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THE JASON DUNCAN TEAM

AGENT TO WATCH:

RAKAN ABU-ZAHRA,
KELLER WILLIAMS REALTY WILMINGTON

PARTNER SPOTLIGHT:

SCOT SCHWARTZ,
R&R ROOFING & REMODELING INC.

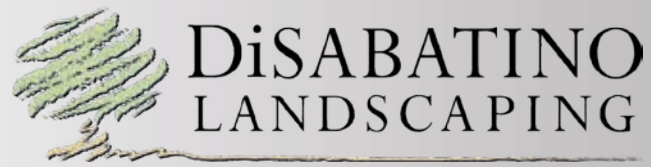
COVER STORY:

THE JASON DUNCAN TEAM,
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EVENT RECAP:

BRANDYWINE VALLEY REAL PRODUCERS
LAUNCH EVENT

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MEET THE BRANDYWINE VALLEY REAL PRODUCERS TEAM



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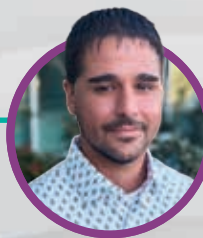
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▶ partner spotlight

By Dave Danielson
Photography by Kirstie Donohue



Reputation for Results

One of the most powerful signs of success is when a past client comes back time and time again to take advantage of your experience and expertise.

That's the dynamic at work with Owner Scot Schwartz and the team at R&R Roofing and Remodeling, Inc. Through time, Scot has created a steady reputation for results.



Building from the Ground Up

For 27 years Scot ran the business by himself, including sales, running the crews, doing the buying, paying the bills and preparing the estimates. Plus, he did the repair jobs himself and had a larger crew that took on new roofs. Since then, he has brought on two brothers, Brandon and Justin Nieves.

“I’ve known them since they were 12 years old. Brandon does all the selling and helps with repairs. Justin does all the coordination and works with supply houses,” Scot says.

“He does all that coordination work. I like going out and doing repairs. I love getting on roofs and fixing the problems.”

Years ago, Scot got into the business by taking care of repairs for those who were selling houses.

As he remembers, “No one was doing repairs at the time. When inspection reports came in, I would work with REALTORS® and take care of those repairs.”

Gaining Momentum

Soon, Scot linked up with a REALTOR® at RE/MAX. From there, his business kept growing by leaps and bounds. Today, he and his team serve people around the state of Delaware and into Pennsylvania.

Those who work with Scot appreciate the fact that everything he touches is built with integrity.

“There are some houses that need new roofs,” he says. “But my first step is to see how it can be repaired, rather than just saying that something needs to be replaced out of the gate.”

Making a Big Difference

That kind of honesty and customer-centric

approach makes a true difference. Scot points to a customer who he visited with 20 years earlier.

“I remember talking with a gentleman who had been told by others that he needed a brand new roof,” Scot recalls. “I saw that we could fix it for him quickly and for a fraction of the cost.”

Coming Back Around

In time, about 20 years later, the man returned to Scot, still remembering the sense of integrity that had saved him the expense of a new roof two decades prior.

Scot and his team offer a wide range of services in addition to

roofing, including siding, windows, gutters, shutters, doors and other needs that involve the exterior of the house. Plus, one of Scot’s favorite projects to work on is flat roofs.

Scot’s clients also appreciate the fact that he provides them with his best price right out of the gate, without any “buy-to-day-to-save-money” offers.



Rewarding Life

Away from work, Scot is driven in all that he does by his family.

“They are everything to me,” he says with a smile.

In his free time, Scot likes to stay engaged with the needs of the community, including helping with causes involving children, cancer and Special Olympics.

He also has a big place in his heart for first responders and those who have served in the U.S. military. In fact, his work truck carries a sentence that reads, “You don’t have to support the war to support our soldiers.”

Clearly, Scot works with a true passion for those he serves.

“When I was growing up, being successful had a lot to do with how much money you made. My father told me that money comes with a price,” Scot explains. “You can go after money and not worry about people and you will have money, but you won’t be rich. You’ll be alone. He said if you take care of people first, the money will follow and you’ll be rich forever. He was right and that’s how I run this company. Thank you, Dad. I love you.”

When you’re looking for a partner who will give you the highest level of service and results for a true value that you can count on, look to Scot Schwartz and R&R Roofing and Remodeling, Inc.

