

December 2024

THAT'S WHO WE REALTOR®

DECEMBER ISSUE

Presented by Dearborn Area Board of REALTORS®
Members are cordially invited



**INSTALLATION OF
OFFICERS GALA
& DINNER**

WEDNESDAY 12/04/2024 AT 06:00PM

FAIRLANE BANQUET CENTER –
700 Town Center Dr, Dearborn, MI 48126

Save the Date

Individual Ticket Price: \$50 per person | Group Pricing
Available for 10 People/Tickets at \$400

For more information, contact ceo@dabor.com

What's coming this Winter?

**Stay Tuned for tickets to
this year's Annual Gala
and Dinner**

**BOGO Free Store Sale
Signs at DABOR**



Dearborn Area Board of REALTORS
Laila Dakroub
President

A Successful Year for the Dearborn Area Board of Realtors

As we reflect on 2024, it's clear that this has been a remarkable year for the Dearborn Area Board of Realtors (DABOR). From significant growth in membership to impactful community outreach, we've made strides in every direction. It's been an honor to serve as your president this year, and I'm proud of all that we've achieved together.

One of our most notable accomplishments has been the near-doubling of our membership base. This growth reflects the increasing trust and value our association provides to real estate professionals in the area. We also oversaw a major transition regarding procedures set by the National Association of Realtors (NAR). Our team worked tirelessly to guide members through this change, ensuring that everyone was well-equipped to navigate the new standards and stay compliant.

In addition to our internal growth and success, we took meaningful steps to give back to our community. Through a collaboration with a local food bank, we helped support families in need, providing food and resources to those facing challenges. We also hosted a unique outreach event, offering free haircuts to men in the community. The turnout was incredible, and we were able to make a positive impact in a meaningful way.

This year also marked the debut of our first-ever golf outing, which was a resounding success. The event brought together our members for a fun and memorable day of networking, competition, and camaraderie. Attendees enjoyed great company and we were thrilled to give out thousands of dollars in cash prizes, along with gift cards and baskets. It was a celebration of our shared achievements and a reminder of the power of community.

In closing, I want to thank each and every member of the Dearborn Area Board of REALTORS for your continued support and dedication. It's been a pleasure serving as your 2024 president, and I look forward to seeing what we can accomplish in the years ahead. Together, we are stronger, and we've proven that we can make a real difference both within our industry and in our community. Here's to a bright future ahead!

Best Regards,

Laila A. Dakroub
President, Dearborn Area Board of REALTORS®



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REALTOR® Trademark

The term REALTOR® is not only a trademark owned by NAR and protected by federal law, it is also a valuable membership benefit that distinguishes members from all others in the real estate business. Watch this entertaining video to learn how members can protect the value of the mark by using it properly. Remember, a REALTOR® isn't "just another real estate agent." Being a REALTOR® means more.

Find In This Issue:

Word from Our President, Laila Dakroub

Turkey Drive Giveaway Recap

Code of Ethics Training Info & Deadline

DABOR Store Information

Upcoming Classes & Events

Free 6-Hour Con-ed Information

Recent Events

Wise Wednesday Winter Class Schedule

Affiliates List

Our Turkey Drive Giveaway was a success! In partnership with First Works in Dearborn Heights, we donated 132 turkeys to families in need. Thank you to Holly and her team at First Works, all of those who donated to this event, and to our affiliate and board members who volunteered their time.



Sale signs and locks available - Get yours today!



DID YOU KNOW? We are a Sentrilock Bluetooth locks distribution center.
Feel free to come into our office by appointment
Monday - Friday 9AM- 4PM. Must call ahead.

We have yard signs and Sentrilock's to fit your Real Estate needs! Remember to come by our office by appointment. Call us at (313) 278-2220 or send us an email at admin@dabor.com

Call ahead to come in Monday-Friday 9AM- 4PM

For more information feel free to visit: [Home | SentiLock](#)

