

Bearings

a newsletter for GKAR MEMBERS

January 2015



At A Glance

Committee Meetings

January 5th

- [Governmental Affairs](#)

January 8th

- [Broker Exchange Forum](#)

January 9th

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

January 13th

- [MLS/Technology](#)

January 30th

- [Board of Directors](#)

GKAR News

Introducing the 2015 GKAR Board of Directors

Officers: Greg Miller, President; Natalie Rowe, President-Elect; Suzzette Deaux, Treasurer and nine Directors-At-Large.

[View Your 2015 Board of Directors](#)

GKAR Members Selected to Serve the State Association

“Out of 24,000+ members - these REALTORS® were selected to serve [on the following committees]. The knowledge and experience gained at the local level is invaluable and propels these individuals to get involved for the betterment of the entire real estate industry. We thank you for your involvement in helping to bring them to this point,” Gene Szpeinski, 2015 President Michigan REALTORS®

Roderick O'Brien	MARST Trustees
David Maturen	Midwest AMG Board of Directors
Daniel Jaqua	RPAC

Welcome New GKAR Staff

We are excited to welcome Courtney Dooley, our new Administrative Assistant. Please stop by to introduce yourself on your next visit to GKAR.

Membership Voted to Change the GKAR Bylaws

- The Commercial Committee will be restructured to become a Forum of which they can meet regularly
- The Equal Opportunity Committee will be restructured to become a subcommittee of the Education Committee

[View Updated GKAR Bylaws](#)

Get Involved - Be a GKAR Committee Member

GKAR Committees are the lifeblood of the Association, serving and executing the Board of Directors' vision for the Association, in alignment with the Bylaws, Strategic Plan, and National Association of REALTORS® Core Standards.

[Download an Application](#)

CEO Robin Pompey | Editor Paula Novess | Managing Editor Angela McMillan

At A Glance

Events

January 22nd

- [Property Tax Appeals Top O' The Mornin'](#)

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

January 8th - 16th

- [Real Estate 101](#)

February 5th - 13th

- [Real Estate 101](#)

February 27th

- [Course 1600](#)

[2015 Continuing Education Schedule](#)

[2015 Pre-Licensure Course Catalog](#)

GKAR Events

You're Invited!

Property Tax Appeals - What You Need to Know

Join us at GKAR on January 22nd, 2015 for this insightful Top O' The Mornin' program on the property tax appeal process. All are welcome, no cost to attend. Presenter Alan Jeffries will also be speaking to how assessed values are calculated and why they should be questioned by a real estate agent. Catered breakfast from Rykse's starts at 8:30am and the program starts at 9:00am. [Send Your RSVP Now](#)

It's Time for the GKAR Wine Down Again!

February 19th and March 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](#)
Business Partners - there is still time to participate! [Wine Down Form](#)

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

GKAR is raising money for Big Brothers Big Sisters and we need your help! Form a bowling team (up to 6 people), register your team by filling out the form below, collect a minimum of \$50 per person (or \$300 per team), and turn your money in at the Wine Down at GKAR on February 19th or at the bowling event on February 21st at PINZ from 11:30am - 1:30pm.



Upcoming Classes

SRS is Coming - Register Now!

Kick off the New Year with a new Designation. March 23rd and 24th, 2015 you can earn your Seller Representative Specialist Designation - this is the premier credential in seller representation. This 2-day SRS Designation Course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.

Monica Neubauer, a Nashville, Tennessee REALTOR®, is the instructor. "Real estate is an industry where qualified agents need to know how to create the business, manage the business, negotiate the deal, provide outstanding customer service, solve big problems, and be cheerful during the whole process. The learning never stops."

[Register Here To Get Your 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
Contact: DeAnna Phillips (269) 382-1597, press 3 or DeAnnaP@gkar.com
Cost: \$55 GKAR Members

At A Glance

Classes & Events

January 20th, 21st & 22nd

- [New Member Orientation](#)

Housing Reports

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

Peak Performance

- Now on Page 4!

Professional Standards

ETHICS: Handling Multiple Offer Situations - Seller's Agent or Buyer's Agent - Think you understand what is required by the Code of Ethics when it comes to Multiple Offers? [Find Out...](#)

Membership News



Drops - REALTORS®

Max Wardlaw - Keller Williams Kalamazoo
Kyle Boyer - Keller Williams Kalamazoo
Jennifer Hopwood - Century 21 Advanced Realty

Transfers - REALTORS®

Frank Barber - Keller Williams Kalamazoo to Network Team Homes Realty
Candace Hatfield - Keller Williams Kalamazoo to
Century 21 Advanced Realty
Darcy Harmsen - Berkshire Hathaway HomeServices MI (Oakland) to
United Country Lake to Lake Realty
Susan Gottlieb - Bellabay Realty to Time Line REALTORS®
Vickie Ritchie - Berkshire Hathaway HomeServices MI (Stadium) to
Berkshire Hathaway HomeServices MI (Plainwell)

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.

Print Your Con Ed Record From LARA

As you all are aware (or should be) Michigan REALTORS® 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 through 2014.

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

Keybox Corner

GKAR members will receive another year's subscription to the [SentriSmart™](#) app as a free Member Benefit in 2015. Download the app now and start enjoying the convenience of showing property using the app.

MLS News



Recap of MLS Policy Changes in 2014

- Mobile home listings on leased land prohibited from the MLS system
- Lock Box System Policy & Procedures regarding the use of access codes and allotment of lockboxes per office
- New Construction listings can be described in better detail with new fields added, while limitation of required building permit lifted
- Auction listings added to the MLS system
- Text numbers and URL's prohibited in the Marketing Remarks field

The complete MLS Policy is located in the [GKAR Policy Manual](#).

MLS Training in January at GKAR

Customization - January 26th 2:00pm - 3:30pm in the Classroom

Searching (hands-on) - January 28th 2:00pm - 4:00pm in the Classroom

Contacts (hands-on) - January 30th 9:00am - 11:00am in the Classroom

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

Get Educated!



What Should We Learn In 2015?

What do you want to learn - what designations would you like to see your Association offer in 2015? Let us know by contacting DeAnnaP@gkar.com.

What is important to you, is important to us!

[View Full List of Designations GKAR Can Offer](#)

Peak Performance

New & Revised GKAR Forms Coming Soon to zipForm®

- NEW Investigations Addendum to the Authorized Buy & Sell Agreement
- GKAR Land Contract Addendum to the Authorized Buy & Sell Agreement
- REVISED Single Agency Listing Agreement
- Single Agency (Seller Only)
- Addendum to the Buy & Sell Agreement
- Listing Cancellation
- Buyer Agency Addendum to the Authorized Buy & Sell Agreement (Dual Agency Office Policy)
- Buyer Agency Addendum to the Authorized Buy & Sell Agreement (Designated Agency Office Policy)
- Buyer Agency Addendum to the Authorized Buy & Sell Agreement (Single Agency Office Policy)