



PLAREB LEAD

Volume 16 : Issue 5

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PAREB Events

By: JOELIZAH ZEPEDA-ABAD



"PAREB Ignites the Real Estate Life" is the theme of the joint NCR-Luzon Conference last May 14, held via Zoom. PLAREB was represented by 15 delegates out of the 300 hundred participants nationwide. A speaker from the Bases Conversion Authority (BCDA), Mr. Bryan Joseph Suniga ushered in the event and had a very detailed presentation about the first smart, green and resilient New Clark City which has a total land size development of 9,450 hectares.

Strategic Direction for Sustainability

BCDA Mission
Develop former military baselands into sustainable communities

Vision for Sustainability
Shared prosperity in sustainable cities promoted by a committed and empowered BCDA workforce

Goals

- 9 RESILIENT INFRASTRUCTURE AND INFRASTRUCTURE**
Build resilient and sustainable infrastructure that can withstand natural and man-made disasters and ensure continuity of essential services.
- 8 DECENT WORK AND ECONOMIC GROWTH**
Increase and diversify productive employment and decent work for all and support work for all.
- 3 GOOD HEALTH AND WELL-BEING**
Promote healthy lives and well-being for all at all ages.
- 17 PARTNERSHIPS FOR THE GOALS**
Strengthen local, national and global partnerships to accelerate sustainable development.
- 11 SUSTAINABLE CONSUMPTION AND PRODUCTION**
Ensure sustainable consumption and production patterns.



The development aims to support the sports industry with their facilities such as the Athletic Stadium, Aquatic Center, and Athlete's Village. This sustainable greenfield intends to expand our Government Facility such as the 15-hectare BSP Currency Production Facility and Agro Industrial Hub.



One of the biggest Real Estate Developer, Filinvest, is constructing a nature-inspired metropolis that brings together the ease of doing business and sustainable living in one economic center. Investment opportunities in their concept development are the following: Central Park, Common ICT Corridor, Solid Waste Management and Waste to Energy Project, and Pharmaceutical and Medical Facilities.

PAREB Events

By: JOELIZAH ZEPEDA ABAD




In the afternoon, a very informative and relevant talk on various issues concerning our country, including housing backlog, social housing projects, and the Balik Probinsya Program were all discussed by DILG Usec Epimaco V. Densing III.

Another gentleman was invited who was considered to be one of the most empowering thought leaders in the field of finance and investments none other than -- Mr. Rex Maria Mendoza. He gave the participants a renewed and interesting insight on Real Estate Investment Trusts.

Advantages of REITS:

The GOOD Points:


1. Low capital requirement
2. Cash flow from regular quarterly dividends
3. Professional property management
4. Experienced business partner - property developer
5. Tax exempt earnings

A circular icon containing a white outline of a house with the letters 'REIT' inside. The icon is set against a teal background with a white line graph showing an upward trend. The entire slide has a white background with a dark border and a bar chart at the bottom right.

Disadvantages of REITS:

The BAD Points:

1. Perpetual partial ownership
2. Limited participation in decision making
3. Volatility in capital pricing
4. Limited utility and choice

A circular icon containing a yellow thumbs-down gesture. The icon is set against a white background with a teal border. The entire slide has a white background with a dark border and a bar chart at the bottom right.

Lastly, from the Department of Human Settlements and Urban Developments, Officer-in-Charge Director Atty. Angelito Aguila went over the pertinent provision of PD 957 and other housing updates on advertisements.

I have learned a lot from this very informative Conference which I can apply in my Real Estate activities. Congratulations to the working committee behind this activity for inviting credible and competent speakers.

PAREB Events

By: JOELIZAH ZEPEDA ABAD



As part of the PAREB culture, a fellowship night will never be missed! Ms PAREB Candidates were introduced and it was a fun KPop watch party wherein four Member Boards submitted their dance video presentations and **PLAREB won 2nd place**. Congratulations to our Kpop Girls B. Sec Maritoni, PRO Zzyzlyn, A. B. Sec Nicole and PP Tess. This video is directed by our very own Malaikah Zambrano.



PAREB Events

By: PP CINDY MEDINA



PAREB BOWLING NEWSLETTER

MAY 28, 2022 – PLAYDIUM BOWLING & BILLIARDS, QC

BY: CINDY SOLANO



OPENING DAY OF 2022 PAREB INTER-MEMBER BOARD TENPIN BOWLING TOURNAMENT

It was an early Saturday morning as members from different PAREB local boards flocked to PLAYDIUM Bowling and Billiards along G. Araneta Avenue in QC for the opening day of the 2022 PAREB Inter-member board Tenpin Bowling Tournament. PAREB used to hold this bowling tournament every year until the pandemic happened. The last bowling tournament was held back in 2019.

All members were excited to see one another and looked forward to a FUN and HEALTHY competition among teams. Participating teams this year are Cainta Real Estate Board (CRB), Manila Board of Realtors (MBR), Pasay-Makati Realty Board (PMRB), Pasig Real Estate Board (PRB), Quezon City Real Estate Board (QCRB), DREAM TEAM composed of members from Marikina Valley Real Estate Board (MVRB), Antipolo City Real Estate Board (ACRB) and Mandaluyong City Real Estate Board (MCRB), and MIXED NUTS composed of members from Paranaque Las Pinas Alabang Real Estate Board (PLAREB), City of Taguig Real Estate Board (CTREB), Pateros Real Estate Board (PATREB) and Caloocan Malabon Navotas Valenzuela Real Estate Board (CAMANAVAREB).

PAREB President Anacurita Zapata gave the welcoming remarks and lead the Bowling Tournament Committee with the Ceremonial Throwing of the ball. After a 10-minute shadow ball (practice), games started at 10am. Games will run for 9 weeks to include the Mini Masters - May 28 to July 23, 2022.

