



PLAREB LEAD

Volume 16 : Issue 6

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Glimpse of the June General Membership Meeting

By: Zyzylyn Ong Salcedo



The June GMM started with a mid year report by our President Joelizah Zepeda-Abad. We were given a glimpse of the different activities of the BOD through its committees for the first half of the year.

Starting with the Mission Vision board to get everyone on the same page, President Joy gave a summary per committee as follows:

- Education Committee

~ a total of 1CPD and 3 CTPs for the first part of the year

~ special shoutout to PP Daphne Berreciarte and PP Carolina Alvarez for their continuous support

~ free real estate seminars for members of San Dionisio Credit Cooperative through the effort of PP Edwin Allianigue, which resulted to successfully recruiting 5 aspiring real estate sales persons

~ honing of our very own volunteer speakers - board secretary Maritoni Trinidad, VP Ma. Xenia Estrella, PP Edwin Allanigue, PP Beth Zepeda, EVP Rosalinda Tabios, and Richelle Caliwan

-MLS Committee

~ a total of 3 online MLS via zoom for the first part of the year with successful matches of listings.

~ public fb webpage for all listings of MIGS

-Membership Committee

~ a total of 107 MIGS + 23 PPs

~ 4K series - 3 online fellowships and 2 face to face technical workshops for MIGS

~ tie up merchants with exclusive discounts and perks for MIGS

~ free 5 CPD units approved for MIGS on our anniversary this October (open for suggestions for interesting topics)

- CSR Committee

~ donation of P20,000.00 to Bahay ni Maria - a home to the abandoned elderly and children with special needs

~ bingo proceeds donation of P20,000.00 to St. Rita orphanage

- LEAD Committee

~ monthly news letter special thanks to contributors - Lui Alversado, PP Guia Crisostomo, VP Xenia Estrella, PP Tess Estrada, PP Cindy Medina, Thess Gabuat, Mon Flores, and lots more to come.

All these through the continuous support of our MIGS.



Maraming salamat po

Glimpse of the GMM Campaign Against "Kolorum"

By: Zyzylyn Ong Salcedo



Kolorum - walang permiso o hindi nakarehistrong negosyo. This is one of the challenges legit brokers like us face in our work. And it is timely that last April 2022, the Joint Memorandum Circular on the formation of an Anti-illegal Real Estate Practices Inter-agency task force took effect.

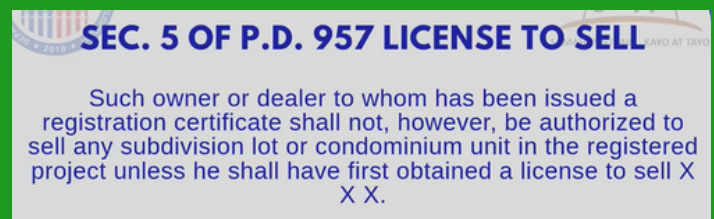
To talk more about this, Atty Jann Roby Otero (DHSUD 4A regional director) and Atty. Norman Francisco Doral (director of DHSUD NCR) were invited to our GMM to discuss the campaign against colorum of developers, brokers, and sales persons.

This JMC came about due to the prevalence of illegal real estate transactions and proliferation of unregistered real estate service sellers and developers for the protection of real estate buyers. It aims to implement comprehensive program at the local and national level.

National, regional, and local task forces are tasked to oversee the implementation of the program, ensure public awareness, develop capacity building actions, plans, programs, and projects, and assist actual and potential victims from malpractice.

Questions about how to go about the implementation were raised and a separate seminar for this was requested by PP Beth Zepeda. She also pointed that while we have the JMC, we need the IRR for the guidelines to implement. But we do understand that since the task force was just launched June 2022, they are still in transition and it may take a while to roll down to the local levels.

PP Guia suggested a national information campaign followed by a city ordinance by the LGUs and down to the barangay level. Another comment made by Thess Gabuat asking why BIR is not included in the member agencies under the JMC, was duly noted.



