

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



PLAREB LEAD



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THE LIFE OF A BROKER

by CAMILE SANTIAGO LLAVE, REB

"We met at 3:00pm totally unaware that that was also the exact time that Typhoon Jolina was passing by a few miles south of Metro Manila. So, we were all there standing signing the documents with the wind blowing wildly. The lot plan even got blown by the wind."

This particular sale was borne out of my client's request for me to find him a lot inside BF Homes. The lots I offered him from my own listing were not to his initial liking. I then turned to our PLAREB MLS and I found one under the listing of Ms. Tess Estrada. Tess and I arranged the tripping and fortunately, my client liked the lot the very first time he saw it. Tess and I then worked on the documentation. The first problem that cropped up was the requirement to put up a reservation fee to ensure that the lot is already reserved for my client. Unfortunately, my client did not want to pay up during the ghost month of August. With some negotiations, we managed to delay the days until we agreed to have the signing on September 8, the end of the ghost month and was believed to be a lucky day by my client. The drawing up of the Deed of Sale was a bit of a challenge, what with the participation of my client's lawyer and the differing styles of two brokers, including the seller who was also a licensed broker. With everybody wanting to incorporate his or her idea, the crafting of the agreement moved back and forth up to the very last hours before the actual signing. There was even the instance of making the correction on the wrong last pre-approved version thereby going back all over again. Version control became a nightmare. Luckily, all good things come to a nice end. The final DOAS was ready for printing just about two hours before we all went to the signing venue; and here was the funny part. Signing day was September 8. It was still MECQ. We could not enter the subdivision of the seller since they were locked down. No bank would allow us to do our signing inside their branch and no dine-in restaurants were available, either. Since it was raining, we looked for a covered parking space in Molito. There, the whole parking lot was very dark; the place was not conducive to business transactions, so I hastily looked again for a better place and saw the nearby Starbucks Cafe. The Cafe was closed to dine-in so I had to ask manong guard to allow us to use the cordoned-off area outside their restaurant and one of their tables for the signing of our documents. We promised to just stand and practice social distancing.

The weather provided us with an interesting background. We met at 3:00pm totally unaware that that was also the exact time typhoon Jolina was passing by a few miles south of Metro Manila. So, we were all there standing, signing the documents with the wind blowing wildly. The lot plan even got blown by the wind. I was trying my best to hold on to the documents especially the original TCT. Really, nothing could stop our firm resolve to complete our signing of the Deed of Absolute Sale despite the uncomfortable way of doing it. Aside from the participation of an angry Mother Nature, the signing went well and while everyone was making small talk, I hurriedly excused myself to have the documents notarized. Luckily, the notary office was still open and the notarized DOAS was delivered to the buyer that very same day. I'd like to thank my fellow broker Tess Estrada for completing this transaction with me. She was very professional and helpful in our common effort of resolving the usual issues of both the buyer and seller. Tess was even extra accommodating in helping me produce some of the documents which I would not have had any problem producing if there were no pandemic. With my extra fear of the virus, Tess got the usual due-diligence documents for us. While we are all fully vaccinated at home, we still have with us our little toddler-apo that unless she will also be fully vaccinated, we will stay overly careful for ourselves - for her sake.



About the Contributor



Ma Camille Santiago Llave finished her Bachelor of Arts Major in Economics at FEU in 1980. She is a native of Malabon, Metro Manila and is married to Rafael Llave, a management and business executive, with whom she has three children – all grown up and gainfully employed. She joined PLAREB in 2015

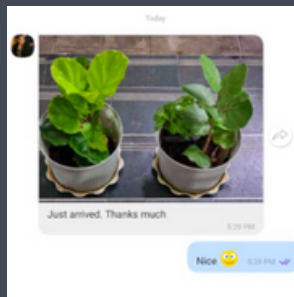
PLAREB LIVE SELLING

By Vivian F. Gapido, PRO

It started as an ordinary 4k event for me. I decided to attend to support the meeting. And so the meeting went about its way. Hohumm ... then the live selling session started. Whoa, My saleslady skills suddenly came back to me. I felt I was possessed! I convinced the would be buyers how lucky they'd be when they bought the items, especially the plants. After I saw how the plants sold like hotcakes, I instantly decided to part ways with my very first batches of marcotted sea grapes and fiddle leaf fig.

At the end of the session, I got to take part in a donation drive and shared my precious plants with their new plant mom. I also realized that by participating in the drive, I was able to give one transaction to a Mr. Speedy driver. It was just a simple step but by doing so I was able to contribute in the UN sustainability goals specifically on the circular economy of our country. Well, so much for that, I look forward to more live selling sessions in the future. Let's hear what some of our other ka-PLAREB sellers and buyers have to say...

