

Bearings

a newsletter for GKAR MEMBERS

October 2015



At A Glance

Committee Meetings

October 1st

- [Broker Exchange Forum](#)

October 2nd

- [Education](#)

October 5th

- [Governmental Affairs](#)

October 9th

- [Risk Management](#)

October 13th

- [MLS/Technology](#)

October 23rd

- [Board of Directors](#)

CEO Robin Pompey
Editor Angela McMillan

GKAR News

Announcing Your 2015 GKAR Elections Results

Thank you to all of the candidates who participated in this year's election for the 2016 GKAR Board of Directors and thank you to all of the members who voted in the election. Per the Election Committee, you have elected:



Alan Jeffries
2016 President-Elect



Linda Hazelhoff
Director-at-Large



Cheri Schulz
Director-at-Large



Paul Valentin
Director-at-Large

GKAR Office - 2015 RPAC Participation Competition Update

Check out your new leaders for the 2015 RPAC Participation Competition. Congratulations to the six offices who have 70% or more participation: Boris, REALTORS® at 100% and Evenboer-Walton, REALTORS® at 72% in the large office category; MI Real Estate Services at 72% and Cornell & Associates at 70% in the medium office category; and Carlson, REALTORS® & Development at 83% and Zuiderveen, REALTORS® at 80% in the small office category. The winning office, in each category, will be presented with an award at the GKAR Installation and Holiday Luncheon on December 10th, 2015. All contributions must be received by November 25th, 2015. [View the Office Participation Report](#)

Nominate a GKAR Representative Manager to MichRIC

Every two years the Board of Directors elects a representative manager to MichRIC to serve alongside your CEO at the monthly MichRIC managers meetings to promote the best interests of GKAR within MichRIC (per policy). You can nominate a candidate to serve as representative manager to MichRIC. To do so, please [complete this form](#) and return it to Robin Pompey by October 16th, 2015.

Announcing GKAR Local Candidate Endorsements & Support

Working in conjunction with the Association's Governmental Affairs Committee, the Board of Directors recently passed an official motion to endorse the following candidates: Bobby Hopewell for Mayor of Kalamazoo; David Anderson, Leona Carter, Donald Cooney, Grant Fletcher, Matt Milcarek, Shannon Sykes, and Reed Youngs for Kalamazoo City Commission; Peter Strazdas for Mayor of Portage; Jeffrey Bright and Richard Ford for Portage City Council.

At A Glance

Events

October 9th

- [Flu Shots](#)

October 17th

- [Day of Service for Veterans](#)

October 22nd

- [Blood Drive](#)
- [Fall 4:01](#)

October 29th

- [Matt Paxton, Hoarding Expert](#)

November 19th

- [Top O' the Mornin'](#)

December 1st

- [Lawrence Yun, NAR & Tony Rubleski](#)

December 2nd

- Winter Bus Trip to Chicago

December 10th

- [Installation & State of Association](#)

Classes

October 30th

- [Course 1600](#)

November 4th

- [NAR Ethics Training](#)

December 16th

- [Course 1600](#)

GKAR Events



Flu Shots at GKAR, October 9th, 2015

Borgess Nurses will be at GKAR to administer flu shots from 8:00 am - 9:30 am. Cost is \$29. No appointment necessary.

Blood Drive at GKAR, October 22nd, 2015, 11:00 am - 4:45 pm

Register at RedCrossBlood.org and use code: kzoorealtors

Fall 4:01 at Food Dance, October 22nd, 2015

Business is so much easier when you know the parties involved. Come meet your fellow real estate professionals, and enjoy hors d'oeuvres and drinks at this fun fall event for GKAR REALTORS® and business partners! [Download Event Flyer](#)

Matt Paxton, Hoarding Expert, LIVE at GKAR, October 29th, 2015

Come see Matt Paxton share his personal experience from 10+ years of working with hoarders and gain an understanding of how to communicate with hoarders. This event is open to the public and free to attend. [RSVP Now](#)

Top O' the Mornin', November 19th, 2015

Goal Setting, Financial Planning & Tax Preparation

Join us at GKAR from 9:00 am - 10:30 am for this dynamic program, aimed at making your 2016 a success! Hot breakfast will be provided, starting at 8:30 am, and there is no cost to attend. This program is coordinated by the Education Committee as a member benefit. [RSVP Now](#)



Upcoming Classes

Blast Off Educational Conference Registration is Full

Course 1600 - 6 hour CE Course with 2015 Legal Update

October 30th, 2015 at GKAR from 8:00 am - 1:45 pm

Instructor: Jack Miedema

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

Breakfast, lunch, and materials included

[Register Now](#) | [Learn More About the Class](#)

NAR Required Ethics for Course Cycle 2013 - 2016

November 4th, 2015 at GKAR from 1:00 pm - 4:00 pm

3 CE credits also available. See page 3 for more information.

Course 1600 - 6 hour CE Course with 2015 Legal Update

December 16th, 2015 at GKAR from 9:00 am - 3:30 pm

Instructor: Jack Waller

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

Breakfast, lunch, and materials included

[Register Now](#) | [Learn More About the Topics Covered](#)

At A Glance

Classes & Events

- [October Birthday Calendar](#)
- [New Member Orientation](#)
Nov. 18th, 19th & 20th

Housing Reports

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

Professional Standards

- [NAR Required Ethics Training November 4th, 2015 at GKAR](#)
All REALTORS® are required to complete one NAR ethics training every four years. GKAR offers one training each year as a complimentary member benefit. You may also take the training online.

