

Bearings

a newsletter for GKAR MEMBERS
September 2015



At A Glance

Committee Meetings

September 3rd

- [Broker Exchange Forum](#)

September 11th

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

September 15th

- [MLS/Technology](#)

September 25th

- [Board of Directors](#)



GKAR News

REALTOR® Annual Dues Reminder

Your 2016 Annual Dues billing statement was mailed to you on August 10th, 2015 and is due to GKAR by 5:00 pm on Thursday, September 10th, 2015. After the due date, there will be a \$25 late fee assessed to unpaid invoices. There was no increase in GKAR, Michigan REALTORS®, or NAR Annual Dues. If you have any questions, please contact Heather Brown at (269) 382-1597, press 4 or HeatherB@gkar.com.

GKAR Office - RPAC Participation Competition Update

Check out the new leaders for the 2015 RPAC Participation Competition. Congratulations to Boris, REALTORS® on bring the first office to reach 100% in the large office category! There are three categories based on the number of REALTORS® per office. The small office category is five or more REALTORS®; medium office is nine or more REALTORS®; and large office is fourteen or more REALTORS®. A minimum contribution is \$15 per member, and 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](#)

Thank You Ray Becker

Ray and Priscilla Becker visited GKAR to drop off some historical issues of the *Bearings*, dated from May 1971 through November 1984. We appreciate not only Ray's many years of service to GKAR, but also the addition of these wonderful archives providing an opportunity to step back in time. Stop by GKAR for a look!

2015 GKAR Elections

The Annual GKAR Election will be held online beginning 12:01 am, Tuesday, September 22nd, 2015 through 5:00 pm, Thursday, September 24th, 2015. There will be no election meeting this year. For the list of candidates on the GKAR Election Ballot, [view the Nominating Committee Report](#).

To nominate an additional REALTOR® for the GKAR Election Ballot, complete the [Nominating Petition Form](#) and return it to GKAR by 4:00 pm, Tuesday, September 8th, 2015.

The final ballot will be distributed along with the Official Notice of the Election on or before Tuesday, September 15th, 2015 via email.

At A Glance

Events

September 14th

- [GKAR Golf Outing](#)

BBQ Lunch Sponsored By:



September 24th

- [Top O' The Mornin' - REALTOR® Safety](#)

October 17th

- [Day of Service for Veterans](#)

October 22nd

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

Classes

October 15

- [Blast Off](#)

October 30

- [Course 1600](#)

GKAR Events



Top O' The Mornin' - REALTOR® Safety

Join us September 24th, 2015 at GKAR from 9:00 am - 10:30 am for hot breakfast and the latest in REALTOR® safety! This program is coordinated by the GKAR Education Committee and brought to you as a benefit.

[RSVP Now](#)

Volunteer to Help GKAR Help 11 Local Veterans [A Day of Service for Veterans](#)

Who We're Serving: 11 veterans in the greater Kalamazoo area

Who Can Serve: Any GKAR Member or non-member

What: GKAR's [Community Relations Committee](#) is coordinating a volunteer Day of Service to do home repairs and maintenance for veterans in the greater Kalamazoo area at no cost to the veteran

When: Saturday, October 17th, 2015 from 8:00 am - 12:00 pm

Why: We Are Michigan REALTORS® Who Care

How: [Download Volunteer Form](#)

Save-the-Date - Blood Drive at GKAR, October 22nd, 2015

Save-the-Date - Fall 4:01 at Food Dance, October 22nd, 2015

Upcoming Classes



Blast Off Educational Conference

6 hours of CE Available with 2014 & 2015 Legal Update

October 15th, 2015 at GKAR from 8:15 am - 3:20 pm

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

Breakfast, lunch, and materials included with tuition.

[Register Now](#) | [Learn More About the Instructors and Classes](#)

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

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

NAR Required Ethics for Course Cycle 2013 - 2016 Registration Now Open

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

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

At A Glance

Classes & Events

- [September Birthday Calendar](#)
- [New Member Orientation](#)
Sept. 23rd, 24th and 25th

Housing Reports

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

Professional Standards

- [NAR Required Ethics Training November 4th at GKAR](#)
All REALTORS® are required to complete one NAR ethics training every four years. GKAR offers one training every 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

Michele Brown - RE/MAX Advantage
Jason Hallack - RE/MAX Advantage
Chad Ream - RE/MAX Advantage
Josh Ritchie - Kalvan Realty

Welcome New REALTOR® Office

Century 21 Affiliated - Dana Slocum

Transfers - REALTORS®

Mary Baker - Keller Williams Kalamazoo to
Berkshire Hathaway HomeServices MI (Oakland)
Shannon Cooper - Keller Williams Kalamazoo to ERA Network Real Estate L.L.C.
Catherine DiBiaggio - Berkshire Hathaway HomeServices MI (Oakland) to
Berkshire Hathaway HomeServices MI (Stadium)
Mike McGrath - Berkshire Hathaway HomeServices MI to
Keller Williams Kalamazoo

Drops - REALTORS®

Janine Lenderink - Berkshire Hathaway HomeServices MI
Cinda Gabriel-Ojo - Berkshire Hathaway HomeServices MI
Raymond Gabriel-Ojo - Berkshire Hathaway HomeServices MI
Vicki Kokales-Phillips - Berkshire Hathaway HomeServices MI
Thomas J. Miller - Berkshire Hathaway HomeServices MI
Robin Usselman - Cornell & Associates

Drops - REALTOR® Office

Jaqua, REALTORS® (Otsego Office) - Dan Jaqua

Retiring - REALTORS®

Douglas Sipsma - Berkshire Hathaway HomeServices MI

Keybox Corner

Make sure your SentiLock card utility software is up-to-date. The current version is 4.0.013. Older versions will no longer work after August 31st, 2015. The upgrade is available at SentiLock.com/files/. Please contact SentiLock support at (877) 736-8745 with any questions.

MLS News

MLS Training Available at GKAR

Customizations - September 22nd, 2015, 9:00 am - 10:30 am in the Classroom
zipForms - September 30th, 2015, 2:00 pm - 3:30 pm in the Classroom
Class sizes are limited. Reservations are required. Call (269) 382-1985.



Why Showing Instructions Matter

Always follow the showing instructions on the listing in the MLS. If the showing instructions request a call to the listing agent (or team member) to schedule a showing, be respectful of the request and do not email or text the request. Some agents do not monitor their email or texts, or have access to email or texts; they do however, monitor their incoming calls and voicemails. You are more likely to get a faster response by following the showing instructions provided by the listing agent.

Did you miss the REALTOR® Property Resource (RPR) Webinar?

Take advantage of your new GKAR Member benefit and start using RPR. If you missed the RPR Basics: Tools for Building Your Business webinar on August 11th, 2015, a recorded version is available so you can watch it at your convenience.

[Watch the RPR Webinar](#)

Peak Performance

Including Personal Property in the Buy & Sell Agreement

Do I have to include the range and fridge in the Buy & Sell Agreement if they are already listed as included in the MLS printout? Doesn't the MLS information make the seller's intention clear enough? Will including personal property in the Buy & Sell cause problems with the lender or appraiser?

[Read the Answers in this Peak Performance Article](#)