



## At A Glance

## Committee Meetings

June 7<sup>th</sup>

- [Professional Development](#)

June 11<sup>th</sup>

- [MLS](#)

June 19<sup>th</sup>

- [Membership](#)

Not Meeting in June

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

## GKAR News

### The 2019 National Speaker Program is Happening

Reserve your seat for next Thursday's program with top REALTOR®, national speaker, and social media strategist, Marki Lemons-Ryhal. More than 100 Members have already guaranteed their seat—what about you? [RSVP now](#).

Not sure if you registered? [View the guest list](#).

**Date:** Thursday, June 13<sup>th</sup>, 2019, at GKAR

**Location:** GKAR Auditorium

**Schedule:**

- 10:00 am - 11:00 am Keynote: *Your Perfect Morning for Sustainable Growth in Real Estate*
- 11:00 am - 11:30 am Protein power-up break
- 11:30 am - 1:00 pm Deep Dive: *More than Just Likes Your Social Media Blue Print*

This program is exclusively for GKAR Members and is included with your GKAR Membership.

### RPAC Oktoberfest Fundraiser

GKAR is teaming up with Michigan REALTORS® to bring you an Oktoberfest-themed Governmental Affairs Videocast followed by beer and pretzels!

Brad Ward, VP of Public Policy & Legal Affairs and Brian Westrin, Public Policy & Legal Affairs Director for Michigan REALTORS® will record their October Governmental Affairs Videocast live in the GKAR auditorium. All GKAR Members are welcome to attend the recording, then make their \$15 RPAC Participation Investment to stay and enjoy the festivities. [RSVP's appreciated](#), but not required.

**Date:** October 7<sup>th</sup>, 2019

**Location:** GKAR

**Time:**

- 2:00 pm Networking
- 2:30 pm Recording
- 3:00 pm Q&A
- 3:30 pm - 5:00 pm Oktoberfest Mixer

### Michigan REALTORS® Who Care Invites You to Their [Summer Concert Fun Raiser](#)

This is a benefit concert for Kalamazoo Community with 100% of ticket sales going toward Michigan REALTORS® Who Care's 2019 community project.

- Featuring the 16<sup>th</sup> Avenue Band at Bell's Eccentric Cafe.
- Tickets are \$25 per person and include your first two drinks and appetizers.
- [Tickets are limited, so get yours today](#) and come rock with us on June 25<sup>th</sup>, 2019, from 4:00 pm - 6:30 pm!





**Bill Evenboer**  
**2019 President**

[Email Bill](#)

[Contact Your  
2019 Board](#)

[Contact a GKAR  
Staff Member](#)

# President's Message

Is summer coming?

We can only hope so. I think we are all looking forward to some consistently warmer and “DRYER” weather.

Along with our CEO and a couple of board members, I attended the NAR Mid-Year conference in Washington, D.C. in Mid-May.

Of note was the update given by NAR Chief Financial Guru, Lawrence Yun who laid out a number of interesting forecasts which included:

- Interest rates should hold steady and we should not see any increases in 2019.
- Around the country listings inventory is starting to increase (maybe not here yet).
- Jobs and the economy are still quite bullish and forecasts call for that to hold.

He also shared other items that were all seemingly positive.

Our hill visit with Congressman Upton seemed to be the best we have attended in the last few years. While he is typically always upbeat and easy to talk with, we had more than the usual amount of time to converse with him. He is very keen on the flood insurance issue and also is aware of key local governmental involvement in creating and helping spur on both residential and commercial development. Also, he very much appreciates the REALTOR® community—what we do and our involvement in community activities and projects.

One of the bigger surprises was during the first part of our week in D.C., President Trump announced that he would speak at the conference on Friday of that week. This caused quite a few changes in the schedule and created a great deal of excitement. Several of our group were able to attend his appearance and said he is a real strong advocate of REALTORS® and of NAR.

On June 25<sup>th</sup>, you will not want to miss the Michigan REALTORS® Who Care's Summer Fun Raiser. This event will be held at Bell's Eccentric Cafe in downtown Kalamazoo and will feature good food, fun and fellowship all for a great cause. Please look for announcements and emails for event details.

Wishing everyone great success in your business.

