

Bearings

a newsletter for GKAR MEMBERS
June 2016



At A Glance

Committee Meetings

June 2nd

- [Broker Exchange Forum](#)

June 3rd

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

June 6th

- [Governmental Affairs](#)

June 10th

- [Risk Management](#)

June 14th

- [MLS/Technology](#)

June 24th

- [Board of Directors](#)

GKAR News

Annual RPAC Picnic & Auction Fundraiser June 20th

The purpose of RPAC is clear: REALTORS® raise and spend money to elect candidates who understand and support their interests. The money to accomplish this comes from voluntary contributions made by members.

GKAR is consistently recognized as a leader in RPAC support and has received several awards for member participation and fundraising.

Please join us for our annual fundraiser, the [RPAC Picnic & Auction on Monday, June 20th, 2016](#) at GKAR. Enjoy an all-you-can-eat fellowship lunch while you bid at the silent auction! There is a suggested donation of \$15 at the door and all proceeds go directly to your REALTOR® Party. Winning auction bids will also count toward your 2016 RPAC donation.

[View GKAR's 2016 RPAC Donors](#)



GKAR Tours the State Capitol

In the interest of fostering good working relationships with local and State legislators, several GKAR Members headed to the State Capitol last week, sat in on legislative panel discussions, and met with our State legislators.



At A Glance

Events

June 7th

- [A&E's Matt Paxton](#)

June 20th

- [RPAC Picnic & Auction](#)

August 18th

- [GKAR Tigers Game Day](#)

August 29th

- [Annual Summer Golf Outing](#)

Courses

September 29th

- [Course 1700](#)

GKAR Events

[Matt Paxton Back by Popular Demand June 7th at GKAR](#)

Join us for an informational event about hoarding with Matt Paxton from A&E's Hoarders. Paxton will answer the most frequently asked questions he encounters as well as facilitate a Q&A with a panel of local experts about coping with hoarding.

See Boston Red Sox at Detroit Tigers August 18th

We are taking a charter bus to Comerica Park to see the Red Sox vs. the Tigers and we hope you will be with us. Tickets are \$85 per person and include your bus fare, tip for driver, game ticket, door prizes, and snacks. Members and non-Members are welcome to attend. [Download GKAR Game Day Ticket Order Form](#)

GKAR's Summer Golf Outing is Monday, August 29th at The Moors

Secure your team for the Annual Summer Golf Outing that has sold out the last six years! We are excited to be playing at The Moors Golf Club for this year's outing and look forward to seeing you at this annual Member event.

[Download Golf Outing Flyer](#)

[Download Golfer Sign-Up Form](#)

[Download Sponsorship Sign-Up Form](#)

Lunch Sponsored By



Day of Service for Veterans is Back and Taking Nominations!

Our goal is to assist veterans in our community, whether returning home with special requirements, or simply in need of home maintenance. Last year we served 11 local veterans and with your help hope to increase that number this year. We are now accepting nomination forms for veterans and volunteer forms from Members to serve our Veterans. [Day of Service is Saturday, October 22nd, 2016.](#)

[Download Event Flyer](#)

[Download Nomination Form](#)

[Download Volunteer Form](#)

Upcoming Courses



Earn Your Military Relocation Program (MRP) Certification this Fall

Learn about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. Learn how to provide the real estate services - at any stage in the service member's military career - that meet the needs of this niche market and win future referrals. [Visit the MRP website.](#)

Earn Your e-PRO[®] Certification this Fall

e-PRO[®] gives you a roadmap to build your business and serve the hyper-connected consumers of today and tomorrow. Learn about the changing market and how to connect with consumers, manage your online reputation, generate leads, and gain referrals. Day one is a live course and day two is completed online.