PAREB Events

By: PP CINDY MEDINA



2022 PAREB INTER-MEMBER BOARD TENPIN BOWLING TOURNAMENT
as of MAY 28, 2022

RANK	TEAM NO./NAME	PREVIOUS		CURRENT		TOTAL	
		SCORE	WIN PT.	SCORE	WIN PT.	SCORE	WIN PT.
1	TEAM PRB			2857	25	2857	25
2	TEAM DREAM			2728	23	2728	23
3	TEAM P M R B			2580	21	2580	21
4	TEAM Q C R B			2724	15	2724	15
5	TEAM DREAM			2692	10	2692	10
6	TEAM MIXED NUTS			2080	4	2080	4
7	TEAM M B R			2010	2	2010	2
8							

HIGH AVERAGE: (MENS DIVISION)				HIGH AVERAGE: (LADIES DIVISION)			
TEAM CATEGORY							
HIGH GAME (SCRATCH)				HIGH GAME (WITH HANDICAP)			
P R B	805	PRB	981				
Q C R B	730	DREAM TEAM	950				
P M R B	728	CRB	924				
HIGH SERIES (SCRATCH)				HIGH SERIES (WITH HANDICAP)			
P R B	2356	PRB	2857				
Q C R B	2142	CRB	2728				
PMRB	2085	Q C R B	2724				
INDIVIDUAL CATEGORY:							
(MENS DIVISION)				(LADIES DIVISION)			
HIGH GAME (SCRATCH)							
JONARD DEL ROSARIO (CRB)	220	AMOR MILANA (PMRB)	214				
OMAR GUINOMLA (PRB)	212	APPLE POSADAS (PRB)	204				
RENE CASTILLO (MIXED NUTS)	205						
HIGH GAME (WITH HANDICAP)							
JONARD DEL ROSARIO (MIXED NUTS)	260	AMOR MILANA (PMRB)	256				
RENE CASTILLO (MIXED NUTS)	245	APPLE POSADAS (PRB)	224				
OMAR GUINOMLA (PRB)	241	CEJAY FLORES (DREAM TEAM)	221				
HIGH SERIES (SCRATCH)							
JONARD DEL ROSARIO (CRB)	607	AMOR MILANA (PMRB)	577				
OMAR GUINOMLA (PRB)	583	APPLE POSADAS (PRB)	537				
HIGH SERIES (WITH HANDICAP)							
JONARD DEL ROSARIO (CRB)	727	AMOR MILANA (PMRB)	663				
OMAR GUINOMLA (PRB)	670	APPLE POSADAS (PRB)	637				
200 CLUB							
JONARD DEL ROSARIO (CRB 2) 220 & 214				APPLE POSADAS (PRB) 180, 185			
OMAR GUINOMLA (PRB) 212				AMOR MILANA (PMRB) 190			
RENE CASTILLO (MIXED NUTS) 205							
ROLLY BANDARLIFE (PRB) 201							
230 CLUB							
				APPLE POSADAS (PRB) 204			
				AMOR MILANA (PMRB) 214			
250 CLUB							
				250 CLUB			

FUN GAMES was hosted by MIXED NUTS. Special prizes of mugs were given away for Strikers and Sparers. Practical prizes like Katinko pain ointment, anti-bacterial wipes and hand sanitizers were given away as prizes for strikes or spares on certain frames. Reminder for FUN GAMES HOSTS, pls do not bring FOOD as prizes.

SPONSORS



We would like to thank our generous sponsors for this tournament. Amounts received will be used for expenses for Cash Prizes, trophies, medals, and for our Celebratory Lunch at the Awarding.

Maraming salamat po!



CONGRESSIONAL TOWN CENTER



Golden ToPPer
金昇企業



ARTHALAND
BUILDING SUSTAINABLE LEGACIES



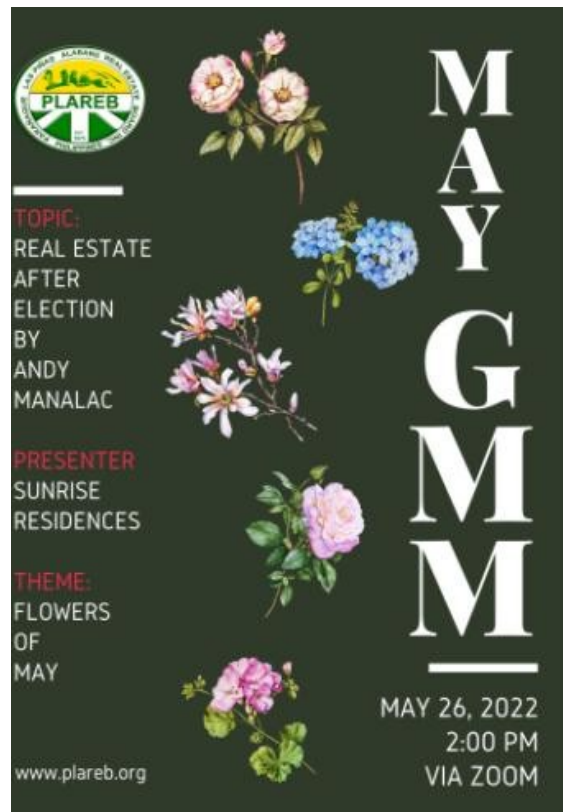
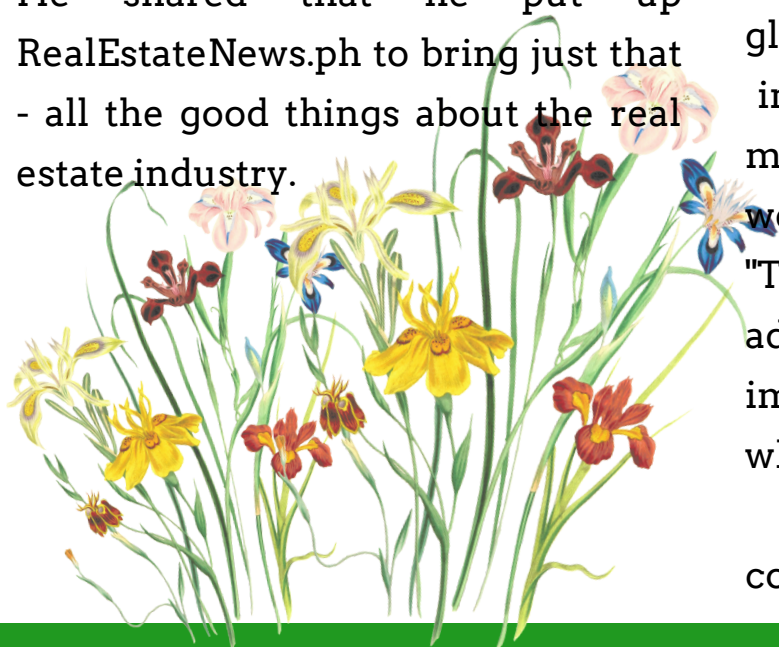
Glimpse of the May General Membership Meeting

