

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



PLAREB LEAD



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RELATIONSHIPS MATTER

By: Lui Alversado, REB

"During this pandemic, when everything is within reach just by a single click of a mouse, we should give value to relationship marketing even more."

I've always believed that real estate selling is relationship marketing. As defined by Google, relationship marketing "is a facet of Customer Relationship Management (CRM) that focuses on customer loyalty and long-term customer engagement rather than shorter goals like individual sales." Products (inventory or listing) and services (real estate process) are constant among all sellers. What will make you stand out is how you are able to provide customer-service or in short, how you are able to relate with your client. This is actually a good measure to gauge the success of a broker.

If your client still reaches out after completing your transaction, then you were successful in doing relationship marketing. What's good about this is, if your client is satisfied with your service, then chances are he will also refer you to his other family members, relatives, friends and even colleagues. The opportunities become endless.

A co-broker recently shared that during this pandemic, when everything is within reach just by a single click of a mouse, we should give value to relationship marketing even more. Buyers will now have the option to directly deal with sellers, leaving us with merely doing documentation work should they still want to avail of our services. Let us avoid this by giving value to relationship marketing.

Thank God, I am now reaping the benefits of the value I have embraced since I started as a real estate broker. I still have the same clients and various referral customers I have been servicing. There are actually many stories to share but the one that stands out is this current transaction of mine...

Several years ago, I sold two adjacent lots in Verdana Homes Mamplasan to a client (Client A), after working out another sale transaction that made this purchase possible: Client A needed to sell a small lot within the village before he could purchase two, bigger-sized adjacent lots in the same community. There was a hurdle waiting for him, though. Another client of mine (Client B) was already considering one of the two adjacent lots. For several nights, Client A and I discussed strategies needed to tackle the situation. Our agreed strategy: To offer a discounted rate on Client A's property so that Client B would consider buying it instead. I was also to remind the sellers of the adjacent lots that they would prefer selling both, at once.

I offered the smaller lot to Client B during our reservation transaction and he agreed to buying it after seeing the lot few days after, without batting an eyelash! It was a win-win-win situation for the three parties: 1) Client B, being an investor, enjoyed a special price on his purchase; 2) Sellers were able to sell both lots to address their financial requirement; and, 3) Client A was able to buy his preferred lot cut! He had, since then, consolidated and planned to have his dream house built for his family on these two lots, although recently changed his mind and has now opted to sell this consolidated lot, instead. He, of course, availed of my services again to re-sell it.

A few years ago, I sold a lot to another Client (Client C). Today, he is again interested to get a much bigger lot and contacted me. I offered Client A's consolidated lot. A few days ago, a reservation agreement was made for this 450 sqm consolidated lot in Verdana Homes Mamplasan! How sweet it is to reminisce on what transpired years ago, and see what is happening now – something that I will always owe to relationships that I was able to build with my clients. Let me just end by quoting Client A, when he said, "The stars might have aligned again for all of us."☺

Indeed, relationships matter and it will always create wonders for us brokers.



My hubby and I all smile with Client A + wife and Client B + wife in 2015

About our contributor...



María 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 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. Currently, she is the president of At Home Realty & Property Management Corporation based in Biñan, Laguna.

MLRA TIPS

By Maria Luisa R. Alversado, REB



At this time when everything seems so fragile, we should be more careful with what we say or how we say things. My father recently passed away. Though he did not die of COVID-19, I feel that my family is part of the historical statistics as many are dying since the pandemic started. It was almost a week that I was not able to reply to all my messages when I read this Carousell message from a broker, "I've been messaging you but unresponsive." For a person who has experienced first death in the family and during this pandemic, I felt really bad. I replied to this broker and he was so embarrassed when I told him the reason.

If you do not want to experience this same embarrassment, I'd like to share these 3 simple tips:

1. Before messaging a client or colleague, ask him/her, how is he/she doing? In this way, you will know that it is ok to start a conversation.
2. If the person has been unresponsive, you may say, "I hope that everything is ok. When you are able, kindly let me know best time to call. Thank you."
3. At the end of your message, it would be cordial to always say, "Stay safe!"

