

Bearings

a newsletter for GKAR MEMBERS

October 2016



At A Glance

Committee Meetings

October 6th

- Broker Exchange Forum

October 7th

- [Community Relations](#)

October 14th

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

October 18th

- [MLS/Technology](#)

October 28th

- [Board of Directors](#)

GKAR News

Local Candidate Endorsements for Upcoming Election

Working in conjunction with the Governmental Affairs Committee, the Board of Directors proudly announces that the following candidates have been endorsed: Representative in Congress Fred Upton; State Representatives Jon Hoadley, 60th District, Brandt Iden, 61st District, David Maturen, 63rd District, and Beth Griffin, 66th District; Kalamazoo County Clerk and Register of Deeds Timothy Snow; Kalamazoo County Treasurer Mary Balkema; Kalamazoo County Board of Commissioners Kevin Wordelman, 2nd District, Michael Seals, 4th District, Ron Kendall, 6th District, Roger Tuinier, 7th District, John Gisler, 8th District, Dale Shugars, 9th District, Jerry Whitaker, 10th District, and Scott McGraw, 11th District.

GKAR Election Results for the 2017 Board of Directors

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



Suzzette Deaux
2017 President-Elect



Shelly Pattison
2017-2018 Treasurer



Dennis Bronson
2017-2019 Director



Lisa Faber
2017-2019 Director



Jill Kingsbury
2017-2019 Director

2016 RPAC Office Participation Competition Update

Large Office Category:

RE/MAX Advantage* - 67.44%
Evenboer-Walton, REALTORS® - 51.72%
Jaqua, REALTORS® (Drake) - 49.15%

Medium Office Category:

Lakes & Country Real Estate - 55.56%
Berkshire Hathaway (Richland) - 45.45%
Jaqua, REALTORS® (Plainwell) - 45.45%

Small Office Category:

Source One Appraisal - 100%
Cornell & Associates* - 87.50%
Berkshire Hathaway (Mattawan) - 83.33%

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

At A Glance

Events

October 22nd

- [Day of Service for Veterans](#)

October 27th

- [Fall 4:01](#)

December 2nd

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

December 7th

- [Winter Bus Trip to Chicago](#)

Courses

October 6th, 7th, 12th, 13th & 14th

- [RE101](#)

October 17th, 18th & 19th

- [Broker Series Law 102](#)

October 19th

- [NAR Safety Course](#)

October 20th

- [Blast Off Educational Conference](#)

November 14th

- [MRP Certification](#)

December 9th

- [NAR Ethics Training](#)

GKAR Events

Community Relations Committee - Day of Service for Veterans

We are proud to announce we will be assisting 10 veterans in our community with their home maintenance needs. Stay tuned for the full report next month.

Fall 4:01 at Food Dance, October 27th, 2016

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! [Details & Parking Information](#)

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.](#)

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!](#)

Upcoming Courses



NAR Safety Course October 19th, 2016

Instructor: Rodney Stinson
Time: 10:00 am - 11:00 am
CE Credit: 1 hour
Tuition: \$10 Members | \$20 non-Members
[Learn more and/or register](#)

Blast Off Educational Conference October 20th, 2016

Multiple Instructors and Courses Offered
Time: 8:20 am - 3:20 pm
CE Credit: 6 hours
Tuition: \$55 Members | \$70 non-Members
[Learn more and/or register](#)

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.](#)

At A Glance

Classes & Events

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

Housing Reports

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

Membership News

Welcome New REALTOR® Members

Damien Cole - Carlson REALTORS® & Development
Sarah Doorlag - Doorlag Realty Company
Art Homer - Jaqua, REALTORS®
Andrea Jutzi - Keller Williams Kalamazoo
Kevin Kurr - CENTURY 21 Affiliated (Richland)
Pamela Roberts - Berkshire Hathaway HomeServices MI
Dennis Swarthout - Michigan 1st Realty
Nick Virgil - Advanced Realty
Courtney Werner - Keller Williams Kalamazoo

Welcome REALTOR® Member Reinstatement

Alex Cherney - Cherney Realty Advisors
Cory Dryer - Keller Williams Kalamazoo

REALTOR® Emeritus

Congratulations to Chuck Cherney, Cherney Realty Advisors L.L.C., who will achieve his 40-year REALTOR® Emeritus on October 22nd!