By: Zzylyyn Ong Salcedo



The flowery month of May resulted in a burst of floral visuals in our zoom meeting. From floral shirts, to floral headwear and accessories - the bees must be abuzz, reminding us of the freshness of spring, which brings hope as it brings life.

Our speaker, Mr. Andy Manalac, also brought hope and a breath of fresh air. The introduction of the speaker was as long as the skyway but he prefers to be introduced as simply Andy Manalac - ahente. He talked about "Real Estate After the Election" and it was a moment of encouragement and positivity. That is what we need. Good news, good vibes, something to look forward to. He shared that he put up RealEstateNews.ph to bring just that - all the good things about the real estate industry.



One thing that struck me was when he said that there will always be a crisis - "To say we are in a crisis is an understatement, we have been in crises every year" and that statement couldn't be truer. From natural calamities, to global or national financial and political instabilities, to pandemic, you name it, most of us have lived through it. And yet, we are still here, wiser, stronger, braver. "The key is to shift and adapt" said Andy, adding that we have to continue to improve our skills to be able to adapt to where our circumstances bring us.

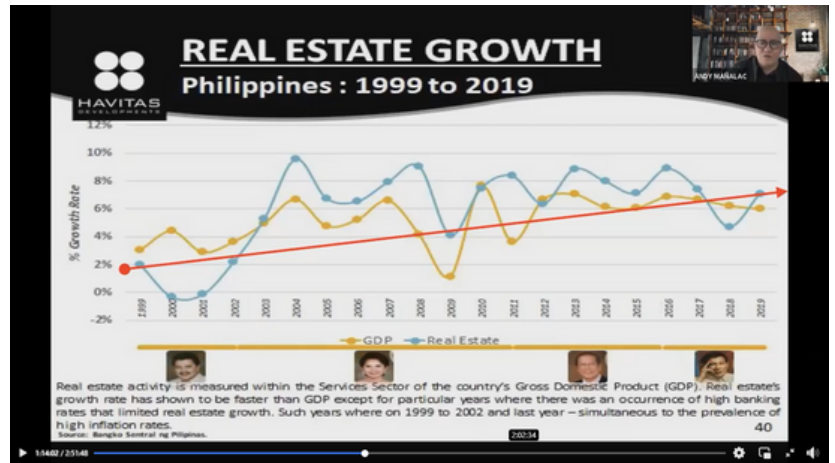
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Glimpse of the May General Membership Meeting

By: Zzylyn Ong Salcedo



Our speaker also shared real estate intelligence backed by data and charts showing how our country grew despite all the crises. "Each administration has contributed to what we are enjoying right now." was a very positive take on the country's performance for the past decades.



"Regardless of which president we have, the Real Estate market grows constantly at an average of 6.2% on a 20 year period." He shared that no matter how dire the situation, there will always be opportunities waiting for us in real estate. Even the recent pandemic solidified the importance of the real estate industry as people realized the value of investing in their homes after being forced on lockdown for a couple of months. "The problem is not in the market. The problem is in the mindset" added Andy, stressing the importance of establishing our presence online. He also said that Real Estate is no longer about location, location, and location, but location, information, and timing. It was truly an informative and uplifting moment.



Today's Property Seeker
General Industry and Property Seeker Insights

Lamudi's Top Insights:
Based on pageviews on Lamudi from property seekers

Insights:

- Real estate interest has not waned.
- There is significant and consistent interest from overseas property seekers.
- Interest in provincial cities growing.
- Property seekers prioritize amenities that improve quality of life.
- Property experts are optimistic of the opportunities ahead.

Lamudi.com.ph ACADEMY

Find your dream property, online

PRESENTER OF THE MONTH



SUNRISE RESIDENCES (NASUGBU BATANGAS)

LOT ONLY

360 Degrees Panoramic View
300 Meters Above Sea Level
GENTLY UNDULATING TERRAIN

Nice Location
Nearby Beaches and Resorts
Affordable Price
Two hours from Manila
via Tagaytay/ CAVITEX/ CALAX

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MLRA TIPS

By: Lui R. Alversado



Much as our public servants should be, this tip is just as relevant to brokers.

If you are inquiring from another broker since you have a client that matches his listing, immediately introduce yourself as a broker. Courtesy matters.

If you shared erroneous information to your client, correct yourself immediately and apologize for the mistake made.

If client asks a question where answer might break a sale, be transparent and just be ready on how will you address his concern.

Do not overprice and ruin the price structure. Be satisfied with what is due you.

There are many more instances that will demand our truthfulness as brokers. Let this be our reminder: "Truth always prevail. We are called 'real' estate broker because we are expected to be true in all our dealings and actions. Integrity will always matter."



#MLRAtips
#brokerinnewnorm
#abrokersvow



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.