Let us be sensitive.

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 the 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 the New Norm. Currently, she is the president of At Home Realty & Property Management Corporation based in Biñan. Laguna.

#MLRAtips

#brokerinnewnorm

#abrokersvow



PLAREB GEM

By Vivian Feranil Gapido, PRO

How do you find a gem? If you do find one, will you keep it? What if the gem needs to go, will you let it go?

In 1990, PLAREB found its precious Gem. This gem was a graduate of BS in Commerce Major In Management at Perpetual Help College of Rizal in 1987. She started her career as PLAREB office secretary during the term of PPP Nini Icasas in 1990.

Perhaps the most tedious tasks to endure within the early years of any employment are office transfers. PLAREB -- and its Gem -- has had its share of that. A lot of that, actually. In 1991, during the term of PP Adan Tueres, PLAREB shared a space at PP Leticia Elegado's office in San Lorenzo Village, Makati. It then moved into PP Bard Estrella's office in Evekal Building along Arnaiz Avenue, Makati during his term. In 1996, PLAREB office moved to HERNZ Arcade in front of Sm Southmall Las Pinas during the term of PP Fernando Roa. A year after, it was finally able to buy it's own condominium unit; a 37 sqm space at 3A Acacia Westmont Condominium in Sucat, Paranaque.

This developmental event happened under the term of PP Rosalinda Cantor. Years after, during the term of PP Mary Ann Cue, PLAREB was able to move to a bigger condo unit within the same condominium complex, at 2C Lanzones, Westmont. This is where our present PLAREB office resides. At every move, our PLAREB Gem patiently transferred with the office.

Tita Tits, as we call her, not only ran the PLAREB office ever so smoothly while she was put in charge; she also mentored wonderful women in the latter years of her stay. Karen Dizon was her assistant in 2012, during the term of PP Jo Alagao; Siony Borbe was her "partner" in 2015 to 2019, during the term of PP Miyan Cue up to the term of PP Glenn Avancena. Finally, she was able to train Khai Zambrano, to whom she turned over her role in 2020.

Letting the Gem go is difficult. PLAREB lost its 30 year old asset who efficiently ran the Secretariat and was loved by its members. Well, that is life. We all have to move on, including our Gem. She now enjoys her retiree life tending to her precious garden at home. Thank you for the wonderful 30 years of service with integrity to PLAREB, Tita Tits! PLAREB loves you very much!!!



PLAREB Past Presidents from 2012 - 2020



By THE PAST PRESIDENTS

"Lita was very efficient and helpful. She was good at reminding me whenever my license was due for renewal or when I needed to attend certain seminars for credits, etc. I was ninang at their wedding.

Lita was helpful, not just to me but to all the PLAREB members. She was attentive to the needs of everyone and to the needs of PLAREB as an organization. Lita was a blessing to PLAREB for many years. We will miss you, Lita. Many thanks for loving PLAREB and all of us."

- Zenaida Icasas Past President 1990



"Even when I was already a Past President of PLAREB, Lita still treated me with due respect and I guess that's how she also did with others. Whenever I require some information on PLAREB matters, for as long as they are not contrary to PLAREB's policies and interest, Lita went out of her way to be always helpful and accommodating. No matter who, from year to year, the new PLAREB officers were, she always managed dealing and working with them with utmost tact, diplomacy and flexibility. She never spoke ill of anyone. It's not easy to deal with PLAREB members of diverse personalities and persuasions and yet she was able to capably manage somehow. Without question, she had been loyal in giving genuine, efficient service to the organization. It's not superfluous to say Lita had been a dedicated hard working PLAREB servant."

- Dodo Angus, Jr. Past President 2005



"She was cooperative with me and Tita Fely during my term. Dependable silang dalawa. Maski di maasahan ang ibang officer dahil busy, they did what had to done for projects to push through successfully. They only needed little guidance and to be treated with importance too. I loved working with them."

- Carol Alvarez, Past President 2010



"Lita had been very accommodating & helpful during my term as President especially when it came to membership since she practically knew every single member of PLAREB!"