PRESENTERS OF THE MONTH

FOREST LAKE

Memorial Lots



Pangasinan



Iloilo



General Santos



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Memorial Services



Interment Services



Funeral Services



Chapel Services

GRADITEL'S WALL PANEL



CONCRETE HOLLOW BLOCKS	WALL PANELS
<ul style="list-style-type: none"> 280 to 380 psi. cracks & depression plastering emits heat concrete neutralizer chipping for roughing-ins lots of supports putty on entire surface lots of skilled workers slow turn-over 10% breakage porous 264kg / m2 	<ul style="list-style-type: none"> 1500 psi. to 3500 psi. smooth finish no plastering deflects heat direct painting no chipping simple supports sealing of joints only less skilled workers faster turn around time 0% to 1% breakage non-porous 216kg / m2

MLRA TIPS

By: Lui R. Alversado

Brokers are also frontliners. We are frontliners to those who would like to rent a place. We are frontliners to those who would like to purchase their dream homes. So we need to protect ourselves by doing this next tip



Every time you go out, you are exposing and putting yourself in danger. Well, the increasing price of oil is another issue! So when going out, which is not as often as before, make sure you become productive. Schedule your itinerary. Categorize your outside to-do-list by location. Write it so you won't miss anything. If you can bring food, do it. If not, just order food via drive-thru and eat in your car. Lastly, try to finish your itinerary as fast as you can.



#MLRAtips
#brokerinnewnorn
#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.

Don't Just Wing It

By: Xenia S. Estrella
+63917 515-0828



*The key to
success lies
in your own
hands*

3 FOOLPROOF WAYS TO OVERCOME OVERWHELM

- "Ang daming trabaho, ang bagal ng closing!"
 - "I've been in this business for so long, and I barely get to sell!"
 - "What are others doing that I'm not! I'm never gonna do this right."
 - "There's so much on my plate; I have to get my act together!"
-
-

If you've ever thought this way, or asked questions leading to these thoughts at some point in time, then you've probably experienced (or have gotten near the verge of experiencing) overwhelm before.

Overwhelm is basically the feeling of being taken over by too much emotion that you can barely think straight.

Overwhelm does not necessarily lead to depression. Don't worry. Still...

Be careful. A person does not need to be depressed to miss out on living the best life possible; but, concentration and focus are definitely needed to be successful. So, here are **3 sure-fire ways to overcome overwhelm**.

1. **Breathe.** Deep breaths. Focus on your breathing so you can relax. Inhale for 4 seconds and exhale for 8. Repeat, at least 3 times.
2. **Break down tasks.** There may be a lot to accomplish, but surely the steps to reach a particular goal don't have to be done all at the same time. Find the time to be organized and accomplish these steps one at a time, from simplest to most complicated or time-consuming.
3. **Pray.** Nothing compares to prayer, which does wonders when coupled with actual faith.

Tough times come and go, and any real estate practitioner knows that business isn't meant to be easy all of the time (thank God for times when it is!). Don't just wing it and think, "whatever; this feeling will just go away." The feeling may go away, sure, but the unnecessary sadness that overwhelm brings doesn't need to affect anybody. So, remain steadfast, be ready for disappointments and of course, good fortune. Life just, necessarily, brings us both.

Competition vs. Collaboration

by Arnold Abarquez



There are two types of broker:

One who thinks the other broker is a threat and a competitor; and a broker who thinks that the other broker is a partner for a successful business.

Which type of broker earns more?

We will definitely earn more when both buyer/seller or tenant/landlord are our direct clients but I believe collaboration allows us to close a deal and solve problems in a faster and more efficient manner because we work together and combine our ideas, perspectives, and expertise.

After I successfully brokered a house for sale in MGV Parañaque, the seller was in urgent need to rent a house for themselves. Since I only have one listing, I announced my requirement in our weekly Wednesday bible study group (all PLAREBIANS). Rachelle Cano offered her listing and we immediately scheduled a tripping. My client liked the house but the rent is beyond their budget. Rachelle persuaded her landlord to lower the price and, lo and behold, the landlord accepted our offer !



Although i did not earn 100% since it was a 3-way sharing, Rachelle and I were able to close the deal and build a collaborative partnership.

If not for PLAREB, I could have lost the 40% share of income even if the task i contributed in our deal was only 10% and that was to bring sheets of paper and printer during our closing.
continued..

Competition vs. Collaboration

by Arnold Abarquez



...continued

Rachelle handled the documentation but there were still last-minute changes on the contract during our closing. Both parties took so much time to get through the drafts and negotiate back and forth before the final contract.



At the closing, both parties finally met face-to-face to clarify and settle critical issues. We were able to revise, review, then print the final sets of documents as fast as we could that same day. Rachelle and I were able to find creative solutions to resolve the issues.