Four Factors In a Successful Sale

By: PP Guia Crisostomo



Preparation

Most sellers have emotional attachments to their homes and tend to ask for a price based on sentimental value. Buyers, though, won't pay for something emotional and subjective. Most buyers do market research and due diligence via the web and will be enlightened on current market prices. Sellers need to realize this if they hope to sell within the most reasonable time possible. They have to treat their homes as a product with a sound and competitive price tag. Not too high as to price the property out of competition nor too low and be shortchanged.



PP Guia Crisostomo has been a member in good standing of PLAREB since 2003. The highlight of her 2008 administration was bringing home the bacon as PAREB Outstanding Constituent Member Board nationwide, a feat still unrepeated up to this day. She had been twice appointed chairperson of the Ethics and Grievance Committee when both cases had been judiciously settled to the satisfaction and compliance of contending parties. As president of the PLAREB Foundation in 2013, and again in 2017, she was appointed chairperson of the Amendments Committee. Both amended PLAREB By-laws were approved and ratified by the general membership in 2015 and 2019 respectively. This is in fidelity, promotion, and adherence to her advocacy of sound and good dovernance.

Promotion

Being a member of one or more real estate organization gives a seller confidence in his real estate broker because of the advertising and promotional mileage such association provide. The multiple listing service gives initial impetus that starts the ball rolling and acts as a sounding board, too, when co-brokers provide information that may further improve marketing. It helps keep marketing on the right track.

As to marketing to the public, subscription in a good service-provider or creation of a personal website is indispensable to have presence in the web. Such presence means exposure to a worldwide market 24/7, increasing the odds of finding a serious buyer in the soonest time possible. Something a seller will not fail to appreciate.

continued.....

Four Factors In a Successful Sale

By: PP Guia Crisostomo



continued....

Presentation

This is the stage involving several steps where identification of a qualified buyer hinges on. First is pre-qualification. Most brokers are overtaken with excitement the minute a caller asks for a viewing and fail to find out first what the buyer's exact requirement is, his capacity to buy, the payment scheme, or how soon the need to move-in is, and so on and so forth. Probing questions will let a broker know if the caller is, indeed, a ready buyer or a seller waiting to sell his home first or just a "looker" who will waste his time.

Second is viewing. This is catalytic for converting a buyer into a "hot" one. This is the time to put the best foot forward. Not just to show but to show off the most attractive features of the property to elevate the property's desirability.

Third is listening. Take note of buyer's comments such as expressing psychological ownership as they view, or asking questions that hint at negotiation points or questions about documentation. Keeping all these information in mind will be useful to help the buyer reach a decision.

Managing the Details

This involves scrutiny of material facts and efficient preparation of pertinent documents. Foremost is due diligence to assure there are no impediments to a sale. Procurement of certified true copies of title and tax declaration, facilitation of property appraisal, assistance on loan eligibility application, preparation of written offers and contracts of sale, and filing of taxes due and titling all fall within the purview of a trustworthy real estate professional

When imbibed and assimilated as second nature, these factors in a successful sale transform a mere real estate "practitioner" into a real estate "professional" that makes him a cut above the "best".

Don't Just Wing It

By: Xenia S. Estrella



The key to success lies in your own hands

I'M ORGANIZED, OFFLINE. NOW WHAT?

Congratulations! If you're done organizing your listings and all its information is easily found in your system, then now you're ready to take your work everywhere you wanna take it to find each listing's perfect match.

You have to sell. Of course you do! That's what you've been doing offline; now don't stop your marketing, just add to it. At this point, you should at least be on Viber and Messenger... Whatsapp too, I should say. These are the simplest tools we use to keep in touch with family, friends, and clients these days. These are currently free tools that can afford us to make audio and video calls – and even attach necessary documents and pictures for reference and dissemination – easily, too. Do not waste this opportunity to network in these apps (there are a lot of real estate groups you can join to associate with colleagues and find prospects); and remember to check for messages.

Facebook is an absolute necessity for wider reach. Grow your facebook page, post ads, get your audience engaged; so you can build your brand, grow your list of prospects and make more sales.

At this point, you already see some of the many tools out there to help you with marketing and sales. Watch out for PLAREB activities that will feature effective tips and tactics, tutorials and more in-depth training sessions that can help our PLAREB members understand digital marketing more effectively for a better future in the practice of real estate.

Whether it's in real estate or in her coaching business, 2nd VP, Xenia Estrella, is all about empowering individuals to find the courage to get past negative circumstances without giving up even when they feel broken and overwhelmed. Just do it. Don't give up!

Road Tripping In The Cordillera Administrative Region

by Mon Flores



Road trip? Really?!! I blurted upon hearing out Gwen Suria's suggestion of a summer getaway-cum birthday celebration (her birthday that is). Frankly I have not been out of Manila since this pandemic started, Palau island in the Cagayan Valley region was my last trip before the lockdown so I was kinda excited and perturbed at the same time.



Time for some stretching beneath the Banaue Arch

Driving for long hours was my concern, am I still fit for a long drive? Gwen assured me that her husband retired Commodore Bert Suria will share the driving task with me. Suddenly the whole trip started to form in my mind. CAR it is! The Cordillera Administrative Region. I have mentioned this trip to Cindy Solano one time during our tripping (we're real estate professionals by the way). "Ay gusto ko yan!" she exclaimed and the team was formed.

We had one pre departure meeting to discuss our plans and itinerary over lunch, actually we just ate lunch and talked mostly about politics, the May 9 elections was over folks!

Our adventure started at 5 in the morning on May 18 for Banaue travelling via the Nueva Vizcaya route having breakfast and lunch along the way. Gwen insisting that we get two big grilled catfish instead of one as suggested by me, over ruled, but boy oh boy was she correct as two heads and bones remained after the lunch assault. Past 2 in the afternoon when we arrived at the Banaue Arch.

continued....