If you became a member during the current cycle, 2013 - 2016, your three-day orientation included the ethics training, which means you have met the NAR requirement for this cycle.

Not sure if you have completed ethics training? [View this roster of members who still need to complete ethics training for the 2013 - 2016 cycle.](#)

Questions?

Call Samantha O'Brien at (269) 382-1597, press 5 or email at SamanthaO@gkar.com.

[Register to Attend](#)

Membership News



Welcome New REALTOR® Members

Mary Baker - Berkshire Hathaway HomeServices MI (Oakland)
Elizabeth Beischer - Keller Williams Tower Road
Dakota Berghuis - Michigan 1st Realty
Kristin Browning - Jaqua, REALTORS® (Milham)
Mindy Burch - Michigan Real Estate Services
Terri Conti - Berkshire Hathaway HomeServices MI (Allegan)
Philip Copeland - Jaqua, REALTORS® (Drake)
Gail Cummins - RE/MAX Advantage
Melissa Dahlinger - Berkshire Hathaway HomeServices MI (Stadium)
Thomas DeWard - Jaqua, REALTORS® (Drake)
David Followell - Michigan Real Estate Services
Nakisha Gilliam - Jaqua, REALTORS® (Drake)
Stephanie Goldsberry - Keller Williams Kalamazoo
Andrew Gyorkos - Midwest Realty Group
Stephan Haas - Michigan Real Estate Services
Marissa Harrington - Keller Williams Kalamazoo
Norene Lind - Keller Williams Kalamazoo
Brett Long - Century 21 Advanced Realty
James Maceroni - Keller Williams Kalamazoo
Brett Pickell - Berkshire Hathaway HomeServices MI (Richland)
Phillip Reed - American Professional Homes
Shana Spandary - Jaqua, REALTORS® (Drake)
Mary Vanstrein - Jaqua, REALTORS® (Milham)
Brendon Zabavski - RE/MAX Advantage

Welcome New REALTOR® MLS Only Member

Kelly Cree - Callander Commercial

Transfers - REALTORS®

Mary Baker - Keller Williams Kalamazoo to
Berkshire Hathaway HomeServices MI (Oakland)
Dennis Bowersox - New Path Homes to Keller Williams Kalamazoo
Anna Herron - Berkshire Hathaway HomeServices MI (Oakland) to
Berkshire Hathaway HomeServices MI (Richland)
Sarah Ramsey - Berkshire Hathaway HomeServices MI to
Keller Williams Kalamazoo

[Drops - REALTORS® & REALTOR® Office](#)

Change of REALTOR® Office Name

Schulz Realty, Inc. is now Berkshire Hathaway HomeServices MI

Now Accepting Nominations for 2016 REALTOR® of the Year

Nominate a fellow REALTOR® for their professional and community contributions (self-nominations allowed). Nominees should exemplify a positive image within the real estate community as well as the public. Nominations are due to Erin Nadrasik by 4:30 pm on Thursday, October 15th, 2015.

[Download a Nomination Form](#)

Keybox Corner

Attention Apple Users:

October 1st, 2015 SentiLock will no longer support apple devices using iOS 6.

After October 1st, 2015 if your apple device is using iOS 6, you will no longer be able to use the SentiSmart app to access your Lockboxes.

To check your iOS go to:

- 1) Settings
- 2) General
- 3) Software Update

The iOS version will display on your Software Update screen along with an option to update if there is an update available.

Please contact

support@sentrilock.com

or call (877) 736-8745

with any questions.

MLS News

MLS Training Available at GKAR



[Customizations](#) - October 6th, 2015, 9:00 am - 10:30 am in the Classroom

- My views
- My saved sorts
- My quick searches
- My map overlays

[Searches](#) - October 20th, 2015, 9:00 am - 10:30 am in the Classroom

- Create listing collections
- Change the display of listings on your screen
- Save search criteria
- Generate the hotsheet

[Contacts](#) - October 27th, 2015, 2:00 pm - 3:30 pm in the Classroom

- Attach a search to a contact
- Set-up automatic emails to a contact
- Turn on portals for contacts
- Print address labels

Class sizes are limited. Reservations are required. Call (269) 382-1985.

GKAR Forms are for REALTORS® Only

Our forms are written by members and copyrighted for the exclusive use of REALTORS®. You are permitted as a REALTOR® to use GKAR forms in your transactions with your clients but should never supply a blank form to a member of the public. All of our forms are available to other REALTOR® members within MichRIC through their zipForm account and can be used by members within MichRIC for the ease of conducting transactions with you, GKAR members.

Peak Performance

8 Personal Property Trip-ups to Avoid in Your Transactions

Last month, we discussed what personal property you need to include in the Buy & Sell Agreement. This month we are discussing eight trip-ups to avoid when it comes to personal property in your real estate transactions.

1. Buying/Selling Agent assuming too much
2. Selling/Listing Agent assuming too much
3. Relying too much on logic
4. Relying too much on MLS listing printout
5. Forgetting that “everything is negotiable”
6. Being bashful about specificity or redundancy
7. Including too much personal property when lender does not allow it
8. Forgetting to use a “Bill of Sale”

[Download our Helpful Guide](#)

[Read Last Month's Guide: Including Personal Property in the Buy & Sell Agreement](#)

Brought to you by the Risk Management Committee