Sincerely,

Bill

## At A Glance

### Programs

June 13<sup>th</sup>, 2019

- [National Speaker Program w/Marki Lemons-Ryhal](#)

August 26<sup>th</sup>, 2019

- [GKAR Golf Outing](#)

October 2<sup>nd</sup> - 4<sup>th</sup>, 2019

- [Michigan REALTORS® The Convention](#) at The Renaissance Center, in Detroit; Registration opens June 2019

## 2019 Continuing Education Course Dates

- September 24<sup>th</sup>
- October 24<sup>th</sup>

[Register now!](#)

## 2020 Schedule

Help us plan for 2020—tell us which Certifications and Designations you would like to see at GKAR. [Take the survey.](#)

# GKAR Programs



## Annual GKAR Golf Outing is Almost Full!

We have a few teams still available for this year's outing and we hope to see you on the course at this Member-favorite event. We will have 200+ Members in attendance, so [register now!](#) This is also a fundraiser for both RPAC and Michigan REALTORS® Who Care, [download the registration form for details.](#) For full outing details, [visit GKAR.com/golf-outing-2019.](#)

## The Fall 4:01 Member Mixer is October 17<sup>th</sup>

Save-the-Date for our Fall 4:01 on Thursday, October 17<sup>th</sup>, 2019. The location is to be determined. Our Spring 4:01 at Delta Hotels had record-breaking attendance; let's see if we can top that number this fall!

## The Day of Service for Veterans is October 26<sup>th</sup>

Our goal is to say thank you to veterans in our community for their sacrifice and service by providing a day of free fall clean up and yard work. As you are working with clients this summer, keep this opportunity in mind and be sure to [nominate the veterans you work with.](#)

# Real Estate Education



## Are You A Seller Representative Specialist?

Now you can be with the Seller Representative Specialist (SRS®) Designation! This designation is the premier credential in seller representation and is coming to GKAR November 18<sup>th</sup> & 19<sup>th</sup>, 2019. It is designed to elevate your professional standards and enhance your personal performance. Want to know more about the SRS® designation and get registered? [Click here.](#)

## 2019 Continuing Education at GKAR

There are two more opportunities to take your Continuing Education at GKAR. Be sure to check the 2019 Education Calendar and [register](#) if you haven't taken your CE for the year.

**Reminder:** within the 3-year cycle, a licensee must complete at least a total of 18 hours of Con Ed. Two of those hours must be completed each year and be law related. Also, a licensee must retain evidence that demonstrates they have met the CE requirements, for at least 4 years after the date of that certification. It is the licensee's responsibility for documenting the evidence to support the fulfillment of Continuing Education requirements.

## Claim Your Free CE Marketplace Account and Track Your CE Credits Online

The CE Marketplace offers licensees a free account to track their completed Continuing Education. This account helps you to stay on top of your Continuing Education requirements and eases the renewal process. If you have not claimed your account, visit [CE Marketplace](#) and sign up today.

## At A Glance

- [June Member Birthday Calendar](#)
- [REALTOR® Emeritus Eligibility Details](#)

## Sales Report

Kalamazoo-Area Real Estate



Sales reports are published the following month once all data is received.

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
  - [April 2019](#)
  - [April 2018](#)

# Membership News



**Congratulations to the following who has been a Member of GKAR for 40 years!**

Irene Zuiderveen - Zuiderveen, REALTORS®

## Welcome New Members

Robert Hancock - Keller Williams Realty

Melissa Langerak - Berkshire Hathaway HomeServices MI

## Welcome New REALTOR® Reinstatements

Bryan (Cole) Allers - RedZone Realty Group

Gregory DeHaan - Evenboer Walton, REALTORS®

Mark Simonds - Berkshire Hathaway HomeServices MI

## Transfers - REALTORS®

Jennifer Dunlap - Berkshire Hathaway HomeServices MI - Jaqua, REALTORS®

Amy Followell - Five Star Real Estate - Jaqua, REALTORS®

David Followell - Five Star Real Estate - Jaqua, REALTORS®

Allison Giuliano - Five Star Real Estate - Villegas Group

Mary Beth Sons - Golden Star Realty - RedZone Realty Group

Gary Swartz - Berkshire Hathaway HomeServices MI, Stadium Office - West Michigan Office

## Individual Drops - REALTORS®

Thomas Deward - Jaqua, REALTORS®

Rachel Kleyn - Lukeman Group

## Individual Drops - Business Partners

Corey Dean - Pest Pros of Michigan



# MLS News

GKAR Policy of the Week  
Video Series

FULL PLAYLIST



[Watch our Policy of the Week Video Series](#)

## Key Box Corner

This year, SentiLock is introducing system updates to better secure and clean up the SentiLock Website. What you can expect to see in the coming year:

### Spring 2019

- SentiLock username will update to agent email

### Summer 2019

- Contractor Codes no longer supported on Bluetooth® lockboxes
- Challenge questions to validate agent's identity when calling SentiLock support

### Winter 2019

- Passwords will be unique to SentiLock, no longer transferred from flexmls



**Sam Bartlett**

Director of Multiple Listing Systems at GKAR  
(269) 382-1985

## Rapattoni Optional Interface

You asked, MichRIC® listened; beginning August 1<sup>st</sup>, 2019, Rapattoni MLS will become an optional interface for users. This will allow you the option of using flexmls and/or Rapattoni MLS while searching, pulling statistics, generating reports, and more.