Road Tripping In The Cordillera Administrative Region

by Mon Flores



I have taken over the driving chore from Bert upon our entry to Dalton Pass up to this point and we still have 1 hour of travelling to Batad and off we went. We will be staying at Ramon's place and I really don't have an idea why I chose his place to spend the night in. I heard Ramon the owner tells the history or stories about the place over bonfire, but was somewhat disappointed since the caretaker told us the owner is not there at the moment. We were told he was attending a wedding the following day, however it was compensated by the magnificent view of what was in front of us.



Our tour of the rice terraces will begin the following day with our assigned guide Scott. We tried the so called Batad massage after pondering whether I would take an ice cold bath or not. Dinner was served and we retired for the night. We were up early the following day excited of the tour or hike ahead, we had our coffee and breakfast. I was not impressed with their breakfast of typical silog, I was expecting more for a local type but nonetheless had a delightful experience courtesy of the amazing view. Our guide briefed us on the tour and it will take us 3 hours to complete it. I said "Walk in the park, piece of cake" to myself but I was gasping for air 30 minutes into the hike. It was sunny but a cool day, a perfect weather for me. I was at the rear part of the group just enjoying the priceless and awe inspiring 360 degree view of this amazing place, as Bert would put it, he has seen this place only in postcards before, now he's on it clutching his reliable walking stick while constantly asking our guide "Are we there yet?"

continued...

Road Tripping In The Cordillera Administrative Region

by Mon Flores



We did the tour in 2 hours and 47 minutes, what a feat! Amazing isn't it? Our next destination is Hapao in Hungduan, they say most tourists just pass by this place and move on to other locations, but we were still up to the challenge for the second hike of the day, with still jelly legs Bert asked me to drive on to our next destination. We were greeted by our tour guide Luciano upon arriving at Hapao. They say the rice terraces here are better than the ones in Batad. I had enough of rice terraces for the day and time for a bath in a hot springs just beside the Hapao river. It was a wet one hour trek and thanks to our ever dependable guide/porter for the very much needed assistance.

continued...



Road Tripping In The Cordillera Administrative Region

by Mon Flores



After more than an hour of dipping and conversing with locals and tourists alike, we returned to the town proper and checked in at Heirloom Rice Cafe. Before sleeping for the night we tried the highly recommended Hapao massage for around one and a half hours, but honestly speaking I can't tell the difference from the previous night's Batad massage, hmm, even Cindy agrees with me. I highly recommend this place if you intend on staying here, we stayed in 2 rooms charging us for P350 per pax(accommodation only), the food, dinner and breakfast was superb. We were pampered here so to speak. The place was suggested by both the tourism and information office.



This for me is the highlight of this trip. I intentionally planned our itinerary based on this, when discussing about this tour I told Gwen that this is our chance to be inked by the famous Apo Whang-Od, we may never have the chance again in the future if we skipped this one. She convinced her husband Bert of the signature tattoo session in the village. I chuckled at the thought of us, mid fifties and seniors getting a tattoo for the first time. "I should have done this in my early twenties", I thought but as they say , "Better late than never". We met our guide Francis Pain (+63 915 769 0843) in Bugnay Junction, parking our SUV at the Turning Point and started trekking towards the village, it was still raining and our clothes were all wet. mind you it was not an easy hike, it feels like there is an unlimited flight of stairs getting there, but hey seniors in our group remember. We arrived late in the afternoon, had our coffee at our homestay, made acquaintances with the other visitors, admiring and envious of their tattoos. Another ice cold bath for me, but no massage this time. Dinner was served, by the way you can consume as much coffee and rice as you want here, it comes with the P350/pax accommodation. continued...

Road Tripping In The Cordillera Administrative Region

by Mon Flores



We woke up the following morning at around four , raring to go around the village anticipating to catch the sunrise. We were told by our guide to take it easy and have coffee for a while. We trekked the rice terraces' version of the village, and it was an amazingly beautiful sunrise. Another round of coffee as we passed by the house of Apo Whang-Od, meeting her brother in the process and our guide raving he knew her since he was a little kid and that they were close friends. Breakfast was served at our homestay and at around 15 minutes past eight, our moment of truth is about to begin. Our guide told us to sit by the tattoo area. There we saw her doing her signature tattoo, there were around 15 persons ahead of us and another 100+ after us as indicated on the white board. I was the first in the group when it was our turn, and the session began. She performed a rhythmic tapping of a bamboo stick with a thorn with a mixture of coal and water as ink on the side of my left hand. There was pain but it was bearable, and it only took less than 3 minutes as timed by Cindy to be completed. Photo op and it was done. The others followed after my turn. Mission accomplished continued...



Road Tripping In The Cordillera Administrative Region

by Mon Flores



After the session, it was time to pack for the next destination. It took us half the time going down from the previous day's trek going up. Thanks for the great weather.

Bert was the designated man on the wheel on our way to Sagada passing by Bontoc for lunch. Upon our arrival at Sagada we booked for the Echo Valley tour for the following day at the tourism office. The cost was P1,150. Cold it was in Sagada, luckily there was water heater available at the hotel and it was a sigh of relief, it has been cold showers for the past nights. Native dish of Etag(smoked pork) sandwich and their classic Inutom(roasted chicken) pasta was our dinner at the Salt and Pepper Diner along South Road, a 10 minute walk from our hotel. We availed of the chair massage at the hotel for P70.00 for 20 minutes. Then lights off. The following morning, we met our tour guide near the hotel and off we went. We started at the Church of Saint Mary the Virgin, passing by Sagada Cemetery, then to Echo Valley, the Hanging Coffins, the Coffee Farm and finally the underground river. The whole tour was enjoyable except for the underground river part which was a bit challenging but very worth it. continued...