"I also realized that by participating in the drive, I was able to give one transaction to a Mr Speedy driver"



"My plants don't make a clutter. Need to dispose lang before pa ako maunahan ni Chester. A lot of my plants, nakitkit nya na. Not really into the income (I've sold a lot of my plants for less). Katuwaan lang. Glad to donate some of the proceeds to PLAREB."

- Richelle Caliwan, REB seller and fur mom.

"Lagot ka sa kin mamaya money tree!"

- Chester

"I love it!", says IPP Tess Estrada, a satisfied buyer.



"My daughter loved the sunglasses, however the bag, she prefers with zipper and cover; so the bag will be part of our gift stash reserve."

-Deo Pamilar, buyer



"Initially, I didn't submit anything to sell upon joining PLAREB Live Selling event but I wanted to contribute somehow. So I just looked around, if there's anything that still had value and that I didn't need. I decided to sell the coffee machine because it was just stored in a box for months. It feels good to have disposed my unused stuff and also to earn from it. Lastly, I'm happy that my buyer, Joy, is excited to use it and that part of the proceeds went to PLAREB"

Sometime during the liveselling I saw the Amazonica . I'm so happy with the purchase. It's so lush and was such a steal for the price! I immediately displayed it in my store. The seller, Richelle, was so generous for adding another plant as a freebie"..

- Phatzie Elaris, REB seller and buyer



"Sa coffee machine ko I'm happy lang kasi same color as my nespresso machine."

- Joy Zepeda-Abad, 3rd VP, buyer

MLRA TIPS

By Maria Luisa R. Alversado, REB

Even though we are still on various quarantine status I am pretty sure that there are a lot of things going on in your mind. As a fellow broker, I feel you. Coupled with prayers (lots and lots of them, actually), I believe that the secret to continuing one's productivity lies in this next tip...



If you pay attention to something, you will definitely see clearly. It's okay to go through the process of adjusting to this pandemic; but once you reach the stage of acceptance, try to move on, the earliest that you can. Should you decide to keep with your profession, continue doing your work that can be done while at home (Tip: Plant, plant, and plant then harvest after ECQ) and do not lose your grip on it. Should you decide to consider another sideline in order to earn while staying at home, do so. Just maintain your focus in whatever you do.

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



HUMOR CORNER

By PP Dodo Angus



Humor is an essential fragment of the behavioral and emotional system that supports life. It is important for individuals to smile and laugh every once in a while; it's good for the health. Jokes are in a way like music. You hear it again and you still appreciate it.

If you look at the moon, you see the most romantic light created by God. If you look at the sun, you see the most powerful light created by God. If you look in the mirror, you see the best creation of God.



There are women angels, just as there are male angels. What happens if all the women go up to heaven and become angels? There will be peace on earth.

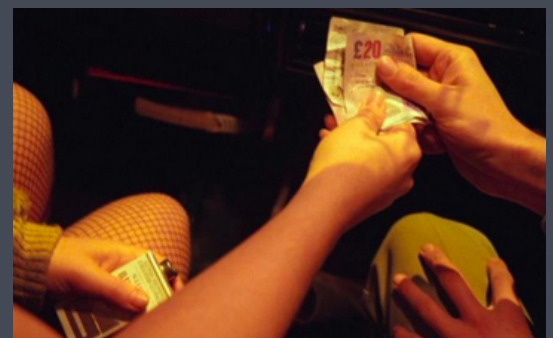
There are people who laugh at a joke three times. The first time is when you tell the joke. The second time is when you explain the joke. The third time is when they finally understand what the joke is all about.



My wife is a sex object. She objects everytime I want to have sex.



Husband: Everytme I get mad, you never fight back. How do you control your anger?
Wife: I clean the toilet bowl.
Husband: How does that help?
Wife: I use your toothbrush.



I am bisexual. Everytme I see sex, I buy it.

WISDOM NOOK

LESSONS ON LEADERSHIP

By **Carolina Q. Alvarez**, REB, REA, REC, PP 2010

"When my term ended, we were able to leave 1 Million Pesos that PLAREB then invested in Time deposit. Gratefulness fuels people to do more. They felt important; loved, hence they reciprocated more than what they usually could give."

It was a an honor and a privilege for me to become PLAREB's president in 2010.

To name some of our BOD's accomplishments, we conducted 4 Continuing Professional Education (CPE); that contributed immensely to the improved cashflow of the Board. Also, Edwin Allanigue who was in my Board came up with the Metro Expo at the Philtrade Center. External sponsors and our members helped us roll this out. I was also happy that the the Board members helped with the project led by Wyne. It was very successful. I was happy with our Board.