- Daphne Beliciarte, Past President 2007

"I fondly call her, "angel Litz". An efficient, respectful, supportive and a happy person with good behavior. She worked diligently for the welfare of PLAREB"

- Jo Alagao Past President 2012



"We fondly call Lita, "Tita Lits" or "Ta Lits", as the reliable secretary of PLAREB during my presidency last 2018. She can be depended on, with tasks assigned to her, and she was willing to go on overtime especially during CPD times. We started working closely together during my term as education committee head, til I assumed the presidency. She is trustworthy and is the most caring person I know. That is Ta Lits, the most dependable and all knowing regarding PLAREB affairs. We are sure gonna miss her; she's a hard person to replace"

- Gwen Suria Past President 2018

WISDOM NOOK

Serving Clients with Passion

By Edwin Allanigue; PLAREB President 2011

"Volunteerism in PLAREB reaps deeper knowledge of real estate profession, lasting friendships and community support in our personal endeavors."

I am very passionate about my profession. I make sure that I have a thorough knowledge of my projects and listings. If I have to delegate a task, I always oversee and make sure the job gets done properly. Coming from an advertising and events agency, I have been trained to look into the smallest details of a project and to always go the extra mile.

I treat my clients with care, respect and understanding; when an elderly client had a hard time leaving their ancestral home after we have sold it, the small gesture of providing bubble wrap and boxes was deeply appreciated and eased her transition into her new home.

My dedication to my profession has led me to be active in both PAREB & PLAREB. Here we develop projects that help educate, train and assist other real estate practitioners; address challenges in our practice and work with the government to ensure a better real estate environment for the future.

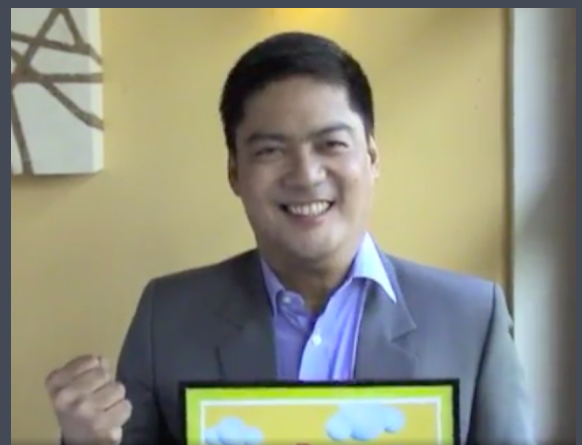
Back in 2010 during the term of PP Carol Alvarez, I spearheaded the South Metro Property Expo, the first of its kind. I am proud to say that it was only PLAREB that launched an event with target market in not only the real estate practitioners but also the buying public. The First was held at the Philippine Trade Training Center wherein we had a listing marathon (about 20 projects were presented) and on the spot accreditation by the developers. The 2nd South Metro Property Expo also adapted the same strategy of exposing the projects with the buying public and at the same time professional brokers were there to assist.

PLAREB was known for organizing these kinds of event in south Metro.

Volunteerism in PLAREB reaps deeper knowledge of real estate profession, lasting friendships, and community support in our personal endeavors. Dear PLAREBians I urge you to use your talent to do good for others. Let's volunteer and contribute to the betterment of our organization. Together we can do better. Onward PLAREB!

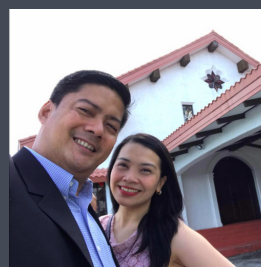


PLAREB Past Presidents from 2000- 2011



PP Edwin in "4 Ways to Identify a Real Estate Professional*" video produced by PLAREB Foundation in 2015

