

# THAT'S WHO WE REALTOR®

# SEPTEMBER ISSUE

*Join Us*

**DABOR Annual Meeting & Breakfast**  
 General Membership Meeting

Free Event for our members.

Join us for breakfast @8am with Q & A & discussion with City of Dearborn officials

**September 12, 2024**  
 8 AM - Breakfast  
 9 AM - Program Start



Special Guest: Director, Michigan REALTORS Board of Directors



Hassan Ahmad

**City of Dearborn Officials Economic Development Plan**



John Galvan  
Assistant Building Official



Jordan Twardy  
Director of Economic Development



Brendon Donahue  
Process Improvement Manager

## - Upcoming Events -

**Our First Annual Golf Outing coming this September 5 at Lakes of Taylor Golf Course**

**Annual Member Meeting & Breakfast this September 12**

 Park Place Banquet  
23400 Park St  
Dearborn, MI 48124  
Invitation to register will be sent via email contact or call 313.278.2220

Sponsored By:  




Dearborn Area Board of Realtors  
Andrea Kuentz  
Association Executive

Do you know benefits that you have as a primary member? We've got you covered. Review the bullet points down below and stay up to date on your benefits.

- Leadership, Networking, and Volunteer opportunities—just a few of the exciting perks that come with a primary membership at DABOR! Elevate your career and make meaningful connections today
- Enjoy exclusive discounts at the Real Estate Store and convenient Senti-Lock pick-up with your primary DABOR membership! Unlock savings and streamline your business today.
- Sharpen your skills every month with Wise Wednesday sessions from industry leaders. Your DABOR membership gives you exclusive access to these expert insights!
- Stay ahead with Free Continuing Education, including the essential 2-hour Legal course, all included with your primary DABOR membership! Keep your skills sharp and your license up to date.
- Get exclusive invites to all DABOR events and explore health insurance options for real estate professionals like you.

# Join Us

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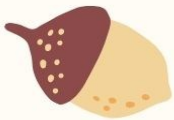
*Process Improvement Manager*

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Dearborn, MI 48124

Invitation to register will be sent via email  
Contact or call 313.278.2220

Sponsored By:





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# Cider & Donuts



MEMBER APPRECIATION DAY

OCTOBER 5, 2024

12-5PM



Drive-thru event in the association parking lot:

2350 Monroe

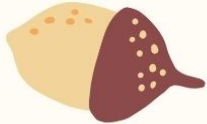
Dearborn, MI 48124.



- No registration needed-

(313) 278-2220 | ceo@dabor.com

Visit us at [www.dabor.com](http://www.dabor.com)





# **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.

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# Ask The Expert Home Inspector:

## 1. What is the significance of inspecting the roof during a home inspection?

**Answer:** As an expert in property inspections, AOMProperty Inspection Solutions always emphasizes the importance of roof inspections. The roof is one of the home's primary defenses against the elements, protecting the interior from water damage and other weather-related issues. Inspecting the roof can reveal aging, damaged shingles, improper flashing, and potential leak points, which are critical for maintaining the home's integrity and value.

At AOMProperty Inspection Solutions, our expertise in roof inspections is elevated by utilizing aerial drone and sophisticated telescopic pole technologies, ensuring unparalleled precision in identifying potential issues. Our commitment to cutting-edge technology and detailed evaluations, regardless of weather conditions, guarantees comprehensive, insightful reports that empower homeowners to make informed decisions, preserving their home's value and security.

Submit your "Ask the Expert" Question: [jmicheli@aomenengineering.com](mailto:jmicheli@aomenengineering.com)

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**PROPERTY**  
INSPECTION SOLUTIONS

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DRONE SERVICES

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### Choose AOM Property Inspection Solutions:

- For a leading client centered inspection experience

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- Utilizes top-tier software for reliable, comprehensive, and impartial inspections.



