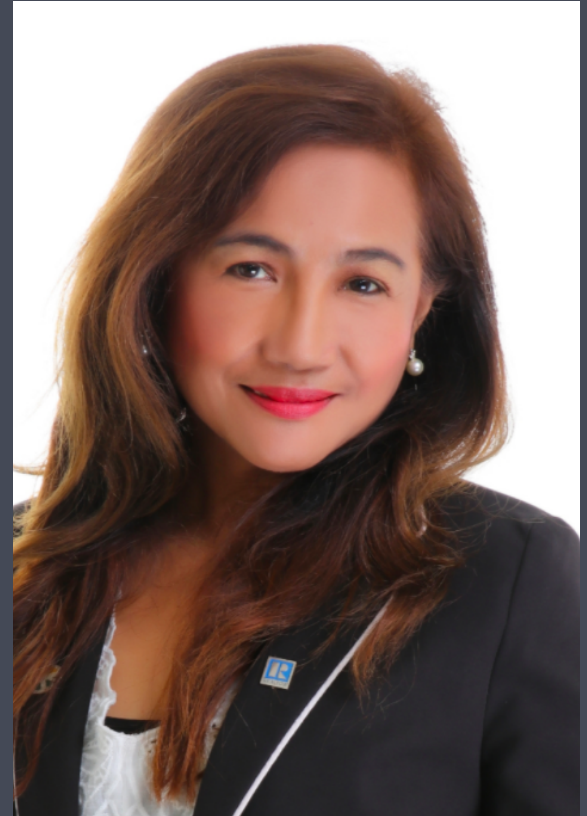
Married to Wilfredo P. Estrada Jr. an Electronic Data Processing Manager and blessed with three wonderful children.

She worked for 5 years as a Medical Technologist, however along the way she met friends that are involved in Real Estate business and encouraged her to take Real Estate Brokers examination. By making an industry leap to Real Estate from Medical technologist. She took and passed the Real Estate exam. Tess Joined PLAREB in 1995 and has made a high level commitment to her Real Estate education, having been mentored by her friends and highly acclaimed top brokers in the Real Estate Industry.

Clients choose to work with Tess for her full service ethics, experience and expertise. She has consistently shown her ability to satisfy the clients in the buying and selling of their homes. Her loyal repeat customers and valued clients are the reasons Tess has been successful for 26 years in the Real Estate environment. She also specializes in General Brokerage and Documentation.

That is why her clients consistently sought her advice and trusted her judgment on many Real Estate deals.

Tess was the President in 2020 of Board of Directors where she was awarded 2020 PAREB Best Local Board President, 1st Vice President in 2017, 2018, and 2019. Board Secretary in 2016.



Maria Theresa A. Estrada

Immediate Past President

PRC No. 005248

09778198760 (Globe)

09989985434 (Smart)

Tess06282004@yahoo.com

Birth: June 28

Proverbs 16:3

"Commit your works to the Lord, and your plans will succeed"

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"His first sale was memorable for him because the seller was in USA and the buyer was in Canada. They never got the chance to meet each other."

Rusty is a techie at heart. He likes gadgets and finds joy in sharing technology to others.

He is a graduate of De La Salle - College of St. Benilde with a BS Business Administration Major in Computer Applications.

Shortly after graduation Rusty joined Ayala Systems Technology, Inc. an information technology company where he stayed for several years. Later on he joined a Japanese Firm where he got a chance to be trained in Japan.

Rusty worked with the largest information technology distributor as a Channels Manager.

In 2013, he took the PRC Real Estate Broker Board exam and became a broker. He reviewed at PLAREB CRES and joined PLAREB immediately after becoming a broker.

His first sale was memorable for him because the seller was in USA and the buyer was in Canada. They never got the chance to meet each other.

Being with PLAREB is one of the ways he keeps abreast with the latest trends and developments in the real estate profession. It is also a venue in promoting camaraderie in his chosen field.