During my term we got the exclusive opportunity, as a Board, to sell RCBC Savings Bank's acquired assets . When RCBC Savings Bank opened their auction, I, together with the active members of PLAREB joined in the actual bidding. The funds generated out of those auctions contributed to PLAREB funds.

How did we accomplish these? Let me tell you.

Three things I would like to share to you, from my term as 2010 president.

Be grateful. I adopted the practice of gratefulness during my term. The Board sponsored the food during our BOD meetings that I ensured happened only once a month. Why? The Board members render their time, effort, skills, and dedication to run the board without getting paid. We performed better. You might be wondering how our set-up affected the financial soundness of the Board. When my term ended, we were able to leave 1 Million Pesos, that PLAREB invested in Time deposit. Gratefulness fuels people to do more. They felt important; loved. Hence, they reciprocated more than what they usually could give.

Plan ahead. During my term, most of the bulk of planning was done by me, and then PLAREB office secretary, Fely. My instruction to the secretariat was to have the BOD members approve or disapprove proposals; count the yeses and no votes. This was to avoid conducting several meetings in a month. The decision of the Board has always been collegial. My board decided and approved all the plans so that during the rollout we never got questioned. I didn't go to the office everyday; most transactions and instructions were done via phone. Going to the office was limited to signing documents that needed me there, physically present.

Be there. Just as any president in whatever association, I had to take responsibility for all the members, regardless of their availability. I had to do whatever work needed to be done in the association. During my term, I did not engage in any business except running PLAREB. By focusing on that, I was able to plan better and was there when the board needed me.

I considered myself as an enabler of projects and activities for money generation within the association.

I believe in this: An increase in membership increases the financial status of the association and therefore makes the association known. There may be presidents who would think of self-gratification, but that's not me. I'd like to think I've always been for service. When I was president, I was also blessed that the Board did not engage in any politics within the Board. With no internal issues, we were able to run it successfully.

The experience I got from being a PLAREB President opened a lot of doors for me. I became PARA President for 6 years; and now a member of PRC-CPD council. I could not have done all of these overnight. Let us all lead to bless others and our organization! Mabuhay ang PLAREB!



PLAREB Past Presidents from 2000 - 2011



About the Contributor

Carolina Q. Alvarez is the President of CQA Realty. She was appointed National Technical Adviser by Bureau of Local Government Finance (BLGF) of the Department of Finance, as consultant to the Technical Assistance team for the National Adviser Pool Valuation Standards in 2008-2010. She also sits in the Bureau of Internal Revenue, Real Property Valuation, Revenue Region No. 8 as Executive Committee Member, to assist in the zonal valuation of Revenue Districts covering the cities of Taguig, Pateros, Paranaque, Pasay, Muntinlupa, Makati North, Makati South, Makati East and Makati West.

Ms. Alvarez has extensive experience in multiple sales, lease, appraisal and transaction consultancy services of properties and investment portfolios on behalf of financial institutions and property clients such as GE Money Bank, RCBC Savings Bank, and Colliers International.

An advocate in continuing education, she finished her BS Chem undergrad, her MBA, and is currently taking up her Phd in Business Administration. She is a rare jewel indeed!

MEMBERSHIP CAMPAIGN BANNER MOVES AHEAD

By: **Rachelle V. Cano, ABS**

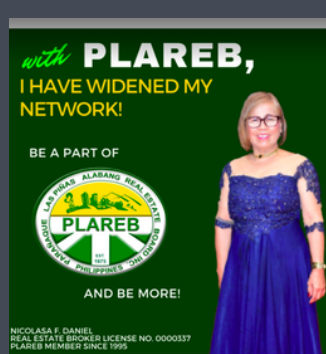


Members are the lifeblood of any organization. They represent the professionals who establish ethical standards in the organization. Finding ways to identify, recruit, and retain members is essential to the growth and the success of the organization. That's why this year, the PLAREB Membership Committee was tasked with a special goal: TO INCREASE MEMBERSHIP!

“There is definitely strength in numbers, yes, but even more so in collective goodwill. For those endeavors are supported by mighty forces unseen.” R. E. Goodrich.

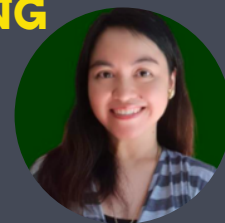
In this “Membership Campaign Banner”, the committee was able to gather and showcase professional opinions and experiences from current members and facilitate regular connections through activities.