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[Michigan Realtors® The Convention \(mirealtors.com\)](http://mirealtors.com)



**MICHIGAN REALTORS®**  
**THE CONVENTION**  
Soaring Eagle Casino & Resort | Mt. Pleasant | Sept. 25-27, 2024

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**Brandon P. Fleming**  
Grand Assembly



**Dr. Lawrence Yun**  
Rise & Refocus

**MEET THE KEYNOTES**


*Register Today*

To register for the Title Insurance class visit the link:  
[Registration \(constantcontactpages.com\)](http://constantcontactpages.com)

**WISE WEDNESDAYS**  
Sponsored by DABOR

**WEDNESDAY,  
OCTOBER 23, 2024**

**10:30AM-11:30AM**






**Tina Gage**  
VP Regional Sales Manager  
Fidelity National Title

Henry Ford Centennial Library  
16301 Michigan Ave.  
Dearborn, MI 48126

**Title Insurance 101 Class**

- Types of Title Insurance Policies
- How to Read a Title Commitment
- Why Preliminary Title is Important
- And more...

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Member  
FDIC





## Benefits of primary membership



**Leadership, Networking, and Volunteer opportunities—just a few of the exciting perks that come with a primary membership at DABOR!**

*Elevate your career and make meaningful connections today!*

*REALTORS® evolving for success and unity through:*

*Diversity    Advocacy    Belonging    Opportunity    Respect*

**Learn more about the benefits you have as a primary member. Visit us at [dabor.com](http://dabor.com) or check us out on Facebook & Instagram today.**



## Benefits of primary membership



**Enjoy exclusive discounts at the Real Estate Store and convenient Sentri-Lock pick-up with your primary DABOR membership!**

*Unlock savings and streamline your business today.*

*REALTORS® evolving for success and unity through:*

*Diversity    Advocacy    Belonging    Opportunity    Respect*

# WISE WEDNESDAYS

Lunch & Learn

Wednesday,  
September 18, 2024



12:30PM  
to 1:30PM



## Squatters & Property Owners Rights - Presented by Trademark Inspection

This course is designed to go over what squatting is and what rights do squatters and property owners each have.

Registration is open now. Spots are limited!

1 HOUR LEGAL CE CREDIT ——— Complimentary Lunch

Location: Henry Ford Centennial Library.  
16301 Michigan Ave., Dearborn, MI 48126

[admin@dabor.com](mailto:admin@dabor.com)



# 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



[Office@insideoutinspectionsplus.net](mailto:Office@insideoutinspectionsplus.net)



[www.insideoutinspectionsplus.net](http://www.insideoutinspectionsplus.net)



## ANNOUNCEMENT

# FREE 6 HOUR CON ED



Email [admin@dabor.com](mailto:admin@dabor.com) to request a discount code.



Register with your discount code at: <https://www.myrealestateschool.com/dabor>



Take your 6hrs of free Con-Ed. This is an virtual class

The Dearborn Area Board of Realtors in partnership with Michigan Institute of Real Estate and Namir George is proud to announce **FREE 6 HOUR CON ED** for all **DABOR PRIMARY** members. This FREE CON ED class is offered online only.

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VP Regional Sales Manager  
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- Types of Title Insurance Policies
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- Why Preliminary Title is Important
- And more...



 [www.dabor.com](http://www.dabor.com)

 [admin@dabor.com](mailto:admin@dabor.com)

**To register for this class, click on the link below:**

**[Registration \(constantcontactpages.com\)](http://constantcontactpages.com)**

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Cost estimate for Inspection Summary items
- **PTPFloorPlan**  
A measured floor plan of the entire home
- **PTPHomeManual**  
Powered by Centriq  
The digital owner's manual for the home

**The Dalfino Team**  
**734-427-5577** call or text 7 Days/Week  
[DalfinoTeam@pillartopost.com](mailto:DalfinoTeam@pillartopost.com)  
[DalfinoTeam.com](http://DalfinoTeam.com)



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- **Home Buyers Get a FREE 30 Day Home Warranty Through Guard Home Warranty.**
- **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.**