Rustico Vitan de la Rea

President

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Date of Birth: August 9, 1972

"Look for the good"

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"she has received so many complaints about 'pasalo' so she decided to give an unsolicited advice as a warning to the public about the risks of being a 'pasalo' buyer ."

Thess was a BS Math student of Pamantasan ng Lungsod ng Maynila while she was a working student back then. She also passed the entrance exam at the University of the Philippines Open University and is currently taking up a BA in Multimedia Studies.

Thess passed the Real Estate Broker board exam conducted by DTI in November 1997. She was still in the corporate world back then.

Thess worked in a computer company in Makati for more than 13 years and practice real estate marketing on the side. She went full time in real estate after their company closed.

Her leadership stint in PLAREB started last year when President Tess Estrada requested her to join the 2020 Board of Directors as Board Secretary. There she undertook the task of helping PLAREB and PAREB in their anti colorum campaign aside from doing full time job as the Board Secretary.

Thess loves to help educate people relying on her past experiences in real estate. She really takes time in answering queries posted on several FB real estate groups where she is a member. One of her initiatives was creating a blog and posted this in one FB selling group because she has received so many complaints about 'pasalo' so she decided to give an unsolicited advice as a warning to the public about the risks of being a 'pasalo' buyer. To see her post here is the link to her FB page: <https://web.facebook.com/GabuatRealty>



Maria Theresa D. Gabuat

Executive Vice President

REBL# 8082

09199914880

thessgabuat@yahoo.com

"I always stand up for what is right, even if I stand alone."

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"Lynn became one of the panelist and Philippine representative during International Realtor Conference and Global Real Estate Summit 2017 and 2018 in Bangkok, Thailand, Hanoi, Vietnam and Seattle, Washington, USA ."

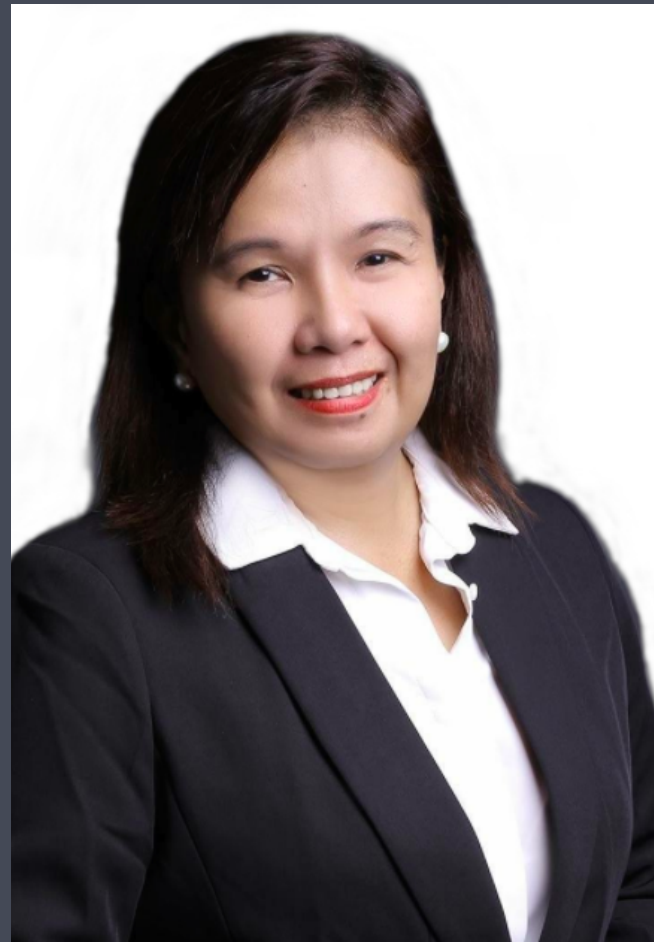
Lynn as she prefers to be called is a Real Estate Broker and a Real Estate Consultant. She is also an International Realtor Member and CIPS since 2013, and certified ePRO by the National Association of Realtor (NAR-USA).

