

# TOP AGENT

MAGAZINE

Dione  
Oliver



# Dione Oliver



“Your struggles develop your strengths,” says Dione Oliver, a prominent loan officer at Ross Mortgage Corporation in Flint, Mich. whose work ethic, determination and passion for helping others is infectious and inspiring. She got her start in the industry answering phones for a leading real estate agency, and

the rest is history. Now Dione is the go-to mortgage professional in the area and completed about 200 loan transactions last year alone. In 2015, she was able to increase her business by 50 percent from the previous year, and she is working to double her business again in 2016. Dione shares, “After answering phones, I



went on to become a personal assistant for the top real estate agent in the office. I needed more money to live on, so I made an appointment with the branch manager of a mortgage lending company. I wanted to do what she did. I interviewed with her, and she hired me on the spot. I started the next day.”

Once Dione started working at the mortgage company, her tenacity and dedication shined. From March 2003 until the end of the year, she worked for the real estate agent throughout the workweek from 9 a.m. until 3 p.m. and then picked her son up from school. She would then go to work for the mortgage company and





stayed late with whoever would train her. As a representation of her hard work, she received the “Rookie of the Year” award.

Another one of Dione’s many strengths is her eagerness to help others. She notes, “I specialize in assisting people nobody else wants to help. REALTORS® know that I am happy to work with their clients regardless of credit profile, and I will provide credit counseling to those who need it. Sometimes it takes six months to repair a client’s credit, but within a

year, if they follow instructions, I help them get a home. I love seeing the looks on clients’ faces when they sign the last documents.” She adds, “I have a wonderful team that supports me in all that I do. I take my business very personally and try to make clients feel like family. If their loan is not going well I do not sleep well. I am available for my clients 24 hours a day seven days a week. Even if they call me at midnight, I will call them back.”

In addition to the many people she



fundraiser that raises money for the Shelter of Flint. I also assisted with the Teddy Bear Drive.” Dione explains, “The police drive around with teddy bears and give them to children who are caught in the middle



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of an unfortunate event. The teddy bears give the kids comfort when going through traumatic experiences.” Dione adds, “I am also active in the youth group at my church. I helped organize a fundraiser that enabled our youth group to travel to cleanup after Hurricane Katrina.”

assists in the mortgage industry, Dione contributes to various causes in her community. She shares, “I am an affiliate of Women’s Council of REALTORS®, and for the past four years I have worked with the organization as the chair or co-chair of a

Dione also enjoys spending time with her family, shopping and exercising. She says, “I love cooking dinners for my family. It brings me joy. The more, the merrier. I also do cardio and weight training and play softball and volleyball.”

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