

# Bearings

a newsletter for GKAR MEMBERS  
December 2014



## At A Glance

### Committee Meetings

#### December 3<sup>rd</sup>

- [Equal Opportunity](#)

#### December 9<sup>th</sup>

- [MLS/Technology](#)

#### December 10<sup>th</sup>

- [Education](#)

#### December 11<sup>th</sup>

- [Broker Exchange Forum](#)

#### December 12<sup>th</sup>

- [Risk Management](#)

#### December 17<sup>th</sup>

- [Board of Directors](#)

#### Not Meeting in December

- [Commercial](#)
- [Community Relations](#)
- [Governmental Affairs](#)

## GKAR News

### Congratulations Nancy Fish, 2015 REALTOR® Of The Year

Nancy joined GKAR in 1975, earned her broker license in 1981, and is Broker-Owner of Park Place Real Estate. She holds both the CRS and CCIM designations and served as a Director on the GKAR Board of Directors from 2007 - 2009, followed as President Elect in 2010, and President in 2011.



Over the years Nancy has served on numerous committees including Professional Standards, Broker Exchange Forum, Community Relations/Special Events, Education, and Commercial Committees. She has also been active in Lansing with state legislators regarding various home ownership issues and attended many NAR, MAR, ERC, and CCIM conferences.

Nancy is an avid aviation enthusiast and pilots her own plane, served three terms as President of the Kalamazoo Aviatrix and is a member of the Experimental Aviation Association. She has been a valuable participant in community fundraisers such as the Kalamazoo Symphony Orchestra and the Kalamazoo Academy.

### Welcome New GKAR Staff

We are excited to welcome Brooke Berry, our new Facility Service Manager. Please stop by to introduce yourself on your next visit to GKAR.



*From GKAR to You!*

Please note GKAR will be closed December 24<sup>th</sup> & 25<sup>th</sup>, and January 1<sup>st</sup>.

## At A Glance

### Events

December 10<sup>th</sup>

- [Sounds of the Season](#)

### Classes

December 11<sup>th</sup>

- [Course 1500](#)

December 11<sup>th</sup> - 19<sup>th</sup>

- [Real Estate 101](#)

# GKAR Events



## Sounds of the Season

GKAR's Education Committee invites you to attend their annual holiday event with live performances by the students of Crescendo academy of music followed by a catered social reception. There is no cost to attend, but RSVPs are appreciated. Music begins at 4:00pm.

[Send Your RSVP](#)

## Save These 2015 Dates

January 22<sup>nd</sup>, 2015 - Top O' The Mornin'

February 19<sup>th</sup>, 2015 - Wine Down

February 21<sup>st</sup>, 2015 - Bowl For Kids' Sake

March 4<sup>th</sup>, 2015 - Drive In to Lansing for the State Legislative Day

March 19<sup>th</sup>, 2015 - Wine Down

March 21<sup>st</sup>, 2015 - Walking Home

# Upcoming Classes



## What Designation Are You Interested In For 2015?

In today's market, continuing education is your best way to stay ahead of the competition. Are you at a point in your career that you are ready to start making more money? Earning accreditations such as ABR, GRI, SRS, Green, E-PRO, SRES, CRB, or CPM is the way to do that while showing to the public you are a professional investing in your career. What designations would you be interested in taking in 2015?

Email [DeAnnaP@gkar.com](mailto:DeAnnaP@gkar.com) with your feedback.

## LARA - What It Is and Why You Should Be Checking It

As you all are aware (or should be) Michigan REALTOR® will be taking over the reporting of your Con Ed in January 2015. We recommend you view your record on the LARA (Licensing And Regulatory Affairs) website and contact the PROVIDER of your Con Ed Course if you should have any discrepancies. LARA may answer any questions you have regarding your Con Ed hours, what you have and what is needed.

[LARA Check Your Con Ed Credits Here!](#)



## At A Glance

### Classes & Events

January 20<sup>th</sup>, 21<sup>st</sup> & 22<sup>nd</sup>

- [New Member Orientation](#)

### Housing Reports

- [Cumulative Sales Report](#)
- [Mortgage Rates](#)

### Peak Performance

- 10 Communication habits to enhance your effectiveness and keep you out of hot water. [Details...](#)

### Professional Standards

Advertising Reminder Per Michigan License Law: R 339.22329 Advertising generally; advertising of property owned by brokers; advertising by salespersons; advertising of property owned by salespersons. Rule 329. (1) Except as provided in subrule (2) of this rule, all advertisements to buy, sell, exchange, rent, lease, or mortgage real estate or business opportunities by a broker shall include the broker's name as licensed and telephone number or street address. All advertising shall indicate affirmatively that the party advertising is a real estate broker.