DABOR Hosts

WISE WEDNESDAY



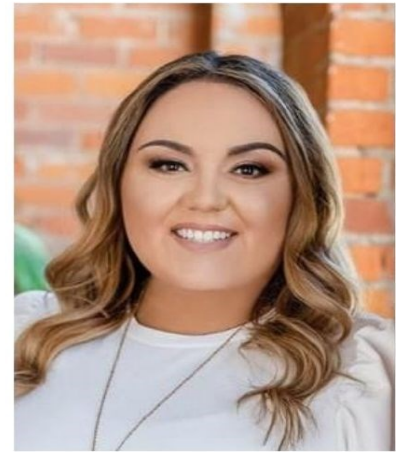
THE ART OF

Follow-Up and Follow-Through

**Wednesday,
December 11, 2024**

10:30AM-11:30AM

**Henry Ford Centennial Library
16301 Michigan Ave.
Dearborn, MI 48126
3rd Floor Room 15**



Jasmine Sheffield
REALTOR®
Board Director

Learn how to effectively manage your database/CRM, stay in touch with your leads and clients to better convert and get repeat business.

Register Now | 1 Hour CE Credit
Contact us at (313) 278-2220 | admin@dabor.com

Register for this class at the following link:
[Registration \(constantcontactpages.com\)](https://constantcontactpages.com)



DON'T FORGET!

As required for REALTOR® membership, you must complete your Code of Ethics training by Dec 31st!

WHY WAIT?

Visit nar.realtor/code-of-ethics-training to check your status and view training options today.

Don't forget to fulfill your Code of Ethics Training Requirement by Dec. 31st! As required for REALTOR® membership, all REALTORS® must complete at least 2.5 hours of ethics training that meets specific learning objectives and criteria. The current cycle deadline is Dec. 31, 2024. Why wait? Head to nar.realtor/code-of-ethics-training to check your status and view training options today. To take this class visit the following link: [Code of Ethics Training \(nar.realtor\)](https://nar.realtor/code-of-ethics-training)



Highlights from our Detroit Committee Luncheon, hosted at Ma-
lek-Al-Kabob! Detroit Association of REALTORS® and DABOR
came together for meaningful conversations about partnerships
and community as we look ahead to the new year.





NOW OFFERING FLEXFUND

Push Payment for Inspections to Closing

FlexFund allows homebuyers to pay for their home inspection at the time of closing instead of at time of service. Homebuyers who are either reserving on-hand cash, or hesitant to put large purchases on a credit card while the close is pending, now have a pay-later option to ensure a more comfortable home buying experience.



Excellent option for homebuyers limited on funds at time of inspection.



Provides the ability to include all inspection services that are important for the home purchase and not pay up front.



Easier financial planning by having all home buying-related fees scheduled for payment on set date.



Contact Us



MI: (734) 224-0342
OH: (419) 215-3856



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admin@dabor.com
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code



Register with your
promo code at:
<https://www.youlearnit.com/dabor>



Take your 6 hours
of free Con-Ed. This
is a virtual class

The Dearborn Area Board of REALTORS is partnering with Michigan Institute of Real Estate (MIRE) for a FREE 6-HOUR CON ED for all PRIMARY members. This code does not expire.



For any questions contact MIRE at: (248) 559-7555



JOIN THIS FALL

Are you tired of paying high co-pays and having a high deductible with your current health insurance?



Attention DABOR Members, one of your benefits as a primary member is the option to join the association health plan. This health insurance is offered to DABOR active members who work in real estate as their primary employment income.

ACTION NEEDED:

1. Fill out the enrollment form and email the completed form to DABOR along with two pay stubs and a copy of your driver's license (front and back) for the review department.
2. You will be notified within 48 hours if you have been approved or declined by HealthChoice of Michigan.

What is the Cost?

To learn about the costs, visit:
[Member Benefits - Dearborn Area Board of REALTORS® \(dabor.com\)](#)

CONTACT US!



Phone Number:
+313-278-2220



Website:
dabor.com



Email:
ceo@dabor.com



Link to enrollment form:
<https://dabor.com/forms/>

For the cost chart related to health insurance visit:
<https://dabor.com/member-benefits/#health-plan>



Coming together to share ideas and feedback—here's to continued collaboration and success! These pictures showcase moments from our second winter luncheon.