About the Contributor



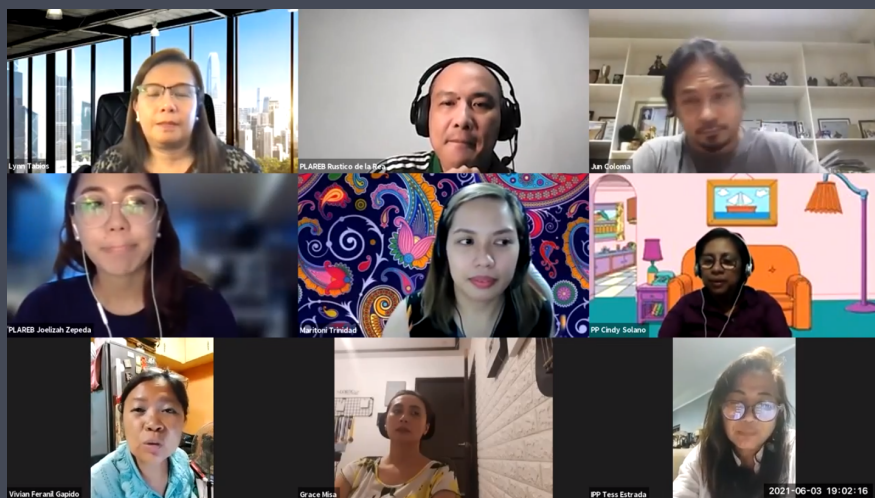
Edwin was the PLAREB president in 2011. He was also a 2012 PAREB National Director. His expertise lie in general brokerage and subdivision development. You can check his listings by going to this website:

<https://realpropertyeba.com/>

PLAREB 4K Session

by Maritoni Trinidad, Board Secretary

4k was last held on June 4, 2021. Hope to see you on our next session this July 1, 2021!



Two Balik PLAREB members, Ms. Grace Misa and Mr. Jun Coloma had their orientation during the 4K session.



As we all know, 4K is about the members airing their suggestions and comments; basically sharing ideas about anything under the sun. Mr Rene shared some of his experience while PP Dodo Angus and IPP Tess Estrada made everyone laugh with their jokes. 3rd VP Joy also spearheaded the Singing Bee game which everyone enjoyed!



Be ready with your songs, suggestions and programs on our next 4K session! See you all on July 1 at 5:00 PM!

Thank you for your continued support and more power to PLAREB!

RESA CORNER : "THE PROACTIVE PROFESSIONAL"

by Xenia Estrella, 2nd VP

Every licensed Real Estate Practitioner dreams of a day when colorum brokers no longer exist and that every salesperson is certified; and, the Implementing Rules And Regulations of RA9646 are flawlessly being followed.

Let's dream on...

As we all work hard to get the country practitioners licensed and certified; for now, The PLAREB LEAD would want to break down the IRR and help our members with an IRR rule each month, to remind us and form a sense of security within us during transactions.

RESA IRR Rule 2, Section 19

Revocation or the suspension of the Certificate of Registration and the Professional Identification Card or cancellation of Special/Temporary Permit.

- (a) Procurement of a certificate of registration and/or professional identification card or special/temporary permit;
- (b) Allowing an unqualified person to advertise or to practice the profession by using one's certificate of registration or professional identification card, or special/temporary permit;
- (c) Unprofessional or unethical conduct;
- (d) Malpractice or violation of any of the provisions of RA 9646, the IRR, and the code of ethics and responsibilities for real estate for real estate service practitioners; and,
- (e) Engaging in the practice of the profession during the period of one's suspension.



About the Contributor



MXE [Realty](#).