We continue to invite everyone's support on this campaign by posting your banner on your FB wall to promote our organization and increase our membership. You may send your photos and details to our PLAREB office secretary, KHAI, to format your personal banners. #plarebmembership #plareb4k



RESA CORNER : "PRO- PROFESSIONAL BANNER-MAKING CONTEST ENTRIES AND WINNER"

by Xenia Estrella, 2nd VP



PLAREB GOES PRO-PROFESSIONAL

PLAREB has always been a staunch advocate of RA 9646, which basically promotes professionalism in our Real Estate Service. Past BOD's have launched programs to help the government educate the public against illegal practitioners and transactions. After all, businesses that anybody can believe in; that clients can trust and can constantly rely on, need to be represented by professionals, not just by run-of-the-mill, or unconcerned (for the law) individuals.

This year, PLAREB has decided to help educate the public regarding RA 9646 once again. Pro-Professional. We do not condone illegal work but unlike the common practice of calling these illegal practitioners, "colorum"; at this point, the BOD has decided that focus this year is geared more on enticing uncertified and unlicensed individuals to join our organization. We are here to help them get their much-needed knowledge, support them to learn the ethics behind our work relations and get their necessary documents so that they can build on their position and be able to actually grow a business that they can take pride in.

Lahat naman gusto lang maghanap-buhay, pero maayos at tuwid na hanap-buhay ang kailangang isaayos ng bawat isang mangangalakal at magnenegosyo.

To our dear PLAREBians, please help our association tap different Paranaque Villages, to help promote our Pro-Professional project. Contact Khai at our PLAREB office, for a copy of the letter you'll need to get permission from different agencies. You may also click [here](#), for a copy.

Let's all support our Pro-Professional Project; let's all support professionalism in the Real Estate practice.

Seven entries were submitted upon the given deadline; all of which may be given a chance to be posted on social media. The winning banner of Ms. Lynn Tabios has yet to be finalized, but her design and general idea appealed to a majority of the BOD judges and won best banner which we will be printing and distributing to different associations and barangays in Paranaque for displaying, soon.

THE PROACTIVE PROFESSIONAL

By: Xenia Estrella, 2nd VP



In line with PLAREB's Pro-Professional campaign, The PLAREB LEAD would like to highlight basic Rule 1, Section 3, term g of RA 9646's Implementing Rules and Regulations, to focus on the qualifications that are required of professional real estate practitioners.

IMPLEMENTING RULES AND REGULATIONS OF REPUBLIC ACT NO. 9646, KNOWN AS THE "REAL ESTATE SERVICE ACT OF THE PHILIPPINES"

RULE 1

TITLE OF THE RULES, DECLARATION OF POLICY & DEFINITION OF TERMS

Sec. 3. Definition of Terms - As used in the IRR, the following terms shall be understood to mean as follows:

g. "Real estate service practitioners" shall refer to and consist of the following:

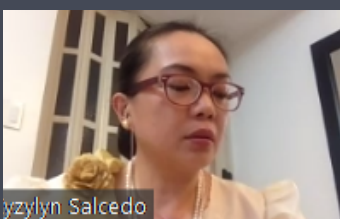
1. Real estate consultant - a duly registered and licensed natural person who, for a professional fee, compensation or other valuable consideration, offers or renders professional advice and judgment on: (i) the acquisition, enhancement, preservation, utilization or disposition of lands or improvements thereon; and (ii) the conception, planning, management and development of real estate projects.
2. Real estate appraiser - a duly registered and licensed natural person who, for a professional fee, compensation or other valuable consideration, performs or renders, or offers to perform services in estimating and arriving at an opinion of or acts as an expert on real estate values, such services of which shall be finally rendered by the preparation of the report in acceptable written form.
3. Real estate assessor - a duly registered and licensed natural person who works in a local government unit and performs appraisal and assessment of real properties, including plants, equipment, and machineries, essentially for taxation purposes.
4. Real estate broker - a duly registered and licensed natural person who, for a professional fee, commission or other valuable consideration, acts as an agent of a party in a real estate transaction to offer, advertise, solicit, list, promote, mediate, negotiate or effect the meeting of the minds on the sale, purchase, exchange, mortgage, lease or joint venture, or other similar transactions on real estate or any interest therein.
5. Real estate salesperson - a duly accredited natural person who performs service for, and on behalf of a real estate broker who is registered and licensed by the Professional Regulatory Board of Real Estate Service for or in expectation of a share in the commission, professional fee, compensation or other valuable consideration.

A real estate salesperson necessarily works 'on behalf of a real estate broker', and all these real estate practitioners are 'duly registered and licensed'. What is so difficult to understand? There are a number of individuals out there who still need our help in grasping the definitions and rules in the IRR of RA 9646. Let's all keep on spreading the word.

