

Bearings

a newsletter for GKAR Members
August 2018



At A Glance

Committee Meetings

August 3rd

- [Professional Development](#)
- [Community Relations](#)

August 6th

- [Advocacy](#)

August 10th

- [Risk Management](#)

August 13th

- [Membership](#)

August 14th

- [MLS](#)

GKAR News

NAR Ethics vs. LARA Continuing Education Requirements Both Cycles End This Year - Be Ready!

Part of being a REALTOR® means maintaining professional credentials and training, therefore the National Association of REALTORS® requires completion of 2.5 hours of Ethics Training, every two years. The current Ethics Cycle is January 1st, 2017 - December 31st, 2018. If you still need your Ethics Training for this Cycle, you would have received an email from Heather Atteberry on July 25th, letting you know.

Additionally, the Department of Licensing and Regulatory Affairs (LARA) requires that you complete 18 hours of Continuing Education (CE) every three years, with specific annual requirements included in that 18. The current CE Cycle is January 1st, 2016 - October 31st, 2018. [Learn more about CE.](#)

RSVP Now for GKAR Capitol Day in Lansing

Take advantage of this exciting GKAR Member Reward; tour the Capitol, see legislative panel discussions, and meet the legislators who make decisions that impact your real estate business. To RSVP, email CallieR@gkar.com.

Event Details:

Tuesday, September 12th, 2018 | State Capitol, Lansing, MI

- Meet at GKAR if you would like to carpool or drive independently; we depart GKAR at 8:15 am and will return to GKAR by 4:00 pm.
- There is no cost to attend and lunch is included.

City of Kalamazoo Property Tax Announcement

As a result of the 2017 creation of the [Foundation for Excellence](#), the City of Kalamazoo Operating Millage was reduced by 38%. This decrease applies to all individuals and businesses that are subject to City property taxes, regardless of their income level, and is intended to be permanent. For more information, please contact the Kalamazoo City Manager's Office at (269) 337-8047.

Local Candidate Endorsements for Upcoming Election

Working in conjunction with the Advocacy Committee, the Board of Directors proudly announces that the following candidates have been endorsed:

Michigan House of Representatives

Jon Hoadley for 60th District; Brandt Iden for 61st District; David Maturen for 63rd District; Beth Griffin for 66th District; Mary Whiteford for 80th District

Michigan Senate

Margaret O'Brien for 20th District; Aric Nesbitt for 26th District

At A Glance

Programs

August 27th

- [Summer Golf Outing](#) - SOLD OUT

September 10th

- [Legislative Update Forum](#)

September 13th

- [Professional Development Committee Presents Series: REALTOR® Safety](#)

This revamped “Family Feud-style” program will cover vital topics regarding your safety and the latest safety technology. It’s not to be missed!

Courses

September 24th

- [2018 Continuing Education](#)

October 25th

- [2018 Continuing Education](#)

October 31st

- [2018 2-hour Legal Update](#)

November 12th & 13th

- [RENE Certification Course](#)

GKAR Programs



Professional Development Committee Presents Series Next Up: REALTOR® Safety

Join us Thursday, September 13th, for networking and a presentation on the importance of staying safe. Be sure you’re signed up for our [email updates](#) and [visit GKAR.com/calendar](#) for the most up-to-date details.

Nominate a Veteran for GKAR’s Thank You Day of Service

Our goal is to say thank you to veterans in our community for their sacrifice and service by providing a day of yard work and/or light home maintenance on Saturday, October 27th, 2018. The service is free for veterans to receive. We’re looking for nominations and volunteers. [Learn more...](#)

Real Estate Education



It’s Time to Renew Your License; Are You Ready?

It’s a renewal year, which means all Continuing Education requirements must be completed by October 31st, 2018.

IMPORTANT: A green postcard outlining the renewal process will be mailed out out by LARA. **License renewal will only be accepted online through the State of Michigan** - NO paper renewals will be accepted. When submitting your license renewal, be sure to use a laptop or desktop computer. The State also recommends that you use Internet Explorer as your internet browser for renewing. If you are ready to renew your license, visit LARA’s [Online License Renewal Service](#).

CONTINUING EDUCATION THREE YEAR CYCLE

November 1st, 2015 – October 31st, 2018
18 Credit Hours Total

Year One 2016	Year Two 2017	Year Three 2018
Credit Required 2 Legal Credit Hours + 4 Legal or General Credit Hours = 6 Credits	Credit Required 2 Legal Credit Hours + 4 Legal or General Credit Hours = 6 Credits	Credit Required 2 Legal Credit Hours + 4 Legal or General Credit Hours = 6 Credits

[View larger image.](#)

Now Taking RENE® Certification Registrations!

