

Bearings

a newsletter for GKAR MEMBERS

July 2014



At A Glance

Committee Meetings

Not Meeting in July

- Commercial
- [Equal Opportunity](#)
- [Governmental Affairs](#)
- [MLS/Technology](#)

July 10th

- [Broker Exchange Forum](#)

July 11th

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

July 25th

- [Board of Directors](#)

GKAR News

REALTORS® Make Endorsements in State Legislative Elections

The Greater Kalamazoo Association of REALTORS® (GKAR), in partnership with the Michigan REALTORS®, has made endorsements for State Legislative races:

Margaret O'Brien for State Senate, District 20,
Tonya Schuitmaker for State Senate, District 26
Dave Buskirk for State Representative, District 60
Brandt Iden for State Representative, District 61
Dave Maturen for State Representative, District 63
Aric Nesbitt for State Representative, District 66
Steve Schulz for State Representative, District 80

“These candidates have a strong understanding of the real estate industry and support private property rights. GKAR fully supports their candidacies and appreciates their willingness to serve in elected office. They are the most qualified in each race to represent their districts” said Dan Jaqua, 2014 GKAR President. [More...](#)

Upcoming Continuing Education Changes

Due to the passage of [Senate Bill 641](#), there are many upcoming changes to continuing education for real estate licensees. Michigan Realtors® has put together some information on how this new law will impact you and what they are doing to assist you throughout the licensing cycle. [More...](#)

At A Glance

Events

July

- [Birthday Calendar](#)

July 14th

- [Annual GKAR Outing](#)

Classes

July 10th - 18th

- [Real Estate 101](#)

July 31st

- [Estate Planning & Asset Protection](#)

August 7th - 15th

- [Real Estate 101](#)

August 18th & 19th

- [SRES® Designation](#)

August 20th

- [What's Your Brand?](#)

GKAR Events

You're Invited!

Annual GKAR Summer Golf Outing is July 14th

We're headed back to the Gull Lake Country Club - The tees are full, but we also have summer activities planned for non golfers! Take a boat ride, get a relaxing chair massage, play a lawn game, and much more. Only \$15 for activities, cocktails, appetizers, dinner, and prizes.

[Non Golfer Form](#)

RPAC Photos and Recap



Picnic



Major Investors
Event



Donors

Upcoming Classes



Estate Planning & Asset Protection Lunch-n-Learn

July 31st at GKAR from 11:30am - 1:30pm

Instructors: Shaun Willis, J.D., & Brett Cummings with Willis Law
Investment: \$10 - You bring the sandwich, GKAR will provide the soda, chips, & cookies! Includes 2 hours of continuing education credit. COMPLIMENTARY FOR NEW GKAR REALTORS® as part of the Get Oriented Program. [Details...](#)

Senior Real Estate Specialist® (SRES) Designation

August 18th & 19th at GKAR from 9:00am - 4:00pm

Instructor: [Monica Neubauer](#)

Investment: \$180 Early Bird Registration until July 9th
Includes 13 hours of continuing education credit

Registration Deadline: August 8th at 5:00pm

[Details...](#)

[Online Registration](#)

What is Your Brand?

August 20th at GKAR from 9:00am - 12:00pm

Instructor: [Monica Neubauer](#)

Investment: \$20 with Early Bird Registration until July 9th
Includes 3 hours of continuing education credit. [Details...](#)



At A Glance

Membership News

Classes & Events

- [New Member Orientation July 22, 23 & 24](#)

Housing Reports

- [Cumulative Sales Report](#)
- [Sales Statistics](#)
- [Mortgage Rates](#)

Peak Performance

- [Writing Outside the Box - Finding clear Sales Agreement Language.](#)

Use Common Clauses to create new Sales Agreement Language - when the boilerplate language just won't work.

Professional Standards

- [Advertising Rules and Regulations](#)
Review Michigan State License Law, the Code of Ethics and Standards of Practice regarding advertising rules and regulations.

Drops - REALTORS®

Randy Hoyle - RE/MAX Advantage
Michael Edison - Keller Williams Kalamazoo

Transfers - REALTORS®

Adam Atwood - Berkshire Hathaway HomeServices MI (M-89) to
Berkshire Hathaway HomeServices MI (W. Michigan)

Quarter Century Club

Congratulations to Carle Watts (CW & Associates) for 25 years with GKAR on July 15th!

Congratulations to Micki Brodie (RE/MAX Advantage) for 25 years with GKAR on July 31st!

Licensee Certification Reminder!

Attention Brokers, the Bi-Annual Licensee Certification was sent out earlier this month. If you have not completed this requirement, please complete and return to the Association office no later than July 11th.

Per GKAR Policy:

“Designated” REALTOR® Members of GKAR shall certify to GKAR during the months of June and December, on a form provided by GKAR, a complete listing of all individuals licensed or certified in the REALTOR®’s office(s) and shall designate a primary Board for each individual who holds membership. Designated REALTORS® shall also identify any non-member licensees in the REALTOR®’s office(s) and if Designated REALTOR® dues have been paid to another Board based on said non-member licensees, the Designated REALTOR® shall identify the Board to which dues have been remitted. These declarations shall be used for purposes of calculating dues under Article X, Section 2(a) of the Bylaws.

Please [contact Morghan Peterson](#) if you have any questions.

Keybox Corner

Card Expired, out of phone renewals? Don't miss a showing, use the *SentriSmart™* app to generate an access code to open the key compartment. Download it now at the App Store or Google Play. FREE for 2014 GKAR members. [Learn more about the SentriSmart™ app.](#)



MLS News



The new MLS is coming, what do I do next?

Register NOW for one of the several training classes being offered at GKAR. We've got some special things planned for the training sessions we'll be hosting.

[Register for September 8th](#) | [Register for September 9th](#)

July 15th, 2014 the new flexmls system goes live - log in using your K# and MLS password and check it out. Use it as much as possible to become familiar. The Rapattoni MLS system will remain live until September 15th, 2014.

Differences Between Rapattoni and flexmls Systems

- Enhanced system speed
- Print Attached Documents (i.e. Sellers Disclosure) at the same time as other reports
- Split screen display shows search results in list format on the left side and full listing on the right side

[More...](#)

Get Educated!



Attend the MAR Convention & Expo

October 1st - 3rd at the Amway Grand Plaza in Grand Rapids

[More...](#)

We Want to Recognize You - Your Name HERE!

[Learn How...](#)

Brought to you by the Education Committee

Commercial Real Estate News

Interview with Walt Hansen - Hansen Building and Design

Purpose of Interview is to inform Commercial REALTORS® about custom builders and what services they provide. [Read Interview](#)