PLAREB AUGUST GMM BY MARITONI TRINIDAD, BOARD SECRETARY



Isang hapon na namang kasiyahan at karunungan ang naganap sa muling pagtitipon-tipon para sa ating Buwanang pangkalahatang pagpupulong ng mga miyembro ng PLAREB. Nakakagalak makita ang lahat sa kanilang mga kasutang Filipino at talaga namang pinaghandaan ng mga nanalo na sina Deo Pamiliar at Roslyn Mangahas ang okasyon! Pinaunlakan din tayo ng ating tagapag-salita na si Wilfredo Segovia at itinuro nya ang kanyang kaalaman sa "Digital Marketing". Pagkatapos nito ay naganap naman ang nominasyon para sa Board of Directors 2022. Ginabi man ang tapos ng pagtitipon, ang lahat naman ay



nakitaan ng ngiti sa kanilang mga mata.
Maraming salamat sa punong abala na si Zzylynn Salcedo; sa pag ayos mo ng programa natin sa buwan ng Agosto.



PLAREB BINGO KA DAY!

by Maritoni Trinidad, Board secretary

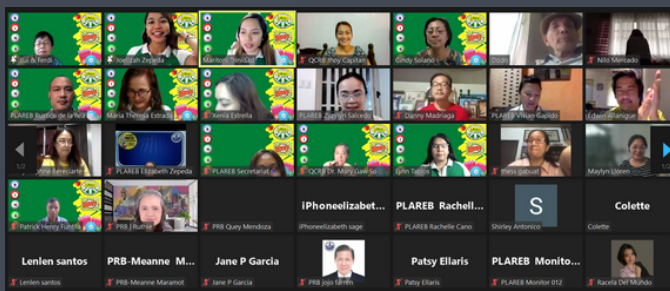


We indeed lived up to what we said, nakatulong ka na, nag enjoy ka pa; as there was nothing but smile on everyone's faces throughout the event. We were able to raise a total of P49,500 as net income and from what was initially planned to be 50 bags became a whopping 100 bags for donation to our chosen charity!

There is no doubt about it. PLAREBIANS are kind-hearted individuals who never run out of energy to enjoy, serve, and share! In behalf of the Sunshine and BINGO committees, our sincerest gratitude for all your help, time and effort! God bless us all!

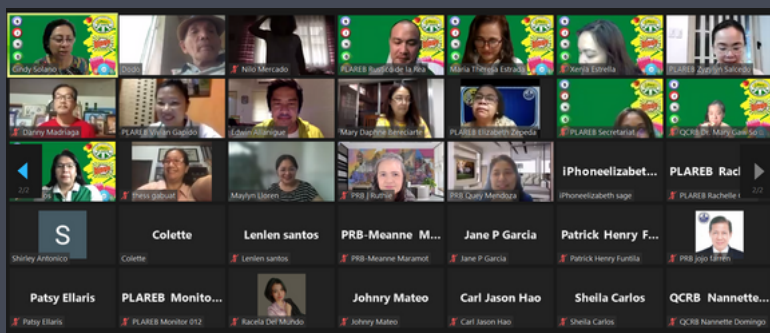


It was indeed a Bonggang BINGO KA DAY!



And the grand prize winner for the day is our very own, 3rd VP Joelizah Zepedah! Initially, our Grand Prize was pegged at 5,000 Pesos but just before the final game, a lot of players contributed to add more to the pot prize and we were able to increase the Grand Prize to a P12,000! See you again next year!

And not only did we play BINGO, we also had a dance off which I'm pretty sure was enjoyed by a lot! I mean, look at their smiles. You can see in the picture below, our very own dancing queen for the afternoon, Past President Beth Zepeda.



CPD RE-RUN

BY: ZYZYLYN ONG SALCEDO, TREASURER



Same topics?!?! Why not! If something is good, it needs to be repeated. Surprisingly, given that the last CPD was just a month before, PLAREB's repeat CPD, held last Aug. 27-29 garnered a lot of attendees. Even the number of participants were the same! A total of 92 participants - 83 brokers and 9 sales people, learned a lot on those three days. Our speakers, who shared their experience and wisdom, were very engaging. PP Mary Ann Medina-Cue and PP Daphne Bereciarte talked about Real Estate Investment Trust and Land Conversion, respectively, on Day 1. For Day 2, the topics were Property Management, also by PP Daphne Bereciarte, while Atty. Rhodora Dapula shared her knowledge on Rent Control Law and Maceda Law. Day 3 was all about Data Privacy Act and Setting up a One Man Corporation, also given by Atty. Rhodora Dapula. Congratulations to the Education Committee, headed by EVP Thess Gabuat for a job well done!

Eat, Pray, CPD, Repeat!

