



Ruthanne Fuller  
Mayor

City of Newton, Massachusetts

Office of the Mayor

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CITY CLERK  
NEWTON, MA. 02459

January 6, 2023

Honorable City Council  
Newton City Hall  
1000 Commonwealth Avenue  
Newton, MA 02459

To the Honorable City Councilors:

I am pleased to reappoint Laurie Malcom of 95 Algonquin Road, Chestnut Hill 02467 as a full member of the Newton Upper Falls Historic District Commission. Her term of office shall expire on December 24, 2025 and her appointment is subject to your confirmation.

Thank you for your attention to this matter.

Warmly,

*Ruthanne Fuller*

Ruthanne Fuller  
Mayor

**Application Form**

**Profile**

Laurie \_\_\_\_\_ M \_\_\_\_\_ Malcom \_\_\_\_\_  
 First Name Middle Initial Last Name

\_\_\_\_\_  
 Email Address

95 Algonquin Rd. \_\_\_\_\_  
 Home Address Suite or Apt

Chestnut Hill \_\_\_\_\_ MA \_\_\_\_\_ 02467 \_\_\_\_\_  
 City State Postal Code

**What Ward do you live in?**

Ward 7

\_\_\_\_\_  
 Primary Phone

\_\_\_\_\_  
 Alternate Phone

Realtor ( self employed ) \_\_\_\_\_ William Raveis RE \_\_\_\_\_  
 Employer Job Title

**Which Boards would you like to apply for?**

Newton Upper Falls Historic District Commission: Submitted

**Interests & Experiences**

Please tell us about yourself and why you want to serve.

**Why are you interested in serving on a board or commission?**

Dear Madame Mayor, I am writing you seeking my reappointment as Vice Chair to the Newton Upper Falls Historic District Commission. This will be my seventh reappointment with the seven member board. As Vice Chair I again promise to continue to work to preserve and protect our City's historical assets and uphold protective measures to protect these assets for generations to come. I thank you once again in advance for giving me the opportunity to serve our wonderful City. Respectfully, Laurie Malcom MPH ABR SRES Realtor

[Newton Upper Falls Historic District - Laurie Malcom.pdf](#)

Upload a Resume

Laurie M. Malcom

95 Algonquin Road  
Chestnut Hill, MA 02467

December 24, 2013

The Honorable Setti Warren  
Mayor of Newton, Massachusetts  
City Hall  
Newton, Ma 02459

Dear Mr. Mayor,

I am so very happy after many years of service with the Newton Upper Falls Historical Commission in the role of Realtor Alternate, to be considered for the vacant Realtor seat position. This position was last held by Wendy Matthews, who stepped down when she left the community a few years ago, and has been open since.

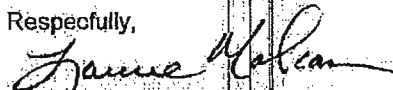
I have been a Realtor since 2002, first with Coldwell Banker Residential Brokerage in Newton Center, and then in 2011, recruited by William Raveis Real Estate whom I currently represent. I hold a position on the Grievance Committee of the Greater Boston Real Estate Board, as well as this year being appointed to their Professional Standards Committee.

I am also a Trustee / Board member of the Fairways Condominium Trust in Chestnut Hill where I presently reside.

This year in October, I had the invaluable experience of attending my first Massachusetts Historic Preservation Conference in Lexington. I learned about Demolition Delays and how each City / Town is different in enforcement, and about tools that could help a Commission be more effective.

There is always so much more to learn, Mr. Mayor, and I thank you for giving me the opportunity to be part of this Commission and keep growing.

Respectfully,



Laurie Malcom MPH, ABR, SRES  
Realtor

Laurie Malcom

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*Enrollment Supervisor, Puritan Life Insurance Company, Providence RI (1983 - 1984)*  
Managed and trained teams of enrollers in selling corporate payroll deduction plans.

- Personally sold more than \$6 million worth of whole life insurance during a ten week period.
- Sales closing ratio averaged 90-100%.

*Agent / Broker, New York Life Insurance Company, Wellesley MA (1981 - 1983)*

- Built an active insurance practice, including development of a lead referral system and marketing a direct mail promotional program, in addition to administrative functions and ongoing customer support.
- Top-producing sales agent/broker with this diversified insurance company. Marketed a complete line of life, health and annuity products to individuals and groups throughout Massachusetts.

#### ACHIEVEMENTS

- Consistently exceeded annual sales goals and premium objectives
- Developed and managed the entire sales cycle, from initial client consultation, product presentation, pricing, to final sales closing.
- Achieved top performance account retention, add-on sales and growth. Received numerous company awards.

*Field Underwriter, Fidelity Union Life Insurance Company, Somerville MA (1980 - 1981)*

- Developed and managed the entire sales cycle, from initial client consultation, cold-calling, sales presentations, closings, handling inquiries and processing applications.
- Achieved sales of over \$1 million within first four months.
- Consistently exceeded sales goals and premium objectives. Received Fidelity Union's "National Sales Award" for first year performance.
- Led National Training Class in first year's revenues booked.

#### Professional Experience, Event Planner

Event Planner, Responsible Retailing Forum, Inc. (2006-present). A 501(c) 3 non-profit organization with offices in Waltham, MA, RRF brings together retailers and their suppliers, regulators and law enforcement, state attorneys general, federal agencies, public health and advocacy organizations, and researchers to identify and promote effective practices to reduce underage sales of alcohol, to intoxicated customers.

Six years of coordinating the RRF's annual meeting in venues such as Santa Fe, Pittsburgh, Maryland, New Orleans, Park City and Boston.

- Identified venues and sourced out hotels
- Coordinated details of annual meeting
- Reviewed proposals
- Signed contracts
- Negotiated discounts for catering, lodging, transportation

Laurie Malcom

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**Education**

- Master of Public Health, Boston University, School of Public Health, Boston MA, 1995
- Bachelor of Science, Management, Lesley College, Cambridge MA, 1991
- Certification Medical Laboratory Technology, Carnegie Institute, Boston MA, 1982
- Twenty plus years of professional sales and marketing training
- Graduate coursework in Negotiation and Conflict Resolution
- Ongoing CEU coursework to maintain my Real Estate license

**Licenses**

- Certification in Food Sanitation (ServSafe, National Restaurant Association Educational Foundation)
- Certified Instructor, National Restaurant Association Educational Foundation
- Licensed Massachusetts Insurance Producer
- Licensed Massachusetts Real Estate Agent

**Special Skills**

- Excellent verbal, written and research skills
- Fundraising
- Programming
- Event Planning