



## At A Glance Committee Meetings

September 7<sup>th</sup>

- [Professional Development](#)

September 10<sup>th</sup>

- [Membership](#)

September 11<sup>th</sup>

- [MLS](#)

September 14<sup>th</sup>

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

## GKAR News

### This Month - GKAR Elections for 2019 Leadership

The following candidates are nominated by the GKAR Nominating Committee, to be placed on the ballot for the GKAR Elections. Elections will take place Tuesday, September 18<sup>th</sup>, 2018, through 4:00 pm Thursday, September 20<sup>th</sup>, 2018, and will be held electronically.

#### Candidate for 2019 President-Elect (one open position):

- Jeff Lee, Berkshire Hathaway HomeServices MI

#### Candidate for 2019-2020 Treasurer (one open position):

- Shelly Pattison, RE/MAX Advantage

#### Candidates for 2019-2021 Director-at-Large (three open positions):

- Brian Bay, ERA Reardon Realty
- Michele Brown, RE/MAX Advantage
- Jim Cash, Kalvan Realty
- Rick Crepas, Jaqua, REALTORS®
- Collin Forrest, Berkshire Hathaway HomeServices MI
- Tammy Graham, Jaqua, REALTORS®
- Rich LaPorte, CENTURY 21 C. Howard
- Greg Miller, Berkshire Hathaway HomeServices MI
- Paul Valentin, Jaqua, REALTORS®
- Jason Veenstra, EXP Realty

### GKAR REALTOR® of the Year Nominations Now Open

Every REALTOR® who is a Member of GKAR has the privilege of nominating a fellow REALTOR® (or themselves) for REALTOR® of the Year. [Nominate a fellow REALTOR®](#). The recipient of this annual award will exemplify a positive image within the real estate community, as well as the public. All nominations are due to GKAR by 5:00 pm on Saturday, September 15<sup>th</sup>, 2018.

### New GKAR Member Benefit Coming October 1<sup>st</sup>

We are excited to introduce the Tech Helpline, a new Member benefit available October 1<sup>st</sup>, 2018. Similar to MI REALTORS®' Legal Hotline or Best Buy's GeekSquad, Tech Helpline is tech support for REALTORS®. As GKAR Members, you will be able to receive support on items like computer issues, website navigation, and email assistance. Not sure how to change your printer settings? Having issues sending reports from your personal email account? Contact Tech Helpline.

The best part...it's 100% FREE for GKAR REALTOR® Members!

More information to follow in the October *Bearings*. [Learn more about TechHelpline.](#)

## At A Glance

### Programs

September 10<sup>th</sup>

- [Legislative Update Forum](#)

September 13<sup>th</sup>

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

[View the GKAR Golf Outing Photo Album](#)

### Courses

October 25<sup>th</sup>

- [2018 Continuing Education](#)

October 31<sup>st</sup>

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

November 6

- [PSA Certification Course](#)

November 12<sup>th</sup> & 13<sup>th</sup>

- [RENE Certification Course](#)

# GKAR Programs



## Legislative Update Forum This Monday at GKAR

Join us Monday, September 10<sup>th</sup>, for a presentation from Congressman Fred Upton, from 2:00 pm - 3:00 pm, at GKAR. [RSVP today.](#)

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

Join us Thursday, September 13<sup>th</sup>, for networking and a Family Feud-style theme, a presentation from local officer, and what's new in safety devices (+GIVEAWAYS).

## 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 27<sup>th</sup>, 2018. We're looking for nominations and volunteers. [Learn more...](#)

## Real Estate Education



### Last Call for Continuing Education; Have You Signed Up?

It's a renewal year, which means all Continuing Education requirements must be completed by October 31<sup>st</sup>, 2018. If you are still in need of educational hours, be sure to register on [GKAR.com](#) - There is only **one** Continuing Education course left! If you need just Legal, sign up for Legal Update on October 31<sup>st</sup>, the last day of the cycle.

**IMPORTANT: 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](#).

### RENE®, PSA®, or Both?

We are now taking registrations for [Real Estate Negotiation Expert \(RENE®\) Certification](#) and for [Pricing Strategy Advisor \(PSA®\) Certification](#).

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 12<sup>th</sup> & 13<sup>th</sup> | **Instructor:** Deanna DuRussel

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

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

The PSA® Certification teaches you how to guide sellers and buyers through the details of comparative market analyses, to select appropriate comparables, and make accurate adjustments to a property when developing home price opinions.

**Date:** November 6<sup>th</sup> | **Instructor:** Dan Johnson

**Tuition:** \$169/Members; \$189/non-Members

**Credit:** One-Day PSA Course; 7 hours of Con Ed

## At A Glance

- [September Member Birthday Calendar](#)

## Housing Reports

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

## Sales Report

Kalamazoo-Area Real Estate



# Membership News

## GKAR Annual Dues Due September 10<sup>th</sup>

For REALTORS®, if you have not already, please make your annual dues payment no later than Monday, September 10<sup>th</sup>, to avoid a late fee.