Property Management In Crisis Situation

1. Have a detailed emergency preparedness plan

- Sharing emergency procedures with residents ensures everyone is on the same page
- Communicate regularly
- Inform them steps taken to keep environment safe



SALIENT FEATURES OF DATA PRIVACY ACT

BY:
ATTY. RHODORA L. DAPULA, CPA, ENP, REC, REA, REB

PLAREB SEPTEMBER MLS BY JOELIZAH ZEPEDA, 3RD VP



Here are the highlights of our SEPTEMBER MLS.

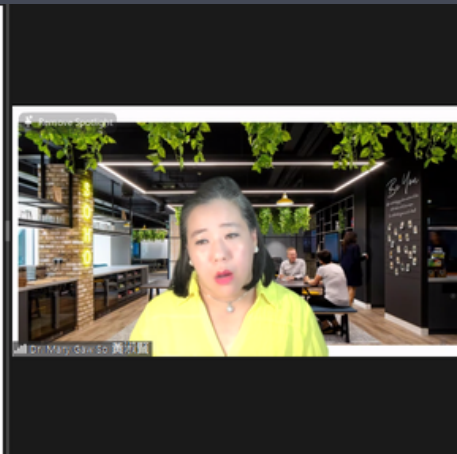
Thank you to our guest speaker Doc Mary Gaw So for a very fun discussion.

Never a dull moment when your speaker is as energetic and as witty as her!

Plan your Long Term Success

ü To protect your business and
ü income, you need to build a team

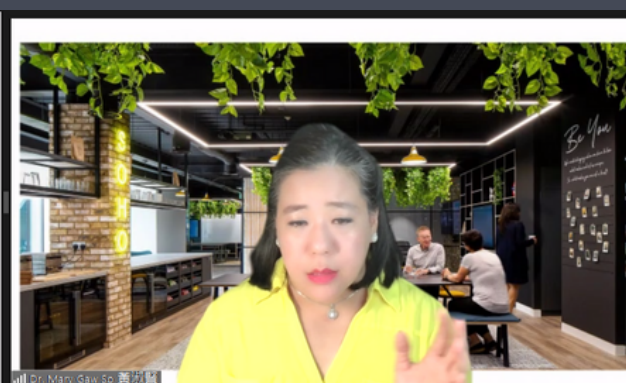
REHub **My HomeTown**



MENU on Managing your Listings

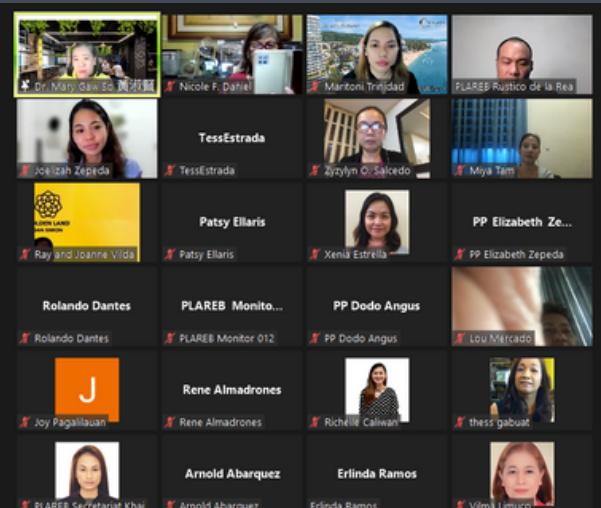
- Collate every single Listings you can get (Brokers, Banks, Social Media)
- Organize (Secure Documents ,Cellphone, Emails)
- Ocular Property, evaluate , recommend
- DUE DILIGENCE
- Network (Associations / Organizations)

REHub **My HomeTown**



- Step 1: Sourcing.
- Step 2: Detailing.
- Step 3: Categorizing
- Step 4: Organize your Contact Numbers
- STEP 5: Organize Your Data & Schedule Everyday
- Step 6: Organize Filing System.
- Step 7: Inspection
- Step 8: Solution for effective Listing management

REHub **My HomeTown**



PLAREB SEPTEMBER MLS RECOGNITION BY JOELIZAH ZEPEDA, 3RD VP



On behalf of the PLAREB BOD 2021, we wish to Congratulate PP Beth Zepeda and IPP Tess Estrada for the succesful sale of a commercial building property in Mandaluyong.

IPP Tess and Camile Llave collaborated on the sale of a property in BF Homes International, Las Pinas.



Vivian, Cindy and Danny collaborated on the sale of a 1 bedroom unit in Azure Paranaque.



