

Bearings

a newsletter for GKAR MEMBERS
February 2015



At A Glance

Committee Meetings

February 5th

- [Broker Exchange Forum](#)

February 6th

- [Education](#)
- [Community Relations](#)

February 10th

- [MLS/Technology](#)

February 13th

- [Risk Management](#)

February 16th

- [Governmental Affairs](#)
- [Membership](#)

February 27th

- [Board of Directors](#)

GKAR News

Michigan REALTORS® Announces New CEO

The Michigan REALTORS® announced today the departure of Chief Executive Officer Bill Martin, effective March 20, 2015. The association also announces the promotion of Robert Campau to the position of CEO, effective March 20, 2015. Martin has served the association as CEO since 2002. Campau joined the Michigan REALTORS® in 1994 and most recently served as the Chief Operating Officer.



Bill Martin

Martin, a former State Representative and Director of Corrections and Lottery, will be installed as the new CEO of the Florida REALTORS® on March 22, 2015.

"Michigan REALTORS® is extraordinarily grateful for the service of Bill Martin as our CEO. It is bittersweet to lose his leadership but we look forward to the association's continued excellence under the direction of our new CEO, Rob Campau," said Michigan REALTORS® 2015 President Gene Szepeinski.



Rob Campau

Michigan REALTORS® is a trade association and advocacy comprised of residential, commercial, and industrial members, that protects the rights of private property owners while serving as the primary source for Michigan housing and real estate data. With over 24,500 members, the association is comprised of 42 local REALTOR® associations, which adhere to a strict code of ethics, established by the National Association of REALTORS®.

GKAR Board of Directors Approves 2015 Strategic Plan

Updated NAR Core Standards: Every local and state association of REALTORS® shall annually demonstrate compliance with the Core Standards program. The Core Standards themselves spell out what's required of local and state associations to maintain their charters.

In order to comply with the update requirements, [GKAR Board of Directors](#) approved the 2015 Strategic Plan at the January 30, 2015 meeting. Although GKAR has always been an organization that prides itself on the services and value to its members, there were some necessary changes in order to comply with the new NAR requirements. These were addressed in the [2015 GKAR Strategic Plan](#). We welcome you to review the plan, and please direct any questions to [Robin Pompey](#), CEO, thank you.

At A Glance

Events

February 19th

- [Wine Down](#)

February 21st

- [Bowl For Kids' Sake](#)

March 4th

- [Drive In to Lansing](#)

March 19th

- [Wine Down](#)

March 21st

- [Walking Home](#)

Classes

February 27th

- [Course 1600](#)

March 5th - 13th

- [Real Estate 101](#)

2015 Continuing Education Schedule

2015 Pre-Licensure Course Catalog

GKAR Events



Wine Down With GKAR in 2 Weeks!

February 19th at GKAR from 4:00pm - 6:00pm

FREE EVENT to attend for all GKAR Members. No RSVP required.

FREE wine, food, and prizes - [See Who'll Be There](#) | [RSVP on Facebook](#)

There is also a [Wine Down March 19th](#) with different Business Partners.

It's a Totally 80's, Totally Awesome, Bowl for Kids' Sake

GKAR Members, you have filled all 36 lanes with GKAR Teams to raise money for Big Brothers Big Sisters (BBBS); amazing job! Remember, each bowler needs to collect a minimum of \$50. Teams can cut down on day of registration hassle by turning their money in at the Wine Down at GKAR on February 19th. BBBS will have a tabletop present at the event. You can also turn your money in at the bowling event on February 21st at PINZ from 11:15am - 1:30pm. Finally, the theme is Totally 80's so get out your side ponytails and neon colors. It's going to be totally awesome!

Meet at GKAR to Drive In to Lansing - March 4th

Be part of Michigan REALTORS® historic 2015 centennial celebration.

Start with this [Drive In to Lansing](#); tour the Capitol, see legislative panel discussions, and pay tribute to MR 2014 President Carol Griffith.

To carpool, RSVP with ErinN@gkar.com.