Road Tripping In The Cordillera Administrative Region

by Mon Flores



Baguio was our last stop, but before leaving we had lunch at the Masferre Country Inn. We ordered a group lunch in what was a sign that we needed to fill up for what lies ahead on the last leg of our trip. To sum it up, it was the most challenging part of the whole trip. The weather was at its worst, it was raining hard, zero visibility, the threat of landslides along the highway. I was driving most of the time with a speed of 20 to 30 Km per hour, luckily for us, there were trucks whose drivers are familiar with the road which served as our guide and reference most of the way. After almost 7 hours of driving we arrived safely in Baguio City, my 3 passengers who were quiet most of the way started talking again. We checked in to a cozy 3 bedroom unit in Zoneville located in Bukaneg St. near Legarda road. Chillin' in the Summer Capital the following day at the Philippine Military Academy and Camp John Hay. Market day on the 24th. This trip suffice to say exceeded my expectations, it was a journey that will be reminisced again and again. It's the start of other adventures in the near future. Fin.



Mon Flores loves shoes and has a facebook page dedicated entirely to shoes. check out <https://www.facebook.com/solesearching77> to learn more about his love for shoes. This article can also be found in his blog, <https://solesearching77.wordpress.com/2021/02/15/selling-in-the-time-of-zoom/>

EDUCATION COMMITTEE

By: Rosalinda Tabios

PLAREB Education Committee organized "Let's Learn Real Estate". a free webinar in partnership with San Dionisio Credit Cooperation last May 21 to attract its members to explore the endless possibilities that can be discovered in real estate. The participants who are considering entering the profession of real estate can be accredited under PLAREB real estate brokers. Speakers explained some of the Sections of RESA Law particularly Article IV Section 31. The speakers highlighted on RESA practice provisions, code of ethics, do's and don'ts and how they get paid. These were reiterated to the participants so they can be newly accredited real estate salespersons.

The introduction to Real Estate was brought about through the collaboration of the Educom and PP Edwin Allanigue. It was also timely as the next CTP (Certificate Training Program) for salespersons was scheduled for Monday, May 23. Educom is encouraged the participants to register and attend the program to be guided and practice their profession legally. The speakers during the free webinar were all homegrown PLAREB talents - Maritoni Trinidad, Xenia Estrella, and PP Beth Zpeda - who are also looking forward to being accredited speakers for our CPD and CTP.

After the activity, 5 SDCC members attended the CTP last May 23-25. This is also a good activity for our PRO=PROFESSIONAL and CSR Committees. SDCC requested for another round of free webinar on June 4 at 10am where we are expecting 50 participants. EDUCOM is also encouraging PLAREB MIGS to participate in this activity by helping with information dissemination or by becoming one of PLAREB's speakers.

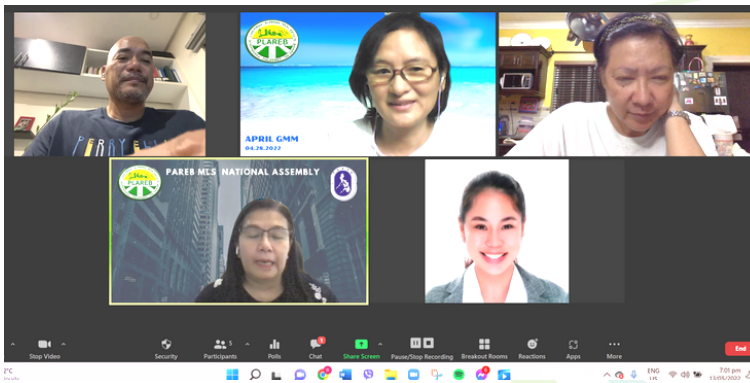


MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



KAPEHAN, KAMUSTAHAN
KANTAHAN, KA-PLAREB



The membership committee is finding effective ways to improve new member/ Balik Plareb onboarding/orientation process.

Last May 13, 2022, two new members namely Ma Luisa Sonoy and Vicente Crisologo T. Valdez, Jr. had their membership orientation process online. Videos were played showcasing PLAREB’s history, its mission-vision, and its accomplishments.

Discussed were the different opportunities prepared for them: 1) To meet more members 2) To find their way easily, and 3) To engage with new business partners with whom they can get along and collaborate.

Malu and Cris were familiarized with the benefits of joining, the value of our organization, and felt appreciated in the group.

It has been a challenge to get new members or revive good and qualified professionals and engage with them since the beginning of the pandemic.

When the two professionals were welcomed into the team, they were ensured they made the right decision and that their time and money will not go to waste.

REMINDERS

Important Date

1. PLAREB GMM	- last THURSDAY of the month
2. 4K SEGMENT	- 1 ST THURSDAY of the month
3. PLAREB MLS	- 2 ND WEDNESDAY of the month

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano

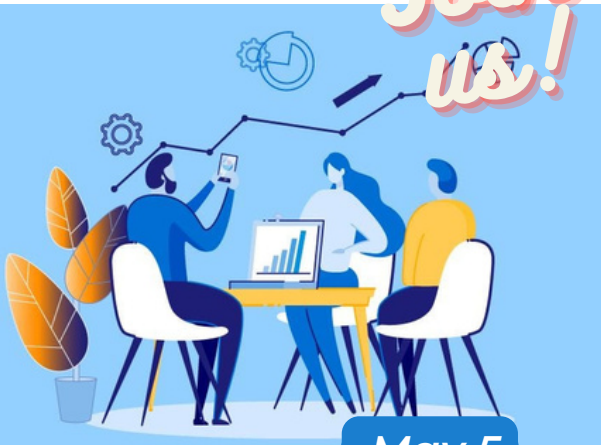


KAPEHAN, KAMUSTAHAN
KANTAHAN, KA-PLAREB



**Face - to - Face
Technical Workshop
for Non-Techy MIGS**

Join us!