**2021 MLS CONTRIBUTORS
BY JOELIZAH ZEPEDA, 3RD VP**



WALL OF GOODWILL

JUNE MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
ELIZABETH ZEPEDA,
PAST PRESIDENT 2006

JUNE MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
JOELIZAH A. ZEPEDA
3RD VICE PRESIDENT

JUNE MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
ARNOLD ABARQUEZ,
REB

JUNE

JULY MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
**ROSLYN
MANGAHAS, REB**

JULY MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
RACHELLE V. CANO
ASSISTANT BOARD
SECRETARY

JULY

AUGUST MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
RACHELLE V. CANO
ASSISTANT BOARD
SECRETARY

AUGUST MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
MARIA THERESA A. ESTRADA
IMMEDIATE PAST
PRESIDENT

AUGUST MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
GWEN SURIA
PLAREB PRESIDENT 2018

AUGUST MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
CYNTHIA FLOR S. MEDINA
PLAREB PRESIDENT 2014

AUGUST MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
JEIFKAY ZEPEDA, REB

AUGUST MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
CYNTHIA FLOR S. MEDINA
PLAREB PRESIDENT 2014


AUGUST MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
JOELIZAH A. ZEPEDA
3RD VICE PRESIDENT

AUGUST

SEPTEMBER MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
ELIZABETH ZEPEDA
PLAREB PRESIDENT 2006

SEPTEMBER MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
MARIA THERESA A. ESTRADA
IMMEDIATE PAST PRESIDENT

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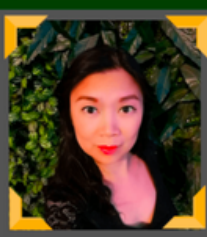
THANK YOU FOR YOUR DONATION
CAMILLE SANTIAGO-LLAVE
REB

SEPTEMBER MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
CYNTHIA FLOR S. MEDINA
PLAREB PRESIDENT 2014

SEPTEMBER MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
VIVIAN FERANIL GAPIDO
PRO

SEPTEMBER MLS BROKER OF THE MONTH



THANK YOU FOR YOUR DONATION
**DANILO BENJAMIN M.
MADRIAGA, REB**

SEPTEMBER

SEPTEMBER GENERAL MEMBERSHIP MEETING

OOTM: Sheila Dizon Carlos, Asst Treasurer



PARANAQUE LAS PINAS ALABANG REAL ESTATE BOARD

PLAREB ANNUAL GMM

"MAKING A DIFFERENCE"

Let's listen and learn how we can help each other and our clients in managing finances especially during this time and how service to community can be a very rewarding investment.

**September 30, 2021
2pm-5pm**

Zoom meeting ID:

709-074-3591

Password: PLAREB

**COME IN BUSINESS ATTIRE WITH A FABOLOUS HAT
AND WIN EXCITING PRIZES**



MR. EFREN CRUZ

Financial Planner
Writer, Speaker



PP. DODO ANGUS

Real Estate Broker
Past President
PLAREB

**JOIN US...LISTEN TO OUR SPEAKERS
LET YOUR VOTE BE COUNTED!**

MEMBERSHIP SEPTEMBER PROMOS

By: Rosalinda Tabios, 1st VP



Who are entitled to join this promo?

What do I get from recruiting new members?

How many members do I need to qualify to this promo?

Are the gift fees convertible to cash?

What is the promo duration?

WHAT CAN YOU GET WHEN YOU RECRUIT A MEMBER?

PER NEW MEMBER

Member gets member incentive will be given to those who successfully invite new members to register, and inactive members to reactivate their membership. .

Likewise the annual membership discount for senior citizens is extended. Please call PLAREB Secretariat for assistance.

EXTENDED

DISCOUNTED MEMBERSHIP FOR SENIOR CITIZEN

@P3000.00

BDO SA# 007690022100
Payee: PLAREB
Email Deposit Slip @ plarebrealtors@yahoo.com

For inquiries contact:
Ms. Lynn Tabios: +63 998 533 2477
1st Vice President
Secretariat Khai: +63 928 524 2668

SEPTEMBER 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!

SEPTEMBER 5 Maria Vivian Carbone

SEPTEMBER 9 Janette Garcia

SEPTEMBER 10 Nicolasa Daniel

SEPTEMBER 15 Diogenes Garay Jr.