Lynn is a graduate of B.S. in Business Administration - Economics from University of the East, Manila in 1990 and a candidate for graduation (2022) in Executive Diploma Program in Real Estate Management at De La Salle College of Saint Benilde. She is likewise an accredited PRC Speaker since 2019.

Lynn has served the local board of brokers (PLAREB-PAREB) as Director for two consecutive years in 2011 and 2012.

Currently Lynn is one of the Associate Sales Director for International Sales of SM Development Corporation (SMDC) the property arm of SM Investment Corporation. Her job tasked her to direct a sales team and to expand the customer base and business relationships with key International brokers to different international territories, such as Asia, Middle East, USA and Canada.

Lynn became one of the panelist and Philippine representative during International Realtor Conference and Global Real Estate Summit 2017 and 2018 in Bangkok, Thailand, Hanoi, Vietnam and Seattle, Washington, USA respectively.



ROSALINDA SARMIENTO TABIOS

First Vice President

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Date of Birth: August 20, 1969

"Leadership is about empathy. It is about having the ability to relate to and connect with people for the purpose of inspiring and empowering their lives"

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"Xenia was also given a column at the Philippine Business and News Media Company in January 2021, where she now contributes an article every week, on positive mindset with action, strength & courage, and patience."

Xenia took and passed the real estate licensure exam in 2003. Armed with the knowledge that she has gained from her required seminar, as well as wisdom from her dad who was a Realtor and Past President of PLAREB, Xenia decidedly entered the real estate business in 2004 despite lacking any prior selling experience. Today, she does general brokerage mostly in the areas of BF Homes, Las Piñas and Alabang. She is also always on the lookout for nicely-priced properties to offer her builder clients.

In 2017, Xenia decided to pursue her passion for transformational change in individuals. She enrolled with Master Coach University, an online school directly affiliated with the International Coaching Federation. She started coaching local and international clients alike. Her business aims to challenge and open the minds and hearts of its clients to ultimately be empowered for transformation, make better decisions and obtain better results for themselves. The company tagline? "Find Your Spark. Gear Up For Happiness!"

Xenia was also given a column at the Philippine Business and News Media Company in January 2021, where she now contributes an article every week, on positive mindset with action, strength & courage, and patience.

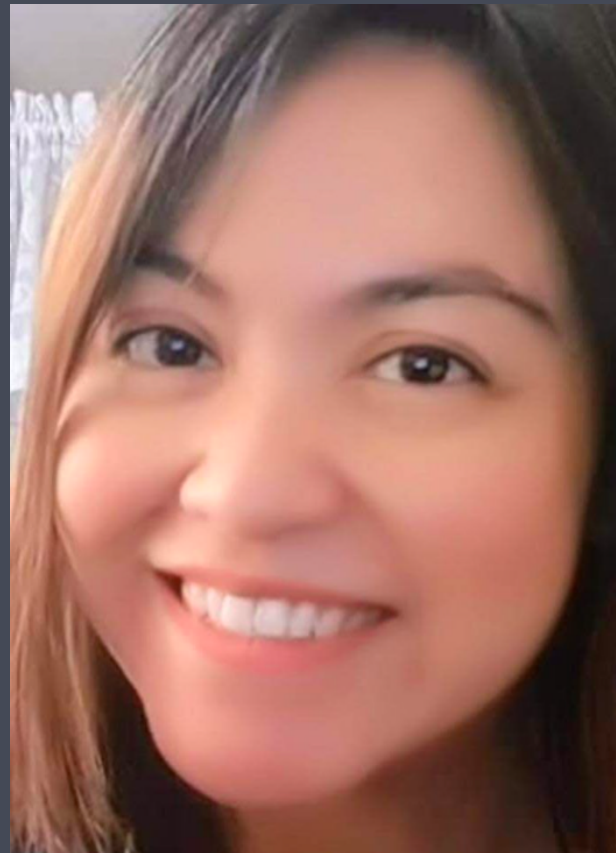
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MARIA XENIA S. ESTRELLA

Second Vice President

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Date of Birth: August 28, 1974

"Be still, for I Am God."