During the final viewing, i didn't even accompany the Tenant due to previous engagement. Rachelle willingly joined my client and toured the amenities of the village. In short, i was able to multiply my time. I wish all my future collab would be like Rachelle. Thank you sister Rachelle, you are such a blessing.

I believe competition is now old school. Collaboration is the key to a successful real estate transaction and being successful depends on getting the right guidance and advice from the right people, at the right time.

Arnold Abarquez, a real estate broker, also dabbles in the stock market. His 6-year-experience in the stock market has taught him the importance of a right mindset and a willingness to learn from every situation. There's an opportunity in every crisis. Interested to hire him as your private fund manager? Just pm at +639175276615 so he could discuss the details with you.

You can also message him if you are interested to join the regular Wednesday Bible study.

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



PARAÑAQUE LAS PIÑAS ALABANG REAL ESTATE BOARD, INC. PLAREB MIGS AS OF JUNE 30, 2022

	Last Name	Given Name	MI
1	Abarquez	Arnold	A.
2	Agbulos	Ditas Felicitas	N.
3	Almadrones	Reneberto	P.
4	Almario	Vilma	B.
5	Alversado	Maria Luisa	R.
6	Arguelles	Immanuel Mario	P.
7	Bayongan	Maria Venice	O.
8	Beato	Susie	Y.
9	Briones	Daniel	R.
10	Cano	Rachelle	V.
11	Carbonel	Maria Vivian	A.
12	Carlos	Sheila Marie	D.
13	Casanova	Robert Jayson	R.
14	Ching	Luningning	C.
15	Cordero	Emelyn	Q.
16	Cortez	Lilian Grace	G.
17	Cristobal	Felipe	L.
18	Cruz	Editha	B.
19	Daluz	Ruth	D.
20	Daniel	Nicolasa	F.
21	Dantes	Rolando	A.
22	De Belen	Maricel	R.
23	Dungganon	Rizan	P.
24	Ellaris	Patricia Anne	L.
25	Etrella	Maria Xenia	S.
26	Flores	Ramon	D.
27	Funtila	Patrick Henry	T.
28	Gabuat	Maria Theresa	D.
29	Gapido	Vivian	F.
30	Garcia	Janette	P.
31	Garcia	Arlynda	D.
32	Golez	Carolyn	I.
33	Gonzalez	Jacinto Maria	S.
34	Haim	Veronica	C.
35	Herce Jr.	Ramon	R.

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



36	Iglesias	Jeanette	U.
37	Inciong	Genaline	R.
38	Lahoz	Elizabeth	Q.
39	Limuco	Vilma	P.
40	Llave	Ma. Camille	S.
41	Lugue	Glenda	A.
42	Luis	Tristan Arvin	S.
43	Magno	Lina	L.
44	Mamiit	Soledad	M.
45	Mangahas	Roslyn	P.
46	Mendoza	Leo Michael	B.
47	Moral	Franciso	P.
48	Oostendorp	Melissa	M.
49	Pacunayen	Maria Elena	N.
50	Pacunayen	Francis	N.
51	Pagalilauan	Juanita Joy	M.
52	Pamilar	Joselito	F.
53	Papa	James Roderick	R.
54	Paulino	Miriam	C.
55	Pentecostes	Randy	B.
56	Pentecostes	Liza	B.
57	Punzalan	Eulalia	B.
58	Puzon	Maria Beatriz	G.
59	Ramos	Erlinda	T.
60	Reyes	Allan	N.
61	Reyes	Vicente	A.
62	Rivera	Jesusa	A.
63	Rogers	Elaine	I.
64	Salcedo	Zyzylyn	O.
65	Santiago	Erlinda	F.
66	Santillan	Luzviminda	H.
67	Simpao	Felicitas	P.
68	Sonoy	Ma. Luisa	G.
69	Suarez	Roland Rhonnel	M.
70	Suarez	Jenalyn	C.
71	Sy-Mercado	Malourdes	
72	Tabios	Rosalinda	S.
73	Tam	Minerva	G.
74	Tarra	Vilma	C.
75	Tobias	Barry Neil	N.
76	Trinidad	Maritoni	A.
77	Valdez	Divinia	F.
78	Valdez Jr.	Vicente Crisologo	T.
79	Vidad	Perlita	L.
80	Vidad	Arsenio	C.
81	Villamor	Christian	C.
82	Ynchausti	Emiliano	E.
83	Zepeda	Joelizah	A.
84	Zepeda	Jeifkay	A.