PP George William Mendoza

PP Rosalinda Cantor

SEPTEMBER 16 PP Carolina Alvarez

SEPTEMBER 20 Lina Magno

SEPTEMBER 24 Rosario Ilao

SEPTEMBER 28 Editha Cruz

SEPTEMBER 29 Leo Michael Mendoza

SEPTEMBER 30 Elaine Rogers





PARAÑAQUE LAS PIÑAS ALABANG REAL ESTATE BOARD, INC. MEMBERS WITH UPDATED 2021 MEMBERSHIP DUES as of SEPTEMBER 29, 2021

1. Abanto Timothy R.
2. Abarquez Arnold V.
3. Agbulos Ditas Felicitas N.
4. Almadrones Reneberto P.
5. Alversado Maria Luisa R.
6. Arguelles Immanuel Mario P.
7. Arboso, Luzviminda
8. Bayongan Maria Venice O.
9. Benedicto Francisco III S.
10. Bernardo Editha A.
11. Caliwan Richelle L.
12. Cano Rachelle V.
13. Carbonel Maria Vivian A.
14. Carlos Sheila Marie D.
15. Chua William J.
16. Coloma Armando U.
17. Coloma James Armand C.
18. Coloma Armand Jr. C.
19. Cordero Emelyn Q.
20. Cortes Lilian Grace G.
21. Cristobal Felipe L.
22. Cruz Editha B.
23. Cruz, Vitus A.
24. Cunanan Gerardo S.
25. Daluz Ruth D.
26. Daniel Nicolasa F.
27. Dantes Rolando A.
28. De La Rea Rustico V.
29. De Leon Lourdes M.
30. Ellaris Patricia Anne L.
31. Estrella Maria Xenia S.
32. Flores Ramon D.
33. Funtilla Patrick Henry T.
34. Gabuat Maria Theresa D.
35. Gapido Vivian F.
36. Garcia Janette P.
37. Golez Carolyn I.
38. Gonong Mary Robelle P.
39. Gonzales Jacinto Maria S.
40. Herce Ramon R.
41. Iglesias Jeanette U.
42. Ilao Rosario H.
43. Inciong Genaline R.
44. Kopitzke Juvy M.
45. Ladao Rosalito V.
46. Lahoz Elizabeth Q.
47. Leeprawat Jocelyn M.
48. Limuco Vilma P.
49. Llave Ma. Camille S.
50. Lloren Maylyn M.
51. Lobitana Irma M.
52. Lopez Severine Lizeta Constancia L.
53. Lugue Glenda A.
54. Madriaga Danilo Benjamin M.
55. Magno Lina L.
56. Mamiit Soledad M.
57. Mandac Ellis A.
58. Mangahas Roslyn P.
59. Mendoza Leo Michael B.
60. Misa Mary Grace S.
61. Moral Francisco L.
62. Munch Cristita P.
63. Oliva Edward Vincent J.
64. Oostendorp Melissa M.
65. Pacunayen Maria Elena N.
66. Pacunayen Francis N.
67. Pagalilauan Juanita Joy M.
68. Pamiliar Joselito F.
69. Papa James Roderick R.
70. Paulino Miriam C.
71. Pentecostes Randy B.
72. Pentecostes Liza B.
73. Punzalan Eulalia B.
74. Puzon Maria Beatriz G.
75. Quiroz Rene Jose C.
76. Ramos Erlinda T.
77. Regalado, Ryan M.
78. Revatoris Rosemarie N.
79. Reyes Allan N.
80. Reyes Vicente A.
81. Rogers Elaine I.
82. Rosario Jacinto Jr. D.
83. Rosario Maria Rosario K.
84. Salcedo Zzylynn O.
85. San Luis Ma. Theresa L.
86. Santiago Erlinda F.
87. Santillan Luzviminda H.
88. Santos Shyryl
89. Silvano Joan
90. Simpao Felicitas P.
91. Suarez Roland Rhonnel M.
92. Suarez Jenalyn C.
93. Sy - Mercado Maria Lourdes
94. Tabios Rosalinda S.
95. Tam Minerva G.
96. Tarra Vilma C.
97. Tobias Barry Neil N.
98. Trinidad Maritoni A.
99. Urbano Jean Alfred III E.
100. Valderrama Geraldine G.
101. Valdez Divinia F.
102. Vidad Arsenio Jr. R.
103. Vidad Perlita L.
104. Vilda Joanne R.
105. Villamor Christian C.
106. Ynchausti Emiliano E.
107. Zepeda Joelizah A.

Active Distinguished Members (Past President)

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

OCTOBER 4K

By: Rosalinda Tabios, 1st VP



Join us this Thursday, October 7, 2021 at 5:00PM, as we pay tribute to Dodo Angus -- our colleague and 2005 PLAREB President.



PLEASE WEAR WHITE

In Loving Memory



Porfirio Angus Jr.

PLAREB PRESIDENT 2005

1937-2021

**We honor the service and dedication you have given
to PLAREB.**

Rest in Peace P/P Dodo.

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VIVIAN FERANIL GAPIDO

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XENIA S. ESTRELLA
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SECRETARIAT
MALAIKAH ZAMBRANO

PLAREB LEAD (ESTABLISHED ON FEB.
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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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PLAREB LEAD