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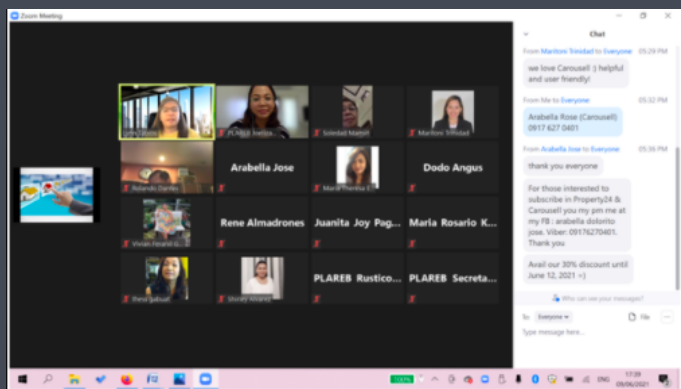
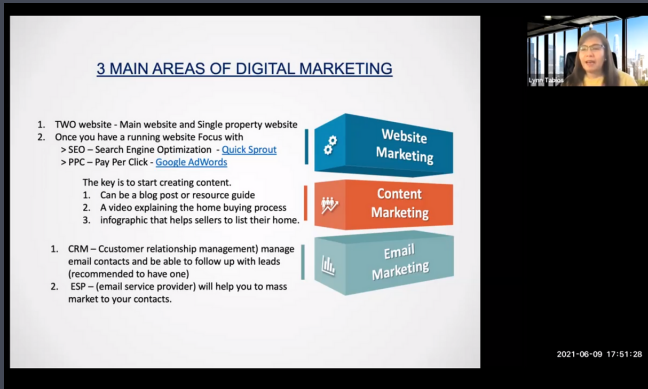
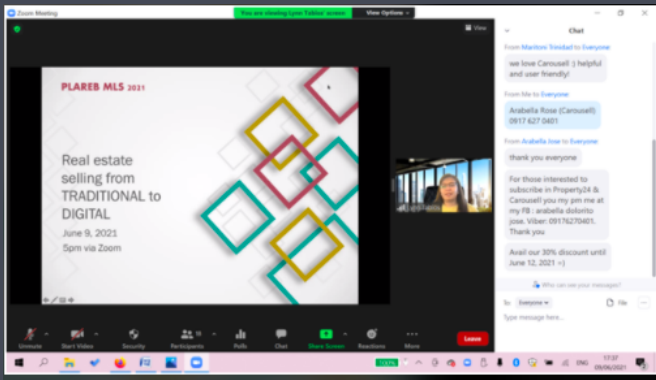
Be [Empowered](#)

Xenia is all about empowerment. In this article she reminds our readers that as PLAREB members and real estate service practitioners, it is our responsibility to safeguard our licenses and serve our clients with integrity.

PLAREB JUNE MLS BY JOELIZAH ZEPEDA, 3RD VP

Again, it was a successful MLS Session held on June 9, 2021. Project selling developers certainly supported this event by providing updates of their newest projects in Metro Manila. 1st Vice President, Consultant Rosalinda Tabios shared a very significant topic about digital real estate selling transformation from traditional to digital. Our knowledge about digital selling was updated and hopefully each and everyone who attended the talk will be able to improve by using the selling tool they learned from the session. The MLS Committee together with the very hard working 2021 Board of Directors will try its best to provide a monthly MLS activity.

I would also like to invite everyone to join PAREB's MLS Project Selling every 1st and 3rd Mondays and MLS for General Brokerage every 2nd and 4th Mondays. Please do like our MLS Facebook webpage for more information and updates.



About the Contributor

Joy likes to dance. She has committed herself to serve in their church. She belongs in Pulpit Ministry. She enjoys travelling and learning to cook.

You can check her listings at this link: <https://www.facebook.com/148325028555736/>

PLAREB MAY GMM BY MARITONI TRINIDAD, BOARD SECRETARY

How can I not love serving PLAREB? The wonderful support from the amazing PLAREBIANS makes everything worth it. Some may think I'm shallow, but the May GMM showed me UNITY, HARMONY and LOVE for PLAREB!



I remember attending PLAREB GMM's at Max's Sucat. Every month there was a theme and I saw that most of the members were really putting their best effort in showing support; after all the GMM is only a once-a-month event and it can be really fun.

So, when it was my turn to be the officer of the month, I just thought that it would be really nice to bring back those days where we can play dress-up even at our homes.

Mr. Eric Manalo, one of our Resource speakers, talked about "Purpose driven selling during crisis" It made us realize how privileged we are in our Real Estate careers; Ms Gina Lamzon shared how to become stress resilient which is very timely during this pandemic. Our friends from Federal Land and Carousell shared some business opportunities to us as well. Prizes were given to our early-bird participants; we picked members with the best head dress (Ms. Roslyn and Ms Lilian) and found ourselves, Mr and Ms Flores de Mayo (Ms Miya Tam and PP Dodo Angus). It was a long, fun-filled and educating afternoon and I hope that everyone had a great experience during the May GMM. See you next month and thank you for your continued support to PLAREB! Mabuhay!