MEMBERSHIP COMMITTEE

By: Rachelle V. Cano



PARAÑAQUE LAS PIÑAS ALABANG REAL ESTATE BOARD, INC. ACTIVE DISTINGUISHED MEMBERS (PAST PRESIDENTS)

1.	BALDERIAN	JOSEPHINE	P.	1986
2.	AYCARD0	PAT J. MA		1988
3.	DOMINGO	CHRISTINA	E.	1989
4.	ICASAS	ENAIDA	V.	1990
5.	ELEGADO	LETICIA	O.	1992
6.	ABELA	RASYL	B.	2001
7.	POMPA	MARCELINO	M.	2003
8.	ZEPEDA	ELIZABETH	A.	2006
9.	BERECIARTE	MARY DAPHNE	G.	2007
10.	CRISOSTOMO	GUIA CRISANTA	A.	2008
11.	CORONADO	JOCELYNN	S.	2009
12.	ALVAREZ	CAROLINA	Q.	2010
13.	ALLANIGUE	EDWIN	B.	2011
14.	ALAGAO	JOSEFINA	T.	2012
15.	BERTIZ	CORAZON	M.	2013
16.	MEDINA	CYNTHIA FLOR	S.	2014
17.	MEDINA-CUE	MARY ANN	S.	2015
18.	MENDOZA	GEORGE WILLIAM	L.	2016
19.	ENRIQUEZ	TRINIDAD	M.	2017
20.	SURIA	GWEN LAURA	M.	2018
21.	AVANCEÑA	GLICERIO	M.	2019
22.	ESTRADA	MARIA THERESA	A.	2020
23.	DE LA REA	RUSTICO	V.	2021

Cheesy Matters

Maria Theresa A. Estrada

Naty, Nick, Ako

Anak: Nay! Natinik po ako!

Nanay: eto kumain ka ng saging!

Anak: Nay! Ayaw pong matanggal ang tinik!

Nanay: kumain ka pa ng saging!

Nanay: Halika nga rito! ngumanga ka para makita ko kung saan ka natinik!

Anak: Nay! Dito po sa paa.



Nanay: Juan, ano ang tawag mo sa anak ng taong grasa?

Juan: Nanay, Baby Oil po.

Bakit hindi nalalaos ang mga bear?

Eh kasi nga?

OSO... 😊

Mare1: kelan birthday mo?

Mare2: June 28 mare.

Mare1: Anong taon?

Mare2, Syempre taun, taun!

Alangan naman sometimes, d ba?



Joke Joke Joke

Nag uusap ang dalawang lasing.

Pedro: Pre, ang bilog ng buwan!

Juan: Hindi yan buwan, araw yan!

Tanungin natin si madam.

Madam, araw ba yan o buwan?

Madam: Hindi po ako tagarito.

Bakit ang mga Pinoy hindi tama kung sumagot maski maayos ang tanong?
1. Kumain ka na?

BUSOG PA AKO.

2. Nandyan ba Nanay mo?

BAKIT PO?

3. Anong oras na?

MAAGA PA.

4. Paano mo ginawa yan?

MADALI LANG.

5. Bakit wala ka kahapon?

ABSENT AKO.

And my favorite:

Saan ka na?

MALAPIT NA AKO! WAIT LANG!



JUNE CELEBRANTS

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

JUNE 2- MR ARNOLD ABARQUEZ

JUNE 2 - PP MARS POMPA

JUNE 3- MS VILMA TARRA

JUNE 6- MS RIZAN DUNGGANON

JUNE 7 - MS DELIA IMPERIAL

JUNE 7 - MS SUSIE BEATO

JUNE 15 - MS LIZA PENTECOSTES

JUNE 17 - MR RJ QUIROZ

JUNE 18 - MS EDITH BERNANRDO

JUNE 20 - MS EMELYN CORDERO

JUNE 21 - MS MARIE REVATORIS

JUNE 24 - MS JO VILDA

JUNE 24 - MS EVA BORINES

JUNE 28 - PP TESS ESTRADA

JUNE 28- MS THESS GABUAT

JUNE 28 - PP RASYL ABELA

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