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THE JASON DUNCAN TEAM

Putting It All On The Line

What's at the heart of your professional drive? What really motivates you to do what you do?

Chances are very good that a big part of it centers around the hopes and dreams of those you serve ... having the ability to positively impact someone's life for the better.

That's an ideal that Jason Duncan puts to work in the world around him, as well.

All-In Effort

As Team Leader of The Jason Duncan Team with Foraker Realty Co., Jason doesn't hold anything back. He puts it all on the line and dedicates himself to serving the needs of others.

"More than anything the part I enjoy about real estate is helping people transition from one stage of life to another," Jason explains. "Obviously, those

transitions aren't always happening around happy times. But it means a lot to me that people reach out to me when they have a need. I've always been about helping others."

Selfless Service

Jason has made that sense of care and duty a hallmark of his life through time. Prior to starting his real estate career in February 2016, he had started his career with MBNA of America and financial institutions before serving for years as a local firefighter.

His days as a firefighter commenced in 2004 as a Volunteer Firefighter with Aetna Hose Hook and Ladder of Newark, Delaware, where he was Deputy Chief for several years. Along the way, he also served the needs of the public with Volunteer Hose of Middletown, and Mill Creek Fire Department of Marshallton, Delaware.

"I've had the honor of making friends and building relationships in the fire service for nearly 20 years," Jason says. "In turn, that has teed up the absolute best sphere of influence. Most of my clients and referral partners are firefighters, paramedics, nurses and police officers."

Pivotal Moments

Through time, life's twists and turns revealed a new path for him to take. One of those pivotal moments was the passing of his mother.

"At the time I decided that I wanted to invest and decided to explore flipping houses," Jason remembers. "A good friend of mine was a REALTOR® who worked with investors. In 2013 and 2014, we started considering flip projects. I was still working full-time as a firefighter then. He would send me houses and numbers to look at for various properties."





When I say I'm going to do something, I'm going to do it.

My word and reputation are everything.



The pair dove in and had flipped seven houses when Jason's friend came to him with a proposition ... he wondered if Jason had ever thought about becoming licensed in real estate himself.

Jason wasn't so sure at first.

"My response initially was that I enjoyed being a firefighter, and I didn't want to just walk away from that," Jason says. "But he told me I could still do that while getting licensed, showing my own properties and serving as a part-time Buyer's Agent on his team."

Signs of Success

After thinking about it, Jason bought into the idea. He earned his license and he spared little time in launching success as a REALTOR® with Berkshire Hathaway Fox and Roach. People he knew saw his posts about his new real estate venture and were only too happy to line up—letting Jason know they would be ready to work with him when he earned his license.

"As part of that, the support was tremendous from the fire service, and things took off," he smiles.

During 2016, he closed 14 transactions. In 2017, he made the switch—going full-time in real estate and closing 36 units.

Initially, Jason had started his career on a team. After soaking up as much as he could, he made the decision to start his own team in 2018. That year, he recorded 43 transactions.

He continued building from there, with a high mark of 92 individual sales in 2020. Along the way, he has amassed nearly

500 transactions representing \$131 million in sales volume. He also earned the Chairman's Circle Platinum Award six times—in turn, ranking him among the top 1% of Agents in the Berkshire Hathaway network.

In 2023, Jason made the decision to join Foraker Realty Co.

As a firefighter, Jason was responsible for keeping a pulse on the rapidly evolving events of a fire as Incident Commander. He brings that same sense of awareness, proactive service and expertise to his role in real estate today.

A Rewarding Life

Jason's life is made even more fulfilling by family. He appreciates the path he shares in life with his wife, Jessica.

"Jessica is very supportive of what I do each day," he says. "She sees the fruits of our labor and she sees the difference we're able to make in the lives of others."

In his free time, Jason loves being outdoors. His favorite pursuits are on the water, with his passion for boating and fishing. One of his favorite spots to spend time is with his wife at their vacation home on the Chesapeake Bay.

When it comes to staying engaged and giving back, Jason supports a range of organizations, including the Volunteer Fire Service, The International Fire Chiefs' Association, Newark Rotary Club, The New Castle Chapter of Ducks Unlimited and others, including a little league, softball and cheer-leading teams. Plus, he's a Master Mason with Hiram Lodge No. 25 A.F. & A.M in Newark, Delaware.