# **UPCOMING EVENTS 2024**

**SAVE THE DATES: September– December**

**September 5: Annual Golf Outing**

**September 12: Annual Member Meeting Breakfast**

**September 18: Squatters & Property  
Owners Rights Class**

**October 4: Cider & Donuts, Member Appreciation  
Drive-thru event at DABOR**

**October 23: Title Insurance Class– Volume One**

**November 6: Fair Housing Con-ed Class**

**December 4: REALTORS Installation of Officers  
and Member Gala**

**[WWW.DABOR.COM](http://WWW.DABOR.COM)**



# "WISE WEDNESDAYS" 2024 FALL/WINTER Class Schedule



DATE	CLASS	COST	TIME	LOCATION	DESCRIPTION
08/07/2024	<b>Tax Reductions Strategies for Real Estate Professionals</b> - hosted by <b>Bradford Tax Solutions</b>	FREE	10:00AM - 12:30PM	Virtual via zoom	Maximize your tax savings with key strategies for real estate professionals. Learn how to deduct car expenses, home office costs, and family medical expenses.
09/18/2024	<b>Squatter &amp; Property Owner Rights</b> . (1 HR CE included) - hosted by <b>Trademark Inspection</b>	FREE	12:30PM - 1:30PM	Henry Ford Centennial Library- Dearborn	This course is designed to go over what squatting is and what rights squatters and property owners each have.
10/09/2024	<b>Lunch and Learn (12PM-1PM) Fair Housing Class</b> . (1 HR CE included) - hosted by <b>Superior Title</b>	FREE	12:00PM - 1:00PM	Henry Ford Centennial Library- Dearborn	Satisfies new Fair Housing CE requirement.
10/23/2024	<b>"Understanding Title Commitments: Title Training Vol One – Title 101"</b> hosted by <b>Fidelity National Title, Tina Gage</b> (1 HR CE included)	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!

**\*\*\*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><b>FREE</b></p> <p>ALL YEAR</p> <p><b>6 Hour Con-Ed</b></p> <p><b>FREE TO DABOR MEMBERS</b> Send a request for a coupon code to <a href="mailto:admin@dabor.com">admin@dabor.com</a></p>	<p>ALL YEAR</p> <p><b>Pre-Licensing Course</b></p> <p><a href="http://www.youlearnit.com/dabor">www.youlearnit.com/dabor</a></p>	<p>ALL YEAR</p> <p><b>Broker Classes</b></p> <p><a href="http://www.youlearnit.com/dabor">www.youlearnit.com/dabor</a></p>	<p>ALL YEAR</p> <p><b>Builder Courses</b></p> <p><a href="http://www.youlearnit.com/dabor">www.youlearnit.com/dabor</a></p>
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## Please Support our Affiliates

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

Champagne Agency  
Shannon Barnett • (734) 282-8700

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

DFCU Financial  
Dawn Denmark • (313) 322-8239

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

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

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

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

Pillar To Post - Dalfino Team  
Dave Dalfino • (734) 427-5577

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

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INSPECTION SERVICES

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Dearborn Board Of Realtors  
[ceo@dabor.com](mailto:ceo@dabor.com)



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AREA  
BOARD OF REALTORS

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# SPOTS STILL OPEN TO PURCHASE

5 September 2024  
8:00AM-1:30PM  
Lakes of Taylor Golf  
Course

This Fall 2024

# FIRST ANNUAL GOLF TOURNAMENT

*Enjoy 18 holes, breakfast and lunch complete with a gift bag!*



THURSDAY, SEPTEMBER 12

| LAKES OF TAYLOR CC

FOUR

8:00AM

Registrati

and P

o

en

Prize

ing  
Friends  
relatives of  
members & affiliates  
are also welcome to  
come golf!

*Cash Prizes*

*1st place: \$1,000*

*2nd Place: \$400*

*\*If 75 golfers are not reached then no cash prizes will be given\**

**REGISTER NOW**

Contact DABOR at: 313.278.2220

Laila Dakroub at: 313.622.1534

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