JUNE GMM: Celebrate PLAREB

OOTM: 2nd VP Xenia Estrella

1:45pm

June 2021 GMM:

**Celebrate
PLAREB**

PARAQUE LAS PINAS REAL ESTATE BOARD INC.
PLAREB
EST. 1975
PHILIPPINES

Wear any PLAREB shirt at the meeting

**Take Pride in
membership**

Officer Of The Month: 2nd VP Xenia Estrella

JUNE PROMOS

By: Rosalinda Tabios, 1st VP



REMINDER



**2021 - 2022
MEMBERSHIP REGISTRATION FOR
NEW APPLICATIONS AND
RENEWALS:
UNTIL JUNE 30, 2021 ONLY!**

To register, visit:
PLAREB Membership Form
<https://cutt.ly/vvyO49m>

RATES:

ACTIVE MEMBERS / RENEWALS	PhP 3,200
BALIK PLAREB & NEW MEMBER	PhP 3,700
SPECIAL EARLY BIRD FOR SENIORS FR APR 7 TO MAY 30, 2021	PhP 3,000

MODE OF PAYMENT: ONLINE TRANSFER / BANK DEPOSIT

- INSTALLMENT (2 MONTHS) BDO SA# 0076 9002 2100
PAYEE: PLAREB Inc.
- FULL

Send deposit slip / proof of payment to
plarebrealtors@yahoo.com

Call for inquiries : PLAREB Secretariat Khai
+639285242668

Kindly update your membership dues now to enjoy full access
to valuable tools and membership privileges.

KAPEHAN, KAMUSTAHAN, KANTAHAN, KA-PLAREB (4K)

By: Rosalinda Tabios, 1st VP

Join us on July 1 at 5:00 PM for our 3rd 4K event!!!

**KAPEHAN
KAMUSTAHAN
KANTAHAN
KA-PLAREB**

Join us... **KA-PLAREB**

Every 1st Thursday of the month @ 5 pm

"I GET BY WITH A
LITTLE HELP
FROM MY FRIENDS."
- THE BEATLES

JUNE BIRTHDAY CELEBRANTS

By Rosalinda Tabios, 1st VP



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

- June 2** PP MARS POMPA
ARNOLD ABARQUEZ
- June 3** VILMA TARRA
- June 7** ELIA IMPERIAL
- June 8** USIE BEATO
- June 15** RLIZA PENTECOSTES
- June 17** RENE JOSE QUIROZ
- June 18** EDITHA BERNARDO
- June 20** EMILYN CORDERO
- June 21** ROSEMARIE REVATORIS
- June 24** JOANNE VILDA
- June 26** MARIA EVANGELINE BORINES
- June 28** IPP MARIA THERESA ESTRADA
MARIA THERESA GABUAT
- June 30** PP RASYL ABELA