**May 5
Thursday
1:00 PM**



The membership committee held its very first 4K face-to-face technical workshop last May 5, 2022 after the BOD 2022 mulled to conduct an activity for its members. Limited slots were required to practice safety and precautionary measures. The survey that we held early last month favored the online general membership meeting, however, it did not limit us to initiating our first F2F 4K to address the need of our members, specifically those who are technologically-challenged. Virtual training workshops thru online platforms are more challenging when our tech team lacks hands-on explanation. We are extending help to our members who are left behind and incapacitated to be equipped and tech-savvy. This activity is also in preparation for resuming our in-person GMM in the future.

continued....

COMMITTEE UPDATES

MEMBERSHIP

COMMITTEE

By: Rachelle V. Cano



KAPEHAN, KAMUSTAHAN
KANTAHAN, KA-PLAREB

Season
2



continued...

Among our 4K workshop's aims is to orient new members (new recruits and Balik-Plareb) and accommodate the relevant and important needs of our members to prepare them as real estate sales practitioners. We find it essential to regularly put together the use of the latest technology in our learning process to embrace change.

Like everyone else, the BOD 2022 is positive that we will soon return to the traditional way of holding our meetings, and looks forward to seeing all our colleagues again face to face.



R. A. DANTES
REALTY

**FIND YOUR
NEW HOME
TODAY**

COMMERCIAL
/ RESIDENTIAL
TOWNHOUSE

LOCATION: BRGY. STA
CRUZ, ANTIPOLO CITY

OFFERED AT
PHP. 5.1M - 5.9M

**FOR UNIT/SITE
INSPECTION**

ROLANDO A. DANTES
REBL_0006210
Globe: 0917-5633408
Smart: 0919-9938891
Viber: 0917-5633408

Finished product by Mr. Rolly Dantes. Posted in the MLS GC a few days after the workshop.

COMMITTEE UPDATES

MEMBERSHIP

COMMITTEE

By: Rachelle V. Cano



Special Discount Tie Up Merchants
Exclusively for
***Members in Good Standing (MIGS)**

SHABUNOKI
BIG GROUP SALE!

10% OFF 10 TO 20 PAX	15% OFF 21 TO 35 PAX	20% OFF 36 TO 50 PAX
--------------------------------	--------------------------------	--------------------------------

Terms and Conditions
 * Discount applies on total bill.
 * One-in must be made within the promo period to avail the promo.
 * Promo is not applicable on Special and Legal Holidays.
 * Dining in with 10 or more is required.
 * Full payment (Cash/Bank) must be processed 2 days before dining at BF Aguirre and Pasay Branch.
 * Not valid for non-reservations on the day of set appointment of the booked number of pax.
 * If there is excess number of pax as reservation on the day of set appointment, additional fees shall be charged (subject to availability).
 * Non-transferable. One reservation and one time use of reservation only (Total number of pax should be consumed on the day of set appointment).
 * In the purchase of goods and services which are in promotional discount, the member cannot avail of the promotional discount or the discount provided under the Expanded Senior Citizen Act of 2010, whichever is higher. (MIGS) can also avail this promo, whichever is higher between the discounts provided under Republic Act No. 9442.

PROMO RUNS UNTIL DECEMBER 2022

Owner: Emil Ynchausti's family
BF Homes & Pasay Branch only
A Korean restaurant of unlimited shabu- shabu and samgyeopsal

Show this coupon to avail the discount



Owner: PP Joy Badiola
Different kinds of finest Pili products
from Bicol like pili tart, pili cake,
crispy pili nut and a lot more
Contact 0917 840 4235



Owner: PP Joy Badiola
Excellent quality food, 100%
homemade with love, flavorful
with wide array of selections
to satisfy your cravings like
cakes, empandas, different
kinds of bread

***MIGS are distinguished, regular, & associate members w/ valid real estate broker licenses & updated in PLAREB membership dues on or before June 30, 2022**

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



EXERCISE YOUR RIGHT TO VOTE

Qualifications To Vote & Be Voted Upon

- *MEMBERS IN GOOD STANDING (MIGS) should be present in at least two (2) monthly General Membership Meetings before August 30, 2022
- Regular *MIGS who are present during the election



GENTLE REMINDER

Our annual elections for the Board of Directors and officers will be held on Sept. 29, 2022.

Please update your membership dues to PLAREB on or before **June 30, 2022** so we can exercise our right to vote and be voted upon.

**MIGS are distinguished, regular and associate members with valid real estate broker licenses and updated in their membership dues to PLAREB on or before June 30, 2022*



LUBOS NA TULUNGAN AT PAGBIBIGAYAN...

By: Xenia Estrella



I am proud of our PLAREB Hymn, not just because my dad took part in composing it, but also because the lyrics truly get to me. Now that I am serving as a director, I get even more proud because I see the sincerity etched in the hearts of every member of the BOD. Nobody's saying that sales aren't important to the board; but, truly, "relasyo'y mahalaga kaysa salaping kita".

PLAREB directors enjoy the opportunity to come up with activities and events that can encourage PLAREB members to engage with one another and fully benefit from their membership in the organization. Just recently, as 1st VP Rachelle Cano reported, our 4K activity went face-to-face. I was not able to go but I did ask one of our members who went, about her experience.



Nicole Daniel expressed her appreciation for the tech training given by members of our board.

"What I like most is the effort, concern and the desire of the present BOD to help members equip themselves with necessary tools and to keep abreast with modern technology; very important to our business especially to our aging senior members like me who are mostly technologically-challenged." She went on to say, "I suggest to put more weight into it by offering a more comprehensive tutorial seminar FOR A FEE, minimal enough to pay for the necessary expenses."

Surely, the 2022 Board Of Directors are listening, Tita Nic. Thank you so much for the feedback.

COMMITTEE UPDATES

CSR

COMMITTEE

By: Zzylyn Ong Salcedo



The CSR Committee, headed by Treasurer Ms. Miya Tam, and together with the 2022 BOD was in full force last May 7 for the Bingo Ka Day 2.0.

A total of 238 tickets sold resulted to an afternoon of fun, excitement, and laughter. Aside from the cash prizes for the BINGO games, there was also raffle from the wheel of names, so everyone gets a chance to win in both!