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"with the guidance of their CEO and her mother, PLAREB Past President –Elizabeth Zepeda, she was able to close her first sale after 2 months."

Joy just recently and blissfully tied the knot with Frederick last December 2020. She definitely loves arts, considers herself a sports junkie and a certified "fur-mom". This pandemic has also brought her interest in learning more about plants where she finds this new discovery beneficial to both her physical and mental health.

Joy is a graduate of Bachelors of Science in Nursing at the Manila Doctors College. She worked as an Emergency Room Nurse for 5 years before she became a Real Estate Broker.

Joy was not interested in travelling not until 2016 when she was deployed in Japan by SMDC as an International Property Specialist. During her International Property Specialist Stint she experienced the joy of meeting new people. It was definitely a year of learning experience for Joy, with the leadership of Ms Rosalinda Tabios and a fruitful partnership with Ms Janette Garcia. In 2017, she decided to join E.A. Zepeda Realty to explore more on the world of General Brokerage. She must say it was really a different arena but with the guidance of their CEO and her mother, PLAREB Past President –Elizabeth Zepeda, she was able to close her first sale after 2 months. With Joy's great passion and in-depth expertise, she was able to have a full grasp of how General Brokerage works and how different it is from Project Selling. This job has opened many doors and she is grateful.



Joelizah A. Zepeda

Third Vice President

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Date of Birth: April 29 1990

Philippians 4:13 "I Can Do All Things Through Christ Who Strengthens Me"

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"She also feels blessed to be part of PLAREB where she met people who mentors her and willingly share knowledge to new brokers like her."

Maritoni is a graduate of Hotel, Restaurant and Institution Management in De La Salle - College of Saint Benilde majoring in Culinary Arts. Though she always had the love for baking, God lead her to a world He knows best for her. She sold her KitchenAid mixer to be able to enroll herself to a review center and it was all worth it.

She is now a Real Estate Broker and a Real Estate Appraiser. Currently the Broker Liaison Manager for LANDCO PACIFIC CORPORATION, handling Brokers specializing in selling Leisure and High end projects. Her job allows her to be able to expand her network . She enjoys her job because she is able to connect with co-brokers and some turned to good friends. She also feels blessed to be part of PLAREB where she met people who mentors her and willingly share knowledge to new brokers like her.

As a wife and mother of 3 children, juggling time with family and career has always been a challenge, adding to the challenge is the pandemic where we have to do all meeting online. Having all the kids at home during meetings and presentations to clients, she cannot stop the kids from joining in the meeting or even stop the background noise. Luckily, clients and colleagues are understanding of everyone's situation. Selling leisure properties was a challenge during pandemic especially during lockdown because of travel concerns but nothing is impossible with God and she was still able to deliver sales amidst pandemic using digital platforms. From her favorite Bible quote " I can do all things with Christ who strengthens me" she carries it around knowing that with God's help and guidance, she will be able to do all things.



MARITONI A. TRINIDAD

Board Secretary

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Date of Birth: March 15, 1985

"I can do all things, through Christ who strengthens me"

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"She said that the Lord led her to this business that is why she placed God first as it grew in time with sacrifices and hard work."

Rachelle is a graduate of Saint Paul University Manila with Liberal Arts degree. She is blessed with 3 adorable children, all grownups now. She worked in the House of Representatives and Bank of the Philippine Islands during her younger years, and managed a fishpond and lending business in Bataan while kids were growing up. Realizing rural life is not for them, they decided to move back to Manila.