PLAREB MEMBERS with updated 2021 membership dues as of June 23, 2021

By: Rosalinda Tabios, 1st VP



PARAÑAQUE LAS PIÑAS ALABANG REAL ESTATE BOARD, INC. MEMBERS WITH UPDATED 2021 MEMBERSHIP DUES as of JUNE 23, 2021

- | | |
|---------------------------------------|--------------------------------|
| 1. Abarquez Arnold V. | 49. Mandac Ellis A. |
| 2. Agbulos Ditas Felicitas N. | 50. Mangahas Roslyn P. |
| 3. Almadrones Reneberto P. | 51. Misa Mary Grace S. |
| 4. Alversado Maria Luisa R. | 52. Moral Francisco L. |
| 5. Arguelles Immanuel Mario P. | 53. Munch Cristita P. |
| 6. Bayongan Maria Verice O. | 54. Oliva Edward Vincent J. |
| 7. Benedicto Francisco III S. | 55. Oostendorp Melissa M. |
| 8. Caliwan Richelle L. | 56. Pacunayen Maria Elena N. |
| 9. Cano Rachelle V. | 57. Pacunayen Francis N. |
| 10. Carbonel Maria Vivian A. | 58. Pagallauan Juanita Joy M. |
| 11. Carlos Sheila Marie D. | 59. Pamilar Joselito F. |
| 12. Chua William J. | 60. Papa James Roderick R. |
| 13. Coloma Armando U. | 61. Paulino Miriam C. |
| 14. Coloma James Armand C. | 62. Pentecostes Randy B. |
| 15. Coloma Armand Jr. C. | 63. Pentecostes Liza B. |
| 16. Cordero Emelyn Q. | 64. Punzalan Eulalia B. |
| 17. Cortes Lilian Grace G. | 65. Puzon Maria Beatriz G. |
| 18. Cristobal Felipe L. | 66. Quiroz Rene Jose C. |
| 19. Cruz Editha B. | 67. Ramos Erlinda T. |
| 20. Daluz Ruth D. | 68. Revatoris Rosemarie N. |
| 21. Daniel Nicolasa F. | 69. Reyes Allan N. |
| 22. Dantes Rolando A. | 70. Reyes Vicente A. |
| 23. De La Rea Rustico V. | 71. Rogers Elaine I. |
| 24. De Leon Lourdes M. | 72. Rosario Jacinto Jr. D. |
| 25. Estrella Maria Xenia S. | 73. Rosario Maria Rosario K. |
| 26. Flores Ramon D. | 74. Salcedo Zyzylyn O. |
| 27. Funtila Patrick Henry T. | 75. San Luis Ma. Theresa L. |
| 28. Gabuat Maria Theresa D. | 76. Santillan Luzviminda H. |
| 29. Gapido Vivian F. | 77. Silvano Joan |
| 30. Garcia Janette P. | 78. Simpao Felicitas P. |
| 31. Golez Carolyn I. | 79. Suarez Roland Rhonnel M. |
| 32. Gonzales Jacinto Maria S. | 80. Suarez Jenalyn C. |
| 33. Herce Ramon R. | 81. Sy - Mercado Maria Lourdes |
| 34. Iglesias Jeanette U. | 82. Tabios Rosalinda S. |
| 35. Ilae Rosario H. | 83. Tam Minorva G. |
| 36. Inciong Genalino R. | 84. Tarra Vilma C. |
| 37. Kopitzke Juvy M. | 85. Tobias Barry Noel N. |
| 38. Ladao Rosalite V. | 86. Trinidad Maritoni A. |
| 39. Lahoz Elizabeth Q. | 87. Urbano Jean Alfred Is E. |
| 40. Leopraval Jocelyn M. | 88. Valderrama Geraldine G. |
| 41. Limsaco Vilma P. | 89. Valdez Divina F. |
| 42. Libren Maylyn M. | 90. Vidad Arsenio Jr. R. |
| 43. Labitana Irma M. | 91. Vidad Porlita L. |
| 44. Lopez Sevenne Lizeta Constanca L. | 92. Vilda Joanne R. |
| 45. Lugue Glenda A. | 93. Ynchausti Emiliano E. |
| 46. Madriaga Danilo Benjamin M. | 94. Zepeda Joelzah A. |
| 47. Magno Lina L. | 95. Vitamor Christian C. |
| 48. Mamit Soledad M. | |

Active Distinguished Members (Past Presidents)

By: Rosalinda Tabios, 1st VP



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

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PP CAROL ALVAREZ
PP NINI ICASAS
PP DODO ANGUS

SECRETARIAT
MALAIKAH ZAMBRANO

PLAREB LEAD
(ESTABLISHED ON FEB.8, 2008)
IS A MONTHLY NEWSLETTER
BY THE
PARAÑAQUE - LAS PIÑAS -ALABANG
REAL ESTATE BOARD, INC.
PROVIDING TIMELY LEAD TO ALL THE
ORGANIZATION'S NEWSWORTHY
EVENTS AND ACTIVITIES AS WELL AS KEEPING
MEMBERS ABREAST WITH INDUSTRY ISSUES AND
COMMUNITY CONCERNS.

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AD RATES
BLACK AND WHITE
1/4 PAGE PHP 1,500
1/2 PAGE PHP 3,000
1 PAGE 5,000

PLAREB LEAD