The Real Estate Negotiation Expert (RENE) Certification is designed to help you sharpen your real estate negotiation skills and elevate your game in an interactive setting. During this two-day course, you will examine all types of negotiation formats and methods so that you can play the game to win. [Sign up today.](#)

Dates: November 12th & 13th | **Instructor:** Deanna DuRussel

Tuition: \$390/Members; \$430/non-Members

Credit: Day one & two for RENE® Certification; 14 hours of Con Ed

Membership News

At A Glance

- [August Member Birthday Calendar](#)

Housing Reports

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
[June 2018](#)
[June 2017](#)

Sales Report

Kalamazoo-Area Real Estate



Mark Your Calendars - GKAR Dues Will be Sent August 10th

For REALTORS®, your annual GKAR dues statement will be emailed and mailed to your preferred address on file, on August 10th. We are excited to announce in addition to paying by check or credit card, you may pay your dues online if you want to. You should have received an email from Angela McMillan on July 23rd, with details and your specific Member Login information.

Congratulations to Gary Slagter, Source One Appraisal, who has been a member of GKAR for 25 years.

Drops - REALTORS®

Bonnie Fleckenstein - Home Marketing Systems

Jeff Harper - Five Star Real Estate

Rebekah Whitcomb - Berkshire Hathaway HomeServices MI

Transfers - REALTORS®

Nicole Conroy - Five Star Real Estate to Lakes & Country Real Estate, Inc

Jeremy Ryan - Five Star Real Estate to Keller Williams Kalamazoo

Change of REALTOR® Office Name

Michigan Lifestyle Properties / Lake to Lake Realty is now

Michigan Lifestyle Properties / Gull Lake Realty

Change of Business Partner Office Information

Sun Title Agency, LLC - Contact Denise Nowak

925 S. Burdick St., Kalamazoo, MI 49001

(269) 888-1100

Key Box Corner

Need to Know

SentriConnect is a smartphone app that provides non-SentriCard users a way to access the key compartment of a Bluetooth lockbox. This option is ideal for users for whom entering a box and generating one-day codes becomes tedious.

Steps a Listing Agent Will Use to Grant Access to an Existing SentriConnect User:

1. Log into the SentriSmart App on your smartphone
2. Go to the **Lockbox Tools** tab and search for the listing address/lockbox serial # for which you would like to grant access
3. Tap on the listing address/lockbox serial number
4. Tap on the **Grant SentriConnect Access** option
5. Enter the following information for the SentriConnect user:
 - Email address
 - Phone #
 - Start time
 - End time
6. Tap on **Grant Access**
7. Enter your **PIN** and tap the **Grant Access** button
8. You will receive a confirmation message. Tap **OK**

Steps to Authorize a New SentriConnect User:

1. Follow steps 1-6 above.
2. Tap the **Grant Access** button and enter your **PIN**. You will be prompted to invite the new user to SentriConnect
3. Tap the **Send Invite** button
4. After receiving confirmation that you have successfully invited new user, tap **OK**.



MLS News

New Supra XpressKeys Available

Southwestern Michigan Association of REALTORS® (SWMAR) recently upgraded their Supra keys to the Supra XpressKeys. GKAR has 20 new keys for Members to borrow. Members may borrow the keys for two business days and have the ability to reserve a key 24 hours in advance. Reservations can be made by either calling GKAR at (269) 382-1597 or emailing Support at support@gkar.com.

Data Sharing Map

Viewing properties in most of Michigan became even easier in July! MichRIC began sharing information with Data Sharing and Reciprocal Access Boards through RPR. Curious which areas and Boards you can search? Find the map and key at www.gkar.com/mls.

2018 MLS Tax Files

The 2018 Tax Files for Kalamazoo and surrounding areas are now available on flexmls. When viewing the Tax Info tab on a property, the information for most municipalities will have 2018 Tax Year information.

New Township Perk! Richland Township has recently made their Tax and Assessment information free for tax payers and visitors to access.

MLS Training Available at GKAR

Top 10 MLS Tips | September 5th, 2018 | 1:30 pm -3:00pm | GKAR Classroom

MLS Training is a valuable benefit included with your GKAR Membership. Trainings are conducted by Sam Bartlett, your Director of Multiple Listing Service. Course sizes are limited, so reservations are required. To reserve a seat visit www.gkar.com/mls or call (269) 382-1597.

Peak Performance

Agency Responsibility Act

A real estate licensee is responsible for providing the following set of required services...[Read Full Article](#).