Drops - REALTORS®

Jody Bates - Advanced Realty
Catherine DiBiaggio - Berkshire Hathaway HomeServices MI
Michelle Greve - Bellabay Realty
Kelly Idema - Bellabay Realty
Luke Jeffries - Michigan Real Estate Services
Chris Khoury - Evenboer-Walton, REALTORS®
Nicole McInnis - Jaqua, REALTORS®
Julie Peterson - Berkshire Hathaway HomeServices MI
Katrina Schuur - Jaqua, REALTORS®
Ashley Whitney - Berkshire Hathaway HomeServices MI

Transfers - REALTORS®

Joe Goldsberry - CENTURY 21 Affiliated (Richland)
to CENTURY 21 Affiliated (Portage)
Stephanie Goldsberry - CENTURY 21 Affiliated (Richland)
to CENTURY 21 Affiliated (Portage)
Jason Hallack - RE/MAX Advantage to Keller Williams Kalamazoo
Darcy Harmsen - United Country Lake
to Lake Realty to Berkshire Hathaway HomeServices MI (Oakland)
Lisa Roellchen - Carlson REALTORS® & Development to Advanced Realty
Jessica Steele - Keller Williams Kalamazoo to Five Star Real Estate
Jessica Szatkowski - Keller Williams Kalamazoo to Five Star Real Estate
Ethan Vallance - Carlson REALTORS® & Development to CENTURY 21 Affiliated
Ken Ward - CENTURY 21 Affiliated (Richland)
to CENTURY 21 Affiliated (Portage)
Tessa Zettelmaier - Keller Williams Kalamazoo to Keller Williams Realty (BC)

Retiring - REALTORS®

Thomas Cretsinger - CENTURY 21 C. Howard

Drops - Business Partner Office

Delta Media - Jonathan Blood

Key Box Corner

Safety Feature in SentiSmart app Coming Soon!

At the end of October SentiLock will be releasing a new safety feature in their SentiSmart app.

When a REALTOR® opens a SentiLock lockbox at a property using the SentiSmart mobile app, a timer will begin. After a set time has passed, the app will ask the agent for a status update. If the agent fails to respond, a message is instantly sent to the agent's chosen emergency contact.

[Read the full article in the NAR REALTOR® Mag](#)

[Download the SentiSmart app now for FREE as a GKAR Member Benefit.](#)

MLS News

Complimentary Member MLS Training at GKAR

[ShowingTime](#) - October 24th, 2016 from 2:00 pm - 3:00 pm in the Classroom

[RPR](#) - October 25th, 2016 from 2:00 pm - 3:00 pm in the Classroom

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



Changes in Reciprocal Agreement Between MichRIC and Greater Lansing Association of REALTORS®

The Greater Lansing Association of REALTORS® (GLAR) has recently converted their MLS to FBS's flexmls system, the same vendor as MichRIC (formerly SWMRIC) uses. Now that GLAR members are using a flexmls system, MichRIC was able to enhance the Reciprocal Agreement with GLAR.

MichRIC and GLAR have signed a new Reciprocity Agreement which changes two things:

1. Includes reciprocal offers of compensation, whereas the previous Agreement only included login privileges to GLAR's MLS system for viewing listing information only
2. Allows GKAR Members to include GLAR members' listings in their search criteria in our flexmls system

You no longer need to login to GLAR's MLS system to search for property listed by their members. If you would like to include GLAR listings in your search criteria, use the **MLS of** field at the top of the criteria list to select MichRIC and GLAR in the Quick and Map search and the **Data Sharing** field in the Address and MLS# search.

If you have a Listing Agreement where the seller has specified within the contract that the property.

ShowingTime Survey Winner

Thank you to all the members that took time to respond to the ShowingTime survey which will help with budgeting for 2017 services. We'd like to congratulate Amie Proctor, Cornell & Associates, the winner of a \$25 Visa gift card.

Peak Performance

Library of Peak Performance Articles Available on GKAR.com

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

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.

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

Now Fillable in zipForm:

Seller Disclosure and Lead Based Paint Disclosure

The Seller Disclosure and Lead Based Paint Disclosure have been programmed so the forms are now fillable by your seller clients. Select the one or both disclosures for electronic signatures and your seller client will have the ability to check the boxes in the disclosure that apply and type answers into the lined section of the forms.