Lifting Others

Jason is licensed in Delaware, Pennsylvania and Maryland. As he continues to build a brighter future for those around him, he shares valuable advice for others who are getting their own start in the business.

"First, it's very important to surround yourself with knowledgeable and positive people who are in the business. Be a sponge, take it all in, learn as much as possible about what was good and bad about that agent and evaluate what you will do differently to create your own niche in the market," Jason says.

"Joining a team and being surrounded by people you can count on for support and information is important. That way, you aren't reinventing the wheel. Then you can tweak those best practices to make them your own."

Those who get to know and work with Jason understand with certainty that they can fully count on Jason to follow through.

"When I say I'm going to do something, I'm going to do it," he says. "My word and reputation are everything."

Without a doubt, a sense of purpose fuels Jason's heartfelt efforts.

"This isn't a hobby. You have to be all in. It's not easy. It takes guts," Jason emphasizes. "But it's all worth it, because at the end of the day I know I'm helping others."

That's what it looks like when you see someone working with a strong sense of purpose ... a full commitment to putting it all on the line ... with experience and expertise that helps others during life's most trying times.

Rakan Abu-Zahra

Dedication to Excellence

Rakan Abu-Zahra's journey into the world of real estate began eight years ago, marked by determination and a commitment to excellence. Today, he stands as a highly respected REALTOR® in the Brandywine Valley, renowned not only for his professional success but also for his unwavering dedication to helping others achieve their dreams through real estate.

Passion for Growth

When asked about his passion, Rakan's response is both inspiring and telling of his character. "Right now, I'm passionate about seeing others grow through my business, and being able to provide life-changing opportunities to others through real estate," he shares. This drive to foster growth and create opportunities is at the heart of Rakan's approach, making him a beacon of hope and support in his community.

Overcoming Challenges

Rakan's path to success was not without its challenges. Reflecting on his early days in the industry, he candidly admits, "One of the biggest challenges has been my age - when I got into real estate, I knew absolutely nothing, and I didn't know what I didn't know. For example, I didn't even know what an HOA was when I held my first open house."

This humility and willingness to learn have been crucial to his development, transforming potential obstacles into stepping stones towards a successful career.

Commitment to Charitable Causes

Beyond his professional achievements, Rakan is deeply committed to charitable causes, particularly those that benefit animals. "I'm a huge animal lover and advocate," he explains. "Not just pets but all animals, so all charitable contributions I make or volunteer time I always try to direct towards something that benefits animals that don't have a voice."

Rakan's compassion extends beyond his work, demonstrating a genuine care for the wellbeing of all living creatures.

A Rich and Active Life

Rakan's life is rich with diverse interests and activities. When he's not assisting clients or supporting charitable causes, he loves to stay active with hobbies such as hiking, Jiu Jitsu, running, weightlifting, and yoga. He also enjoys exploring breweries, traveling, and spending quality time with his wife and two dogs, as well as visiting his parents in Middletown. These pursuits reflect a balanced lifestyle, underpinned by a strong sense of family and community.



**Advice for
Aspiring Agents**

As a seasoned expert, Rakan offers invaluable advice to aspiring top producers. “Cut out distractions as much as you can. There’s a lot of noise and a lot of shiny objects in real estate. Focus on the only two things that matter; having conversations with people about real estate, and serving those who hire you at the highest level possible,” he advises. This sage counsel encapsulates the essence of Rakan’s success: clarity of purpose and a relentless commitment to service.

In the Brandywine Valley, Rakan Abu-Zahra is more than a real estate agent; he is a dedicated professional, a passionate advocate, and a source of inspiration for those around him. His story is a testament to the power of perseverance, the importance of continuous learning, and the profound impact of helping others achieve their dreams.



Brandywine Valley Real Producers LAUNCH EVENT

June 19, 2024

Our launch event on June 19, 2024 at Penn Oaks Golf Club in West Chester was a great way to kick off summer (and Juneteenth)! With over 50 top agents, brokers, and industry partners in attendance, guests gathered for an evening of networking, collaboration, and mingling. The happy hour was a resounding success with people meeting or reconnecting to talk about everything from their business to upcoming summer plans. All guests enjoyed drinks and hors d'oeuvres provided by our generous sponsors, making it a memorable and productive evening for all. Thank you for your support and we look forward to seeing you at our next event in September!





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