# Membership News

## Welcome New REALTOR® Members

Ben Aldrich - Keller Williams Kalamazoo  
 Paul Blacken - United Country Lake to Lake Realty  
 Tim De Young - Century 21, C. David Howard  
 Aman Dhillon - Jaqua, REALTORS® (Drake)  
 Rachel Erny - Jaqua, REALTORS® (Drake)  
 Melinda Figgins - Keller Williams Kalamazoo  
 Natasha Gibson - Home Marketing Systems  
 Eric Graham - Jaqua, REALTORS® (Drake)  
 Paul Graham - Berkshire Hathaway HomeServices MI (Stadium)  
 David Havice - Lakes & Country Real Estate  
 Keith Sellers - RE/MAX Compass  
 Kenneth Ward - Keller Williams Kalamazoo  
 Patricia Wright - Jaqua, REALTORS® (Drake)

## Welcome New REALTOR® Office

RE/MAX Compass  
 Keith Sellers | 616-916-4921 | Kalamazoo, MI

## Welcome New Business Partner Office

Lock Doc LLC  
 Todd Phillips | 269-720-2640 | [www.LockDocLLC.com](http://www.LockDocLLC.com) | Kalamazoo, MI

## Drops - REALTORS®

Sonja Geller - Keller Williams Kalamazoo  
 Chase Perricone - Jaqua, REALTORS® (Drake)  
 Becky Coy - Keller Williams Kalamazoo  
 Tim Hafner - Jaqua, REALTORS® (Drake)

## Transfers - REALTORS®

Madi Meisner - Berkshire Hathaway HomeServices MI (Stadium)  
 to Jaqua, REALTORS® (Drake)  
 Sarah Kingery Doezema - Jaqua, REALTORS® (Milham)  
 to Berkshire Hathaway HomeServices MI (Oakland)  
 Stephen Nuss - RE/MAX Advantage to Reed Realty

## Quarter Century Club

Congratulations to Dawn Spencer (Chuck Jaqua, REALTORS®) for 25 years with GKAR on December 28<sup>th</sup>!

## Keybox Corner

When using the SentiSmart app, a notification is automatically sent to the Listing Agent anytime an Access Code is generated for a lockbox.

# MLS News



## MLS Training Available at GKAR

Searching (hands-on) - December 15<sup>th</sup> 2:00pm - 4:00pm in the Classroom

Contacts (hands-on) - December 16<sup>th</sup> 9:00am - 11:00am in the Classroom

zipForm - December 22<sup>nd</sup> 2:00pm - 3:30pm in the Classroom

Class sizes are limited. Reservations are required. To reserve a seat call (269) 382-1985 or email [ChristyP@gkar.com](mailto:ChristyP@gkar.com).

## Green Feature Fields are Available in the MLS System

Green Feature fields were added to the Residential Property Type in September 2013 to help describe the eco friendly or green features of a property. GKAR's MLS Policy requires that a Seller's Green Disclosure Statement form be filled out by the seller(s) and uploaded to the listing in the MLS **before** Green Feature fields can be used. For your convenience, the Seller's Green Disclosure Statement has been added to the GKAR Library of forms in zipForm.

[Read More About Using The Green Feature Fields...](#)

## Get Educated!



## What Designations Did You Receive In 2014?

The Education Committee would like to recognize those who received Designations in 2014. We appreciate the extra time and effort so let us feature your name here!!! Contact DeAnna with your Designation accomplishments at [DeAnnaP@gkar.com](mailto:DeAnnaP@gkar.com).

[Learn What Else Qualifies For Recognition...](#)

Brought to you by the [Education Committee](#)



## Commercial Real Estate News

### Season's Greetings from GKAR's Commercial Committee

From our family to yours, the Commercial Committee wishes you a safe and happy holiday season.

Save the Date - [Commercial Committee Golf Outing  
June 1<sup>st</sup>, 2015 at The Moors](#)