Last May 19, PLAREB visited the orphanage and donated part of the proceeds to St. Rita Orphanage in Paranaque City. It was truly timely as the feast of St. Rita of Cascia is celebrated on May 21. St. Rita Orphanage is an orphan center for the less fortunate children managed by The Congregation of the Augustinian Recollect Sisters.



MEGAWORLD LAUNCHES NEW TOWNSHIPS IN PALAWAN AND BULACAN



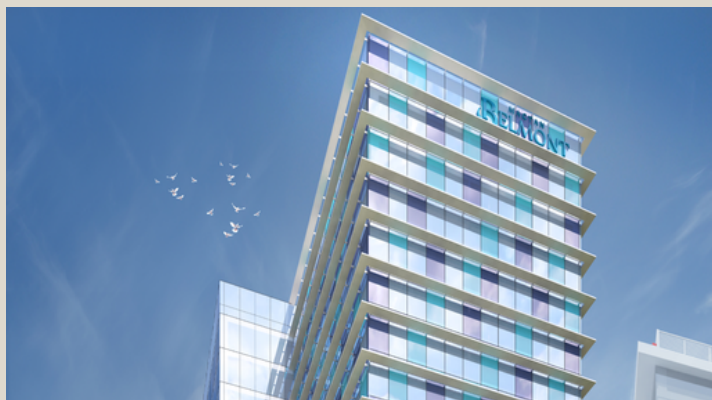
Paragua Coasttown, a 462-hectare ‘eco-tourism’ community located in San Vicente, Palawan is the 27th township of Megaworld. It is strategically located within a few minutes away from the San Vicente Airport, which serves regular flights to and from Manila and Clark.

Paragua Coasttown will feature hotels and resorts, health and wellness sanctuaries, cultural center, educational institutions, a boutique hotel district, a shophouse district, as well as residential developments such as private villas, serviced apartments, themed residential villages, and a mangrove reserve park.

Paragua used to be the name of Palawan during the American regime in 1902. A year after, the province was re-organized to include the southern part and re-named it Palawan.

“As we grow our sustainable developments portfolio, this new township in the beautiful town of San Vicente in Palawan will showcase the best of sustainable tourism and green living. While we transform it into a world-class development, we also commit to the preservation of the island’s biodiversity,” says Kevin L. Tan, chief strategy officer, Megaworld.

MACTAN BELMONT LUXURY HOTEL



Within the growing, living, and vibrant communities of The Mactan Newtown is the prestigious Mactan Belmont Luxury Hotel. It is your worry-free investment where you can enjoy the by-the-beach experience with the Newtown Beach.

Own your leisure and beach escapade with Mactan Belmont Luxury Hotel in Cebu’s tourism hub, The Mactan Newtown.

Located in Cebu is your One-Stop Destination of your live-work-play-learn lifestyle, for your getaway of a lifetime – The Mactan Newtown. It is a 30-hectare tourism hub township project of Megaworld Corporation that can be easily reached in 15 minutes from the Mactan International Airport by foreigners and Filipino travelers and pleasure-seekers.

AMENITIES

- Swimming Pool
- Pool deck
- Pool bar
- Fitness center
- Locker rooms
- Male & female shower and changing rooms w/ toilets
- Kiddie pool
- Outdoor lounge
- Roof deck lounge and viewing area

**For your Accreditation to MEGAWORLD INTERNATIONAL
Please Contact Mr Timothy Abanto**



Timothy R. Abanto, REB, REA
Country Manager
Megaworld International
PRC Licensed Broker No. 19778
PRC Licensed Appraiser No. 5508

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Cheesy Matters

Maria Theresa A. Estrada



JUDGE: Ano ba talaga nangyari?

ERAP: (d nagsasalita)

JUDGE: Sumagot ka sa tanong.

ERAP: Naman eh!!! Kala ko ba hearing lang to???
Bakit may speaking?☺

Isinoli ni Paquiao ang libro sa library.

MANNY: sobrang dami ng characters wala naman storya.

LIBRARIAN: kayo pala kumuha ng telephone directory namin! ☺

ERAP SA PIZZA HUT

WAITER: Sir, do you want me to cut your pizza into 4 slices or 8 slices?

ERAP: Into four na lang, masyadong marami yung eight. di ko mauubos.

Sa sabungan, walang entrance fee ang may dalang panabong.

Si Juan para makalibre pumasok may dalang inahin.

BANTAY: [sinita si Juan] ano yan?

JUAN: [galit pa!] manok!

BANTAY: alam ko, eh bakit inahin?

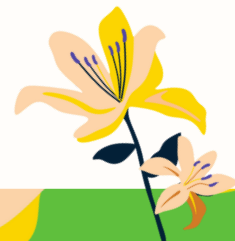
JUAN: may laban ang mister niya, siyempre moral support Bobo!



Nagbubungkal ng lupa si Aling Dionisia para magtanim. Akala ng mga nakakakita naloloko lang siya dahil wala naman siyang tinatanim.

MAID: nay, wala naman kayong tinatanim ah.

ALING DIONISIA: anu Gid! Seedless ito."☺



MAY CELEBRANTS

The Board of Directors 2022 wish all the wonderful celebrants of May an awesome birthday and the best year ahead!

MAY 1 - MS RUTH DALUZ

MAY 5 - PP GWEN SURIA

MAY 6 - MR FERNAN JOHN BORINES

MAY 6 - MS MUFFET SIMPAO

MAY 7 - MR ISMAEL ALLANIGUE

MAY 11 - MR FRANCISCO MORAL

MAY 12 - MS RICHELLE CALIWAN

MAY 17 - MS ELLIS MANDAC

MAY 17 - MS MAYLYN LLOREN

MAY 23 - MR RAMIN BEDA

MAY 24 - MS LILIAN CORTES

MAY 24 - MR BUBOT VIDAD

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