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- **Our Home Buyer Protection Guarantee Gives Your Clients \$100 Dollars Off a Second Home Inspection If Needed Within 30 Days To Keep Them Moving Forward.**
- **Modern Digital Reports Reviewed Onsite.**
- **We Don't Sell Your Client's Data. Other Companies That Offer Certain Products, Warranties, or Guarantees With Their Inspections are Required to Sell Your Client's Data.**
- **InterNACHI's "We'll Buy Your Home Back Guarantee" is Included FREE for Home Buyers, Learn More at: <https://www.nachi.org/buy.htm>**
- **Complementary Custom Closing Gifts For Your Clients.**

'WISE WEDNESDAYS' 2024 FALL/WINTER Class Schedule



DATE	CLASS	COST	TIME	LOCATION	DESCRIPTION
10/06/2024	<u>Lunch and Learn (12PM-1PM) Fair Housing Class, (1 HR CE included) - hosted by Superior Title</u>	FREE	1:30 PM - 2:30 PM	Henry Ford Centennial Library- Dearborn	Satisfies new Fair Housing CE requirement.
10/23/2024	<u>"Understanding Title Commitments: Title Training Vol One – Title 101" hosted by Fidelity National Title, Tina Gage (1 HR CE included)</u>	FREE	10:30 AM - 11:30 AM	Henry Ford Centennial Library- Dearborn	Learn the basics of title insurance, including policy types, reading title commitments, the importance of preliminary title and more!
11/06/2024	<u>Fair Housing Course by Superior Title Insurance</u>	FREE	1:30 PM - 2:30PM	Henry Ford Centennial Library- Dearborn	Gain valuable insights into Fair Housing Laws, explore the REALTOR® Code of Ethics & Compliance, and discover practical tools and resources to enhance fair housing practices.
12/11/2024	<u>"The ART of Follow-Up and Follow-Through" by REALTOR and Board Director Jasmine Sheffield</u>	FREE	10:30 AM - 11:30 AM	Henry Ford Centennial Library- Dearborn	Join us and learn about learn effective outreach methods, tools to manage potential clients, and systems that guide you from the first point of contact all the way to closing!

*****Make sure you are opted into emails from Dearborn Area Board of Realtors to be sure not to miss your invitation to these courses as they near their course dates!**

OTHER COURSES:

<p>FREE</p> <p>ALL YEAR</p> <p>6 Hour Con-Ed</p> <p>FREE TO DABOR MEMBERS Send a request for a coupon code to admin@dabor.com</p>	<p>ALL YEAR</p> <p>Pre-Licensing Course</p> <p>www.youlearnit.com/dabor</p>	<p>ALL YEAR</p> <p>Broker Classes</p> <p>www.youlearnit.com/dabor</p>	<p>ALL YEAR</p> <p>Builder Courses</p> <p>www.youlearnit.com/dabor</p>
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@dearbornrealtor

learn how to
get more home.

Visit mydfs.com to view
mortgage products and rates.



UPCOMING EVENTS 2024

SAVE THE DATES: December

**Wednesday, December 4: REALTORS Installation of Officers and Member Gala
6:00PM Dearborn, Michigan**

Wednesday, December 11: “The Art of Follow-up and Follow-Through” Con-ed Class

**Tuesday and Wednesday December 24 & 25:
Office Closed**

Tuesday, December 31: Office Closed

WWW.DABOR.COM



Please Support our Affiliates

American Home Shield
Kristee Golan • (248) 639-9759

AOM Property Inspection Solutions
John Micheli • (313) 510-8635

Clear Sight Inspection, LLC.
Bryan Ruddy • (313) 673-0933

Dakroub Group
Hameed Dakroub, Esq • (313) 315-6300

Dearborn Federal Savings Bank
Scott Biers • (313) 565-3100

Direct Home Loans
Hoodie Makki • (313) 779-7774

DFCU Financial
Dawn Denmark • (313) 322-8239

Estates Title Agency
Nabih Saad • (313) 438-5700

Fifth Third Bank
Brandon Huckstep • (313) 468-8324

FIMC dba Capital Mortgage Funding
Sam Mansour (248) 833-5163

5 Star Plumbing
Mark Wildauer • (313) 779-7774

InsideOut Inspections Plus
Lori Pavlika • (419) 467-6691

Member Focus Community Credit Union
Debby Piskorn • (248) 522-2334

Reputation First Title-Plymouth
Mary Ross • (734) 558-6289

Superior Title Company
Debbie Kulda • (313) 552-8600

Trademark Inspections Services
Kristie Updyke • (734) 331-3269