

# TOP AGENT MAGAZINE

MICHAEL DOBBS



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Michael Dobbs got his start as a personal banker with Chase nine years ago, but quickly realized with his financial background and people skills, the mortgage side of the business was a perfect fit. Once he made the decision, he was quickly promoted to loan officer, and made his name as a rising star in the lucrative Chicago area mortgage industry.

Two years ago, Michael left Chase to join Fifth Third Mortgage, a boutique style brokerage that has built a reputation for being community minded, and for offering a wide variety of loans and programs. Although Michael excels at all types of loans, he specializes in a few niche products, Physicians Loans, as well as Construction to Perm Loans. Michael already has a solid base of repeat and referral business and is looking to expand that in the future, by providing a level of service that truly goes above and beyond.

Key to Michael's success has been his strong work ethic, and the unsurpassed level of clear and constant communication he provides to his clients and to his Realtor® partners. "I think the people I work with can tell I care. I do everything I can to make things as seamless as possible. When problems come up, I present solutions, so things stay relatively stress free. I take a lot of pride in what I do. This is a major financial transaction for most people, and I take my responsibility seriously. I keep things fun, but professional and I try to do the best job I can every day."

Although this is ultimately a sales business, Michael sees it as more about building and maintaining relationships. "My relationship with my borrowers doesn't end after the active transaction. I follow up with them to see how everything is, and they know they can contact me anytime with any of their financial needs or questions. I'm here to help and they can count on me for life. The same goes for my Realtor® partners. I make sure that I remain on top of all of the latest trends and changes in the industry, so I can be a valued resource to my Realtor® partners, when they need expert advice. I keep myself visible to them, and they appreciate my knowledge and expertise."

Michael is active in his community and is a member of the local chamber, and is always looking for local charitable endeavors to give back to and support. One of his proudest achievements was being able to buy his mom a home recently. When he isn't working, Michael loves to entertain and make people laugh, and is studying at the prestigious Second City Theater. He also

loves working out and enjoys exploring Chicago's thriving nightlife.

Michael wants to continue to grow his business, and is focused on building his referral base, while growing his reputation as a mortgage professional who cares. "This business can be difficult and stressful, but helping people achieve the American Dream of homeownership makes it all worthwhile. People are so grateful when they see that you work hard for them, and it's a great feeling at the end of the day when you know what you do is making a difference in people's lives. My clients really make me feel appreciated, and that is very rewarding."



To learn more about MICHAEL DOBBS  
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