Upcoming Classes

Seller Representative Specialist® (SRS) Designation

March 23th & 24th at GKAR from 8:00am - 5:00pm

Instructor: [Monica Neubauer](#)

Investment: \$295 for GKAR Members | \$325 for Non-Members

Breakfast, lunch, and materials provided

[Register Now To Get Your SRS Designation!](#)

[Learn More About Earning the SRS Designation](#)

Course 1600 Continuing Education

February 27th at GKAR from 8:00am - 1:45pm

6 hours of continuing education credit with 2015 legal update

Instructor: Jack Miedema

Investment: \$55 GKAR Members | \$65 Non-Members

Breakfast, lunch, and materials provided

[Register Now](#)

Real Estate 101 Pre-licensing

March 5th, 6th, 11th, 12th, & 13th at GKAR from 8:00am - 5:00pm

Investment: \$255

Course materials provided

[Get More Information](#)

At A Glance

Classes & Events

March 17th, 18th & 19th

- New Member Orientation

Housing Reports

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

Professional Standards

- NEW: [2015 Code of Ethics and Standards of Practice](#)
- [2014 Summary of GKAR Professional Standards Cases](#)

Membership News



Welcome New REALTOR® Members

Emily Anglin - Berkshire Hathaway HomeServices MI (Richland)
Janeen Bertolina - Berkshire Hathaway HomeServices MI (Oakland)
Ashley Boze - Boris, REALTORS®
Jennifer Camacho - Berkshire Hathaway HomeServices MI (Stadium)
Rachel Cunningham - Berkshire Hathaway HomeServices MI (Richland)
Heidi Curtis - Berkshire Hathaway HomeServices MI (Oakland)
Maureen Daniel - Callander Commercial
Steven Gerike - Lakes & Country Real Estate
John Leinaar - RE/MAX Advantage
Keshia McDaniel - Berkshire Hathaway HomeServices MI (Stadium)
Justin Moorehead - Keller Williams Kalamazoo
Jodie Perry - Boris, REALTORS®
Sarah Ramsey - Berkshire Hathaway HomeServices MI (Stadium)
Katherine Roberts - Berkshire Hathaway HomeServices MI (Oakland)
Deborah Schelhas - Jaqua, REALTORS® (Milham)
Gary Swartz - Berkshire Hathaway HomeServices MI (Stadium)
Alin Timicer - Berkshire Hathaway HomeServices MI (Oakland)

Welcome New Business Partner Offices

Advanced Building Inspections | Don Knowles
269-598-8084 | www.Advanced-Building-Inspections.com | Kalamazoo, MI
Ayers Basement Systems | Cathy Burke
517-488-3609 | www.ayersbasementsystems.com | Lansing, MI
Primary Residential Mortgage, Inc | Beth Grochowski
269-321-3332 | www.PrimaryResidentialMortgage.com | Portage, MI

Welcome New Business Partner Smart Card User

Advanced Building Inspections | Don Knowles
269-598-8084 | www.Advanced-Building-Inspections.com | Kalamazoo, MI

Retiring - REALTORS®

Anne Summerfield - A L Summerfield & Associates

Transfers - REALTORS®

Peggy Napier - Community Relocation, REALTORS® to
Berkshire Hathaway HomeServices MI (Oakland)
Nova Schiavone - Time Line, REALTORS® to
United Country Lake to Lake Realty
Jenni Hoeksema - Time Line, REALTORS® to
United Country Lake to Lake Realty
Jay Linebaugh - Jaqua, REALTORS® (Drake) to
Jaqua, REALTORS® (Milham)
Karen Wellman - Berkshire Hathaway HomeServices MI (Oakland) to
Berkshire Hathaway HomeServices MI (Stadium)

Drops

When using the [SentriSmart™](#) app to generate Access Codes to open key compartments, please be aware an automatic notification is sent to the Listing Agent, informing them that you are accessing their Listing. Access Codes should only be used when you have permission to access a listed property.



MLS Training Available at GKAR

Customization - February 17th 2:00pm-3:30pm in the Classroom

- My views
- My saved sorts
- My map overlays

Searching (hands-on) - February 20th 2:00pm-4:00pm in the Classroom

- Saving search criteria
- The hotsheet
- Sorting listings in your search results

Contacts (hands-on) - February 26th 2:00pm-4:00pm in the Classroom

- Setting up a contact
- Creating groups
- Setting up automated emails to contacts

Class sizes are limited. Reservations are required. To reserve a seat call (269) 382-1985 or email your reservation request to ChristyP@gkar.com

Get Educated!

Education Committee Hard at Work - Top O' The Mornin' Huge Success

If you were able to join us January 22nd, you know what a great presentation Advanced Property Tax Services provided! The Education Committee is eager to bring you more relevant topics to enhance your business today and they always appreciate hearing from the Membership. What topics could you benefit from?

Please submit your ideas to DeAnnaP@gkar.com.

Peak Performance

10 Communication Habits to Enhance Your Effectiveness and Keep You Out of Hot Water

The list is both entertaining and highly educational.
Brought to you by GKAR's Risk Management Committee.