Being an independent real estate broker for six years allowed her to manage quality time with her family and loved ones while enjoying work satisfaction, the perks and rewards. She also finds fulfillment in being part of her clients' achievement in life - buying a 'home'.

She said that the Lord led her to this business that is why she placed God first as it grew in time with sacrifices and hard work.



RACHELLE V. CANO

Assistant Board Secretary

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Date of Birth: Nov 8 (Cebu City)

"God has made everything beautiful in His time. He has set eternity in our heart; yet no one can fathom what He has done from beginning to end".

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"That experience taught her resilience - drawing strength from family and friends, and it also taught her the value of relationships - that we should never take moments to bond for granted."

Zy likes to experiment with food, putting together left overs to come up with new dishes. This is to the detriment of her daughter who has to eat them but most of the time she does come up with pretty decent meals.

While finishing her degree in BS - Industrial Design at the DLSU-CSB, Zy became active in the campus ministry - serving as lector on the daily mass and singing in the choir as well. She has never stopped serving since. Currently, she is still a lector in St. Pius of Pietrelcina (Padre Pio) Parish in Paranaque.

Aside from dabbling in real estate, she also has a laundry business with branches in her area, and creates scents for the home on the side.

Zy is the eldest of 5 siblings - all girls. She spends as much time as she can with her parents who are both in their 70s. She is mom to Zoe and was happily married for 9 years until her husband, John, passed away suddenly from stroke at the age of 43. That experience taught her resilience - drawing strength from family and friends, and it also taught her the value of relationships - that we should never take moments to bond for granted.



Zzylyn O. Salcedo
Treasurer

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Date of Birth: July 25, 1971

Delight in the Lord and He will give you the desires of your heart.

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"It is in reaching out and helping others that keeps her in this profession."

Sheila is a graduate of Business Management of De La Salle University, Taft. She's been married to Vice-Consul Juan Antonio Carlos for 20 years and blessed with a daughter and son. She had the opportunity to travel to different places, in order to promote our country as Miss Tourism. She was also a former commercial model and TV host. Currently, she is focused on serving the church and their adopted communities.

Her journey as a real estate broker started in the 90's when she did consolidation for raw lands. However, when she got married, she prioritized her family and started working for their business. Now that her children are grown-up, she went back to real estate and took the board exam again.

"I'm a terrible salesperson but my sincerity to serve hopefully makes up for this". It is in reaching out and helping others that keeps her in this profession.



SHEILA MARIE CARLOS

Assistant Treasurer

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Birth: January 31 (Manila)

"That in all things God may be glorified!"

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"inspired by the book "Rich Dad Poor Dad" written by Robert Kiyosaki, so after 13 years of serving San Miguel, he stepped out of his comfort zone and availed of the early retirement program offered by the company to focus on his family and his growing businesses...."

Patrick is a B.S. Mechanical Engineering graduate class of 1995 at the De La Salle University in Taft Ave., Manila and completed his double master's degree (Master in Business Management and Master in Hospital Management) class of 2019 in Jose Rizal University. After successfully taking his licensure exam in mechanical engineering, he worked in the engineering department of San Miguel Yamamura Packaging Corporation Metal Closure Lithography Plant in Canlubang and eventually been exposed to the facets of operations of the Metal, Paper and Composite businesses of San Miguel. He then got married to Therese and has been blessed with two children, Trisha and Paul.

Patrick was inspired by the book "Rich Dad Poor Dad" written by Robert Kiyosaki, so after 13 years of serving San Miguel, he stepped out of his comfort zone and availed of the early retirement program offered by the company to focus on his family and his growing businesses -- water refilling stations, real estate sales and rentals and hospital operations and management. Currently, he is the president of Unihealth Palawan Hospital and Medical Center and a board of director of several companies including realty corporations and start-up hospitals mostly being constructed south of Manila. Aside from being an engineer, broker and appraiser, he wishes to become a real estate consultant and a professional mechanical engineer soon.



