

Bearings

a newsletter for GKAR MEMBERS
November 2016



At A Glance

Committee Meetings

November 3rd

- Broker Exchange Forum

November 4th

- [Community Relations](#)

November 8th

- [MLS/Technology](#)

November 11th

- [Risk Management](#)

November 18th

- [Board of Directors](#)

Not Meeting in November

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

GKAR News

2016 RPAC Office Participation Competition Update

Large Office Category:

RE/MAX Advantage* - 71.43%
Evenboer-Walton, REALTORS® - 53.57%
Jaqua, REALTORS® (Drake) - 50.85%

Small Office Category:

Source One Appraisal - 100%
MI Real Estate Services - 100%
Cornell & Associates* - 87.50%

Medium Office Category:

Jaqua, REALTORS® (Plainwell) - 54.55%
Berkshire Hathaway (Richland) - 45.45%
Berkshire Hathaway (Plainwell) - 33.33%
Carlson, REALTORS® - 33.33%

The top three in each category are listed.

[Download the complete Office Participation Report](#)

To win, your office must have the most Members who invest in RPAC. There are three categories based on the number of REALTORS® per office. The small office is five or more REALTORS®; medium office is nine or more REALTORS®; and large office is 14 or more REALTORS®. A minimum investment 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 2nd, 2016. All investments must be received by November 18th, 2016. Good luck!

**2015 Category Winner*

November Monthly User Fees Waived for REALTORS®

In honor of a successful year, the GKAR Board of Directors has made the decision to waive your monthly REALTOR® user fees for November 2016. This decision was made in accordance with GKAR's Strategic Plan to lower the Association's taxable income.

Congratulations to Courtney Steffler (Dooley)

Our former Administrative Assistant Courtney Steffler (Dooley) graduated from Western Michigan University with cum laude honors in Elementary Education this past April and married her high school sweetheart, Ryan Steffler in July. We are proud to report she has a job with Parchment Middle School where she is teaching sixth and eighth graders in the field of math. Courtney shared, "I feel so lucky to get a teaching job directly out of college, but I certainly miss working with the amazing staff at GKAR and interacting daily with incredible REALTORS® and Business Partners. My experience with the MREA gave me a little taste of the background work involved in teaching."

At A Glance

Events

December 2nd

- [Installation & State of the Association Holiday Lunch](#)
- [Red Carpet Event & Fundraiser](#)

December 7th

- [Winter Bus Trip to Chicago](#)

December 15th

- [Sounds of the Season](#)

[Day of Service for Veterans](#)

[Photo Gallery](#)

[Fall 4:01 Photo Gallery](#)

Courses

Nov. 3rd, 4th, 9th, 10th & 11th

- [RE101](#)

November 14th

- [MRP Certification](#)

December 9th

- [NAR Ethics Training](#)

GKAR Events

Installation & State of the Association Holiday Luncheon

Installation is a time for us to celebrate the holiday season together, honor the Members who work tirelessly to make GKAR one of Michigan's leading real estate associations, and to set the tone for the upcoming year through the installation of incoming leadership. Please join us for this annual event. [RSVPs are required; get the details now. Check out the guest list.](#)

Get Your Tickets for the Winter Bus Trip to Chicago

The annual winter bus trip to Chicago is Wednesday, December 7th, 2016. [Get your tickets now!](#) Enjoy a day in the city with family and/or friends; we provide the transportation.

Join us for the Sounds of the Season at GKAR

Celebrate the season through music, provided by your Education Committee on Thursday, December 15th, 2016 at GKAR. No RSVP required, but be sure to mark your calendar and we'll see you in December!

- 3:00 pm - 4:00 pm - Social Reception with Appetizers
- 4:00 pm - Morgan Bullock
- 4:30 pm - Maple Street Magnet School Choir
- 5:00 pm - Saxophone Quartet

Upcoming Courses



Military Relocation Professional (MRP) Certification Core Course November 14th, 2016

Instructor: Alan Jeffries

Time: 8:00 am - 5:00 pm

CE Credit: 6 hours

Tuition: \$169 Members | \$189 non-Members

[Learn more and/or register](#) | [Visit the MRP website.](#)

Real Estate Negotiation Expert (RENE) Certification

Coming to the MREA in the first quarter, is the Real Estate Negotiation Expert (RENE) Certification for real estate professionals who want to sharpen their negotiation skills. The RENE Certification gives REALTORS® the tips and tools they need to be skillful advocates for their clients. [Visit the RENE website.](#)