## Welcome New REALTOR® Members

Angela Azar - Century 21 Affiliated  
 Daniel Bauer - Five Star Real Estate  
 Crystalle Demarest - Golden Star Realty  
 Allicia Guess - Keller Williams Kalamazoo  
 Michone Hamlin - Five Star Realty  
 Joann Hur - Berkshire Hathaway HomeServices MI  
 Michael Jones - ERA Reardon Realty  
 Cheyenne Joza - Every Corner Realty  
 Roger Lynch - Jaqua, REALTORS® (Drake)  
 Jason O'Brien - EXP Realty  
 Krista Schrader - Keller Williams Kalamazoo  
 Jared Stout - Berkshire Hathaway HomeServices MI  
 Amber Tiller - Network Team Homes Realty  
 Brian Trainor - Keller Williams Kalamazoo  
 William Wright - Berkshire Hathaway HomeServices MI

## Prospective REALTOR® Reinstatements

Bruce Arnsman - Betten Real Estate  
 Barbara Sloan - Michigan 1<sup>st</sup> Realty

## Retiring - REALTOR®

William Virgo - Berkshire Hathaway HomeServices MI

## Welcome New REALTOR® Office

Homelight, Inc. - Lewis Roberts  
 5489 Cypress Bay Dr, Kalamazoo, MI 49009 | (480) 401-1682

## Welcome New Limited Service Only Member

William Fowler - William Fowler, Appraiser

## Welcome New Limited Service Only Office

William Fowler, Appraiser - William Fowler  
 38701 W. Seven Mile Rd. St104, Livonia, MI 48152 | (734) 953-1050

## Welcome New Business Partner Offices

Air Zoo - Clayton Lyczynski  
 6151 Portage Rd., Portage, MI 49002 | (269) 816-3331 | [airzoo.org](http://airzoo.org)

Next Door Photos Kalamazoo - Kelly Patterson  
 (616) 291-8221 | [kzoo.nextdoorphotos.com](http://kzoo.nextdoorphotos.com)

Wells Fargo - Todd Johnson

[View Drops and Transfers](#)





## Key Box Corner

Tracking who has entered a lockbox on your listing is a good habit to be in. SentiLock allows agents to view an Access Log of the lockboxes assigned to their listings. Here is how to view your Access Logs:

1. Login in the SentiSmart App
2. Tap on the **Lockbox Tools** tab
3. Tap the lockbox SN/listing address you want to view access log for
4. Tab on the **View Access Log** option
5. The access for that lockbox will be displayed

# MLS News

## Accessing Non-MichRIC Listings

MichRIC now shares and views Non-MichRIC listings only through RPR®. This includes both Data Sharing and Reciprocal Access boards.

### How to access listings on RPR®:

1. Choose **RPR®** in the MLS Menu
2. Sign in (if you have not signed up, choose **Create a new account**)
3. Use the search bar to narrow down criteria by address, county, price, beds, etc.
4. Your search results will automatically include listings from MichRIC and other Boards we share data with

RPR® classes at GKAR are coming soon, watch for more information. Sam Bartlett is now an RPR® Certified Trainer!

## Showing Instructions

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.

Many agents may only use ShowingTime for scheduling for similar reasons. You are more likely to get a faster response by following the showing instructions provided by the listing agent.

## Office/Member Search

Did you notice a new look to the Office/Member Search in flexmls? On August 9<sup>th</sup>, flexmls updated the page to include a Status search. Now when viewing a member's listings, you can include the Status (i.e. Active, Sold, etc). The update makes it even more convenient for agents to search for specific sales and status.

## MLS Training Available at GKAR

**Top 10 MLS Tips** | September 5<sup>th</sup>, 2018 | 1:30 pm -3:00 pm | GKAR Classroom  
**MLS Statistics** | October 19<sup>th</sup>, 2018 | 11:00 am -12:00 pm | GKAR Classroom  
**MLS Contacts** | October 30<sup>th</sup>, 2018 | 9:00 am -10:30 am | 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](http://www.gkar.com/mls) or call (269) 382-1597.

## Peak Performance

### Buy & Sell Agreement Tips and Best Practices

Avoid delays in your transaction by following these tips when putting together your Buy & Sell Agreement...[Read Full Article](#).

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

# Maximize Your Membership

With [www.GKAR.com](http://www.GKAR.com)'s [Member Central](#) hub!

Access your Member benefits, tools, and resources 24/7 from wherever you are.

**GKAR.com** MEMBER CENTRAL MICHIGAN REAL ESTATE ACADEMY CALENDARS NEWS ABOUT CONTACT

## Member Central

- MEMBER LOGIN
- BEARINGS NEWSLETTER
- BYLAWS, POLICIES & STRATEGIC PLAN
- CUMULATIVE SALES REPORTS
- E-FORMS
- EMAIL PREFERENCES
- LOCKBOXES
- MEMBER TO MEMBER EMAIL SERVICE
- MILLAGE RATES
- MLS
- MEMBER REWARDS PROGRAM
- RPAC

Have Suggestions? [Take the GKAR Website Survey](#)

Your GKAR experience is always top-of-mind for us, because our #1 goal is to be a resource for your success. Please let us know how we may improve GKAR's website to best serve you by [completing this 3-minute survey](#).