Patrick Henry T. Funtilla
Auditor

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Birth: November 10, 1974

"It's not what you say out of your mouth that determines your life, it's what you whisper to yourself that has the most power!"

A GLIMPSE OF THE 2021 BOARD OF DIRECTORS

BY VIVIAN GAPIDO, PRO

"Her Bayantel friends commented that God might be behind this since she was supposed to be in Baguio at that time and is not available to attend the fund raising of PLAREB."

Vivian is a graduate of Bachelor of Science in Electronics and Communications Engineering at the Polytechnic University of the Philippines, Sta Mesa. She is currently on her second year of Master of Arts in Urban and Regional Planning at University of the Philippines Diliman.

She worked in the field of telecoms since college so as soon as she graduated she started as an assistant design engineer at Alcatel Philippines, wherein she designed telephone network plans in Metro Manila South, particularly San Pedro and Alabang.

After a year, she was pirated by Bayantel as an OSP Engineer designing last mile data circuits. She worked in Bayantel as a Telecoms engineer until she got redundated in 2005.

Vivian thought that she can never go back to her technical job until in 2016, after 11 years, in a very rare incident, after watching the golf tournament fund raising activity of PLAREB she decided to visit her officemates in Bayantel that are now working with Globe. Now Globe Telecoms is in Taguig and the golf tournament is in the Phil Navy Golf Course which is just one stone away. While she was there, her friends convinced her to apply as Presales Engineer due to her sales experience after Bayantel and her circuit design experience. Needless to say, the one that needs an engineer is her friend that she can never say no to. During that time Vivian enjoys her IT help desk stint and part time broker and appraiser sidelines that she manages to do after her shift.

Her Bayantel friends commented that God might be behind this since she was supposed to be in Baguio at that time and is not available to attend the fund raising of PLAREB. She accepted the job offer, showed her proof of income with the Official receipts she have issued as a broker and an appraiser. Globe Telecoms gave a her a favorable compensation and last year she was finally able to pay off her loans. Vivian now enjoys a debt-free life thanks to God and PLAREB. With this she would be forever grateful not only with the financial blessings but with the friends and mentors she met in this wonderful organization.



VIVIAN F. GAPIDO

Public Relations Officer

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Birth: Dec 3, 1972 (Indang)

Psalms 37:4: "Take delight in the Lord, and he will give you the desires of your heart "

FEBRUARY LEARNING HOUR

OFFICER OF THE MONTH 1ST VP LYN TABIOS



FEBRUARY

GENERAL MEMBERSHIP MEETING
02 - 25 - 2021



Shonee Henry

GUEST SPEAKER
Realtor, CIPS

"Connecting to the world in
this time of the Pandemic
and best practices"

Alejandro Mañalac

LEARNING HOUR SPEAKER
Realtor, CIPS

"Building Networks that
really works"



1:45 PM - KAMUSTAHAN TIME
2:00 PM - PROGRAM PROPER

Join us!

ZOOM MEETING ID: 652 094 5240
PASSCODE: 456898

PRESENTER



SWIFT ELM TREE
& Co., Inc.

Active Distinguished Members (Past President)

BY: 1ST VP ROSALINDA TABIOS



PARAÑAQUE LAS PIÑAS ALABANG REAL ESTATE BOARD, INC.

Active Distinguished Members (Past President)

