

NORTH SHORE

REAL PRODUCERS[®]

CONNECTING. G. INSPIRING.

Agent Features:

Chicky Johnson

Debbie Hymen

Partner Spotlight:

Floss Law, LLC

Making a Difference:

TrueNorth Foundation

FALL EVENT

28 Mile Distilling Co.

Thursday, October 27th

1PM-4PM

Details on page 56

JANET BORDEN

Starting a
New Team with
Allison Silver

**TOP 150
STANDINGS**

OCTOBER 2022

Janet BORDEN

Starting a New Team with Allison Silver

With over thirty years' experience as a top-performing real estate agent on the North Shore, Janet Borden has firmly established the moniker, "Jan Can." Among her many prodigious achievements, she has cemented her position as the number one agent in Highland Park for the past three years in a row for number of homes sold, and made HW Media's Real Trends "America's Best" list for 2021. But even more exciting than her decorated past are the plans she has for the future, having recently partnered with Allison Silver to form Arrow Home Advisors.

With the creation of their new team, Janet and Allison are looking for agents who share their positive, can-do attitude, work ethic, and commitment to client service, education, and unwavering integrity—values Janet has exemplified from a young age.

Janet, who went to seven different schools growing up, was no stranger to the moving process and learned how to quickly adjust to new environments. She graduated early from high school, and immediately entered the workforce. She worked two jobs—driving an auto-parts truck and serving

tables as a cocktail waitress—to support herself from the age of seventeen.

Although Janet started a family at the age of twenty-one and spent time as a stay-at-home mom, she still wanted to make her own money and have her own sense of independence. She became excited by the idea of starting a career in real estate once her children started school. She was still very young when she started her career, and often found it challenging to get people to take her seriously. She went to work for her clients nonetheless and committed to excellence in everything she did, overcoming people's prejudice and creating

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raving fans in the process, something she is still passionate about today.

“I am passionate about creating the very best experience that I can for my clients, while holding myself to extremely high ethics and standards on behalf of my clients and my colleagues in the real estate community,” Janet says. “I am also incredibly passionate right now about growing a productive, exciting team so that my colleagues and I can enjoy a better quality of life by supporting each other. I’m looking forward to cultivating and encouraging new talent, improving systems, and increasing our professionalism as a team.”

After thirty years of working as a solo agent, Janet is excited to start this new chapter in her career with Allison Silver. Allison brings over twenty years’ experience as a top producer in the North Shore. Together, she and Janet have over fifty years of combined experience. Allison has sold multiple development and new construction projects and has helped investors navigate their projects from start to finish with impressive ROI. She has extensive first-hand knowledge of the green



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building and living market, and she welcomes the opportunity to work with clients who share that vision. She also has a wonderful eye for staging a property and presenting it in its best light.

Given her experience and expertise in the industry, Janet offers the following advice to up-and-coming agents, “Get organized early on and stay on top of your database. Do things right from the very beginning so you don’t have to undo previous mistakes. Be confident, believe in yourself, and know that you can do it!”

In addition to building a team and helping to grow more successful agents in the industry, Janet and Allison share a deep passion for

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Janet with her husband in Peru.

the North Shore community, having raised their families here and personally invested in its development over the years. Janet has been a long-time supporter of the Southern Poverty Law Center and an active volunteer with the Ronald McDonald House and Habitat for Humanity. Allison is a founding member of Gratitude Generation, which aims to build a growth mindset in local kids and families to help foster an attitude of gratitude and the wish to give back, through a myriad of charitable programs.

While Janet thoroughly appreciates her community—walking the lakefront, attending all the festivals and restaurants in Highland Park, Highwood, and along the North Shore—she is a big-time traveler and adventurer. Two of her greatest adventures? Hiking the Inca Trail and rafting down the Colorado River through the Grand Canyon. She once owned a motorcycle, too, and still has a motorcycle license.

A lover of music, Janet sings jazz, plays guitar, and enjoys taking classes at the Old Town School of Folk Music. She even married a drummer, which she says made the first ten years of her marriage both fun and challenging because of the crazy hours his work demanded. She and her husband, Lou, have two grandkids and two daughters who are successful entrepreneurs as well: they own Milk Handmade and Honey Bridal in Chicago. Allison and her husband also have two kids and a puppy that they love to take around Lake Michigan, to enjoy the beautiful landscape, dynamic towns, restaurants, and people.

As Janet and Allison embark on this new chapter in their careers, it will be exciting to see the team they build and everything they will accomplish together. Because if there were two people who could build a team unlike any other in the North Shore, Allison and Janet can.