[Visit the e-PRO website.](#)

Classes & Events

- [June Birthday Calendar](#)
- [New Member Orientation July 20th, 21st, and 22nd](#)

Housing Reports

- [Cumulative Sales Report](#)
- [Sub Area Closed Residential Sales Report Jan - April 2015](#)
[Jan - April 2016](#)
- [Mortgage Rates](#)

Welcome New REALTOR® Members

Brenda Brenner - Boris, REALTORS®
Jared Chambers - CENTURY 21 C. Howard
Michelle Greve - Bellabay Realty
Raylene Logan - Cornell & Associates
Angelina Padilla - Jaqua, REALTORS®
Meghan Pawlawski - Keller Williams Kalamazoo
James Pence - No Problem Listing Company
Jessica Szatkowski - Keller Williams Kalamazoo
Vincent Villegas - Villegas Group
Daniel Wierckz - Keller Williams Kalamazoo

Welcome REALTOR® Member Reinstatement

Deziray Motton - Berkshire Hathaway HomeServices MI (Stadium)
Lisa Prince - Five Star Real Estate

Welcome New REALTOR® Office

Villegas Group - Vincent Villegas
Grand Rapids, MI | (616) 920-0290 | www.MIHomeHunter.com

Drops - REALTORS®

Victoria Clark - Jaqua, REALTORS® (Drake)
Todd Foster - Keller Williams Kalamazoo
Heather Jazayeri - Evenboer-Walton, REALTORS®
Margaret Roberts - Cornell & Associates
Angela Swegles - Jaqua, REALTORS® (Milham)

Drops - MLS Only Member

Raymond Kisor - Colliers International

Key Box Corner

Do you need an added layer of security for your sellers? Do you want to ensure there are no showings without an appointment?

A Call Before Showing code (CBS code) prevents Agents from accessing a Lockbox with their SentiCards and SentiSmart app until they call the Listing Agent to obtain the CBS code. The CBS code is an additional code Agents need to enter into the Lockbox before they can access the key compartment.

[Download Instructions for Turning on CBS Mode](#)

MLS News

Complimentary Member MLS Training at GKAR

[Contacts](#) - June 15th, 2016, 2:00 pm - 3:30 pm in the Classroom

[ShowingTime](#) - June 22nd, 2016, 2:00 pm - 3:00 pm in the Classroom

[zipForm & e-Signatures](#) - June 28th, 2016, 2:00 pm - 3:30 pm in the Classroom

Reservations are required. Call (269) 382-1985 or email ChristyP@gkar.com.

Get Answers ASAP - GKAR Support Ticket System

Who do you contact when you need to reserve a Supra Key, request a correction to a listing, ask an MLS question, submit a forms order, or submit an Office Exclusive Listing Agreement? Email your question or request to Support@gkar.com. When you send an email to Support@gkar.com multiple staff members are notified so the first available person can assist you by providing a prompt response.

You will receive responses via email so you can save the instructions or solutions to easily refer back to the information. GKAR instituted the ticket system during the flexmls conversion and is currently being used to efficiently expedite responses.

Additional Supra Keys Available for Check-out at GKAR

GKAR has leased additional Supra keys to accommodate the increase in showings in outlying areas. Please remember to call ahead or email Support@gkar.com to check on the availability of a Supra key. Supra keys can be reserved 24 hours in advance of pick-up.

Supra keys may be checked out for up to 2 business days. The timely return of Supra keys is essential to allowing time for recharging before they are checked out to the next member in need of one. There is no charge to use the Supra key, however a late fee will be issued for late returns.

For your convenience a drop box was installed earlier this year on the west side of the building so that Supra keys can be returned outside of GKAR's business hours.

New Sub Area Closed Residential Sales Report

GKAR has a new statistics report which breaks down residential sales for each K Area. Access the new Sub Area Closed Residential Sales Report in the Housing Report section on page 2 of the *Bearings*.

Peak Performance

[Writing Outside the Box - Finding Clear Sales Agreement Language](#)

Anytime you start creating new language for the Buy & Sell Agreement (when the boilerplate language just won't work) you are taking a risk. "Written in" contract language usually takes precedence over the boilerplate language and courts normally hold those that create the language responsible for the bad results of unclear language. So, be careful!

[Brought to you by GKAR's Risk Management Committee](#)