What You Gain

- Improve your negotiating skills
- Learn about behind-the-scenes issues and how to deal with them
- Learn how to handle a wide range of personalities and situations
- Learn to sort out the competing objectives of the parties involved in a transaction

At A Glance

Classes & Events

- [Nov. Birthday Calendar](#)
- New Member Orientation
[November 16th, 17th & 18th](#)

Housing Reports

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

Membership News

Welcome New REALTOR® Members

Nicholas Henry - Keller Williams Kalamazoo
Andrew Vergunst - Keller Williams Kalamazoo

Drops - REALTORS®

Bruce Arnsman - Betten Real Estate
Janeen Bertolina - Berkshire Hathaway HomeServices MI
Chanda Curtis - Keller Williams Kalamazoo
Shean Dearman - Berkshire Hathaway HomeServices MI
Ruth Dickie - Jaqua, REALTORS®
Daniel Ehler - RE/MAX Advantage
Beth Freeby - Berkshire Hathaway HomeServices MI
Brian Kuperis - Real Estate Firm
Patricia Miner - ERA Network Real Estate
Vickie Oxford - Berkshire Hathaway HomeServices MI
Joseph Selles - Michigan Real Estate Services
Brian Shorkey - Keller Williams Kalamazoo
Michelle Simons - Lakes & Country Real Estate
Chad VanHorn - Real Estate Firm
Jade VanHorn - Real Estate Firm
Jenny VanHorn - Real Estate Firm
Josiline VanHorn - Real Estate Firm

Transfers - REALTORS®

Rebecca Lonsbery - Advanced Realty
to Berkshire Hathaway HomeServices MI (Stadium)
Betty Luna - Advanced Realty to Sharp Realty, Inc
Meghan Pawlawski - Five Star Real Estate to CENTURY 21 Affiliated (Richland)
Julie Reisner - Network Team Homes Realty to Five Star Real Estate

Drops - REALTOR® Office

Real Estate Firm - Chad VanHorn

Drops - Business Partners

Tony Ely - 5/3 Bank
Casie Phillips - KALSEE Credit Union

Key Box Corner

New Features Available in the SentiSmart app

Start using the **Agent Safety** feature built into the SentiSmart app, which checks on your safety throughout a showing and sends an alert to an emergency contact of your choosing. [Click here for instructions on how to set up the Agent Safety feature.](#)

The **Message Center** feature allows you to see showing notifications, one-day codes, and important messages all in one convenient location within the app. Tap the Message Center icon at the bottom of the app to see your notifications.

The **No Key Found** feature allows you to alert the Listing Agent when you've opened the key compartment and the key is missing. Tap the Key Missing notification on your mobile device, then Notify Lockbox Owner and a notification will be sent to the Listing Agent.

MLS News

Complimentary Member MLS Training at GKAR

[Searching](#) - November 28th, 2016 from 2:00 pm - 4:00 pm in the Classroom

[Contacts](#) - November 30th, 2016 from 9:00 am - 10:30 am in the Classroom

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



Flexmls Consumer App Available for iPhones

If your clients are set up on a Client Portal, invite them to view their Client Portal through the new flexmls consumer app that will notify them with push notifications when new listings are available in their Client Portal.

[Watch/Listen to a 30 minute tutorial on the Consumer App.](#)



New Calendar View & Office Broadcast Notices Features in ShowingTime

ShowingTime's new Appointment calendar view allows agents, staff, and managers to see appointments at a glance. With multiple viewing options like a day, week, or month, it is easy to see the appointments and their statuses to plan your time effectively.

Administrative staff can now send out broadcast messages to their whole office in seconds. This one-way broadcast communication tool allows office administrators and staff to send messages to all members for any purpose, including emergencies, notifications, or other important updates. Members get messages via their preferred method, whether email, SMS (text), ShowingTime mobile app push notification, or a combination. [Get more details on these exciting new features.](#)

Peak Performance

[Real Estate Scams - Rental](#)

Scams have been around for ages and show no signs of going away anytime soon. There are several scams that impact the real estate industry and this Peak Performance article addresses a few that impact rentals.

Brought to you by the [Risk Management Committee](#).

Library of Peak Performance Articles Available on GKAR.com

[All Peak Performance articles can be found on GKAR.com.](#)

Go to GKAR.com > Member Central > [Tools & Resources](#)

Several articles have been converted to blog articles, which are searchable, allowing you to find what you're looking for, when you need it. Keep checking back as articles from the library are given a fresh look and improved readability.

[Check out the Peak Performance articles that have been converted to blog articles.](#)