[View a complete list of Peak Performance Articles.](#)

Put the "PRO" in "Real Estate Professional" with GKAR's Peak Performance Articles

Breaking Down Inspections

- Safe, Basic Levels and Other Rabbit Holes
- Think You Know It All and Super Inspections Don't Try This Test
- What's Different About Getting Work Orders and Super Evaluations in Your County
- The One Feature a Property Will

Disclosing and Listing

- Agency Responsibility Act
- The Agency's Role in Not a Broker Agency Agreement
- In Home Surveillance: Is It Legal? Is it a Crime? How should you handle it?
- Legal Disclosures: What They Are & How to Disclose
- Michigan Lead Disclosure Act
- Michigan Seller Disclosure Act
- Selling a Foreclosed, Bank-Owned Property
- The Agency Disclosure Statement: What, When, How, and What Not
- The Lead and Listing

Navigating the Buy & Sell Agreement

- Buy and Sell Agreement: Tips and Best Practices
- Common Clauses
- Including Personal Property in the Buy & Sell Agreement
- Escrow: Property: Who gets to hold?
- Sales Agreement Differences: Regional Purchase Agreement
- The Escrowed Property Disclosure Form
- Writing Outside the Box: Finding Clear Sales Agreement Language
- Writing Outside the Box: Sales Agreement Common Clauses

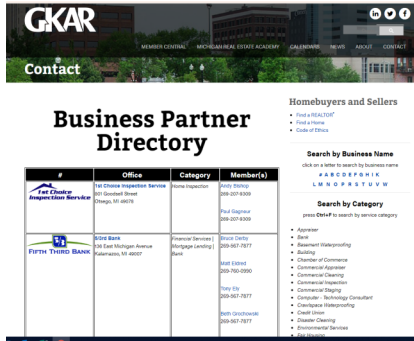
Taking Possession and Ordering Titles

- Oil and Gas Lease Title Exceptions
- Ordering Title Insurance
- Eminent Domain: What's the Deal? Making Sure We Get to Move in Right Now!
- Title Commitment Exceptions

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Update to Member Directories

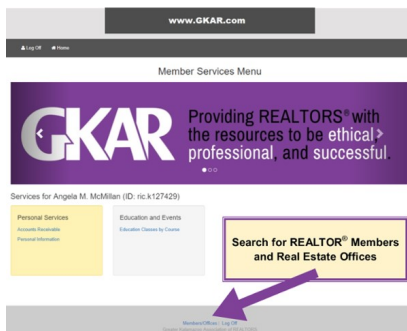
New Business Partner Directory on GKAR.com



GKAR Business Partners: Be sure to take a look to make sure your information is up-to-date. Please contact HeatherA@gkar.com with changes.

Where to find a REALTOR® Directory

Looking for a fellow GKAR Member? You can access their contact information on REALTOR.com or on the new directory using your new [Member Login on GKAR.com](#). Just log in and click on **Members/Offices** at the bottom of the page.



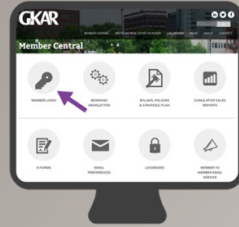
New Office Directory Coming Soon...

Similar to the Business Partner Directory, a re-designed Office Directory is coming soon and will be located in the **Contact** menu on GKAR.com.

Maximize Your Membership

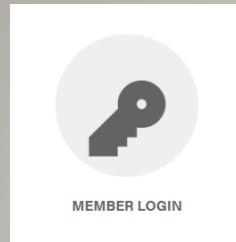
Now You Can Pay Your Annual REALTOR® Dues Online

Your [GKAR.com Member Central hub](#) just got better! Use the login information below to pay your 2019 annual dues online (coming August 10th).



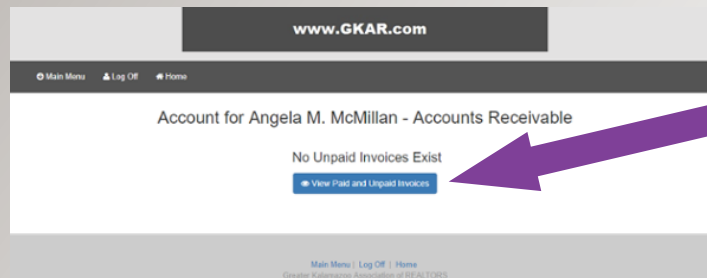
- Go to www.GKAR.com.
- Click **Member Central**.
- Click **Member Login**.

Use this information to Log in:



- **Your Login ID:** Your MLS ID, including "ric.k..."
- **Your Password:** This was sent to you in an email. If you did not receive it, please let us know by sending an email to Networking@gkar.com.

- Click **Accounts Receivable**
- On August 10th, 2018, your 2019 annual dues invoice will appear here.
- More details for this online payment option to follow.



To maintain your Member Contact/Personal Information:

- Log in.
- Click on **Personal Information**.