1.	Balderian	Josephine	P.	1986
2.	Ma Aycardo	Pat	J.	1988
3.	Domingo	Christina	E.	1989
4.	Icasas	Zenaida	V.	1990
5.	Elegado	Leticia	O.	1992
6.	Abela	Rasyl	B.	2001
7.	Pompa	Mars	M.	2003
8.	Angus	Porfirio Jr.	V.	2005
9.	Zepeda	Elizabeth	A.	2006
10.	Bereciarte	Mary Daphne	G.	2007
11.	Crisostomo	Guia Crisanta	A.	2008
12.	Coronado	Jocelynn	S.	2009
13.	Alvarez	Carolina	Q.	2010
14.	Allanigue	Edwin	B.	2011
15.	Alagao	Josefina	T.	2012
16.	Bertiz	Corazon	M.	2013
17.	Medina	Cynthia Flor	S.	2014
18.	Medina-Cue	Mary Ann	S.	2015
19.	Mendoza	George William	L.	2016
20.	Enriquez	Trinidad	M.	2017
21.	Suria	Gwen Laura	M.	2018
22.	Avanceña	Glicerio	M.	2019
23.	Estrada	Maria Theresa	A.	2020



**PARAÑAQUE LAS PIÑAS ALABANG REAL ESTATE BOARD, INC.
PLAREB MIGS AS OF FEBRUARY 25, 2021**

- | | |
|-------------------------------|---------------------------------|
| 1. Tam Minerva G. | 25. Vidad Arsenio R. Jr. |
| 2. Ladao Rosalito V. | 26. Vidad Perlita L. |
| 3. Puzon Maria Beatriz G. | 27. Oostendorp Melissa M. |
| 4. Carbonel Maria Vivian A. | 28. Valderrama Geraldine G. |
| 5. Cortes Lilian Grace G. | 29. Benedicto Francisco S. III. |
| 6. Gapido Vivian F. | 30. Santillan Luzviminda H. |
| 7. Leeprawat Jocelyn M. | 31. Moral Francisco L. III. |
| 8. Gabuat Maria Theresa D. | 32. Cruz Editha B. |
| 9. Funtilla Patrick Henry T | 33. Suarez Roland Rhonnel M. |
| 10. Mamiit Soledad M. | 34. Suarez Jenalyn C. |
| 11. Mandac Ellis A. | 35. Silvano Joan |
| 12. Suria Gwen Laura M. | 36. Urbano Jean Alfred E. III |
| 13. de la Rea Rustico V. | 37. Ramos Erlinda T. |
| 14. Estrella Maria Xenia S. | 38. Pamilar Joselito F. |
| 15. Alversado Maria Luisa R. | 39. Lahoz Elizabeth Q. |
| 16. Chua William J. | 40. Quiroz Rene Jose C. |
| 17. Gonzales Jacinto Maria S. | 41. Salcedo Zzylynn O. |
| 18. Tabios Rosalinda S. | 42. Pacunayen Maria Elena N. |
| 19. Zepeda Joelizah A. | 43. Pacunayen Francis N. |
| 20. Vilda Joanne R. | 44. Trinidad Maritoni A. |
| 21. Garcia Janette P. | 45. Bayongan Venice O. |
| 22. Kopitzke Juvy M. | 46. Sy-Mercado Maria Lourdes |
| 23. Almadrones Reneberto P. | 47. Carlos Sheila Marie D. |
| 24. Cristobal Felipe L. | |

ANNOUNCEMENT

**MEMBERSHIP
RENEWAL
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EXTENDED!

**UNTIL
FEBRUARY 28, 2021**



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1st Vice President

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FEBRUARY BIRTHDAY CELEBRANTS

BY ROSALINDA TABIOS - FIRST VICE PRESIDENT



On behalf of BOD 2021, I would like to wish the following wonderful people a happy happy birthday.



February 2 Glenda Lugue

February 6 PP Leticia O. Elegado

Sylvia Salanga

February 8 Ma Camille Llave

February 12 Lilia Punzalan

February 13 Mercedes Madsen

Danilo Benjamin Madriaga

February 19 Philip Cristobal

February 21 Irene Timtiman

February 26 PP Josefina Alagao



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VIVIAN FERANIL GAPIDO

MANAGING EDITOR
MARITONI A. TRINIDAD

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SECRETARIAT
MALAIKAH ZAMBRANO

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PROVIDING TIMELY LEAD TO ALL THE
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