To introduce the new optional interface, a free 60-day trial will be offered from July 30<sup>th</sup>, 2019 - September 30<sup>th</sup>, 2019. This will allow you to try the system and see how it works for you. Listings will continue to be input and managed in flexmls, but Rapattoni can be used for all other features. All listings will syndicate to the optional interface, allowing for a seamless experience.

Rapattoni will send you an email invite, containing your username and password, to begin your optional, free 60-day trial. Please watch your email for this information to arrive on or before and July 30<sup>th</sup>, 2019.

Tentative training will be held at GKAR for interested Members on July 22<sup>nd</sup> and July 26<sup>th</sup>. Additional information on training dates and times will be shared as they become available.

## Are you always on-the-go? Do you spend more time working on your smart phone or tablet than you do at a desk?

Or, are you someone who wishes they could step away from their desk more often? If so, the classes listed below are for you! You'll learn how to optimize your flexmls experience on a mobile device so you can keep on moving.

## MLS Training Available at GKAR

[flexmls Pro](#) - June 19<sup>th</sup>, 2019, from 10:00 am - 11:30 am in the Classroom

[Tips to Save Time](#) - July 23<sup>rd</sup>, 2019, from 9:00 am - 10:30 am in the Classroom

[Tips to Save Time](#) - July 23<sup>rd</sup>, 2019, from 3:00 pm - 4:30 pm in the Classroom

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 Article Oil and Gas Lease Title Exceptions

Many title companies include general exceptions on a title commitment, which will ultimately exclude coverage under a title policy for certain matters. One such trend is for title companies to include a general exception for both UNRECORDED and RECORDED oil, gas, and mineral rights...

[Read the full article to learn about the differences between buying a normal resale home and a bank-owned property.](#)

Want to know more? Your Risk Management Committee has created a full library of articles covering topics like breaking down inspections, disclosing and listing, navigating the Buy & Sell Agreement, and so much more! [Check out the library here](#), or anytime on your flexmls MLS Intranet.

# 80%

of consumers state that the That's Who We R campaign makes them more likely to use a REALTOR® in the future.



[Watch the Campaign Anthem](#)

## Submit Your Story

[You all have a story to tell, and NAR wants to hear from you!](#)



## Maximize Your Membership With NAR's That's Who We R Campaign

On February 25<sup>th</sup>, 2019, NAR launched a national ad campaign, creating an ownable world and showcasing the REALTOR® difference. *That's Who We R* continues to gain national attention made possible with your support. And we're just getting started.

The campaign is supported by the \$35 assessment paid by every REALTOR®. Thanks to the 1.3 million members and the power of a collective association, your investment has achieved a campaign that:

- Revitalizes the meaning behind the R
- Instills trust and brand recognition in consumers
- Delivers newfound pride and participation

This is already a positive impact from the national ad campaign in just a few short months. NAR will continue to evolve this campaign, showcasing amazing stories and elevating the REALTOR® brand. [Read the press release.](#)

### Add a Frame to Your Social Media Profile



#### Facebook Frame

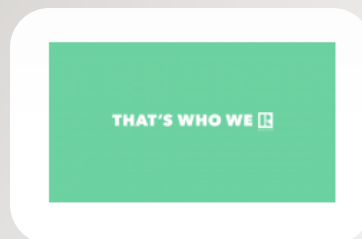
1. Click your profile photo and select **update**
2. **Select** add frame
3. Search for "NAR That's Who We R Profile Frame"
4. Find the frame and select it; resize profile photo if necessary
5. **Select** save

OR [follow this Facebook link](#)



#### Instagram Profile

[Click here to go to NAR's Website](#), scroll down to the bottom of the page, and download this image so you can upload to your account.



#### YouTube Cover Channel Art

#### Facebook Cover Photo

#### Twitter Header Image

[Click here to go to NAR's Website](#), scroll down to the bottom of the page, and download this image so you can upload to your account.

[Get Pre-Written Language and Ads to Use and Share](#)