

# Bearings

a newsletter for GKAR MEMBERS  
March 2015



## At A Glance

### Committee Meetings

#### March 2nd

- [Governmental Affairs](#)

#### March 5th

- [Broker Exchange Forum](#)

#### March 6th

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

#### March 10th

- [MLS/Technology](#)

#### March 13th

- [Risk Management](#)

#### March 16th

- [Membership](#)

#### March 27th

- [Board of Directors](#)

## GKAR News

### Why the REALTOR® Party Matters

Together, as the REALTOR® Party, we can make partisan politics a thing of the past and create our own brand of leadership.

Politics is business when you consider the types of changes that are now being contemplated by mayors, governors and Members of Congress across the country:

- What would happen to the real estate market in your community if the mortgage deduction was eliminated from the tax code?
- What would happen if your customers were unable to afford the property insurance they needed to qualify for a mortgage?



Our allies in local, state and federal government span the political spectrum and we need to work with each one of them to make sure they continue to support the interests of the real estate profession. In fact, the REALTOR® party has been a leader in building the bipartisan relationships necessary on both sides of the aisle in jurisdictions in every state. We need to build on that success and your involvement now can help make that happen.

The time is now to come together and fight for the interests of homeowners and the real estate profession. [Download the RPAC App](#) and never miss a call to action again. Text "App" to 30644 and remember to login! [Details...](#)

### GKAR is a Sponsor for the Commemorative 2015 Michigan REALTORS® Centennial Celebration

Read the Michigan REALTORS®  
[Centennial e-Magazine 2015 Issue](#)

- See our GKAR sponsorship - page 9
- See our RPAC recognition - page 14
- See our MREA advertisement - page 24



## At A Glance

### Events

March 19<sup>th</sup>

- [Wine Down](#)

March 21<sup>st</sup>

- [Walking Home](#)

April 23<sup>rd</sup>

- [Spring 4:01](#)

May 6<sup>th</sup>

- [Membership Appreciation](#)

Thank You GKAR Members  
for a Totally Awesome  
Bowl for Kids' Sake!  
[See Event Photos](#)



### Classes

March 23<sup>rd</sup> - 24<sup>th</sup>

- [SRS Designation](#)

April 9<sup>th</sup> - 17<sup>th</sup>

- [Real Estate 101](#)

June 23<sup>rd</sup>

- [Course 1600](#)

June 29<sup>th</sup>

- [e-PRO Certification](#)

[2015 Continuing Education  
Schedule](#)

[2015 Pre-Licensure  
Course Catalog](#)

## GKAR Events



### Wine Down Again With GKAR in 2 Weeks!

March 19<sup>th</sup> at GKAR from 4:00pm - 6:00pm

FREE EVENT to attend for all GKAR Members. No RSVP required.

FREE wine, food, and prizes - [See Who'll Be There](#) | [RSVP on Facebook](#)

See the fun we had at the [February Wine Down](#).

### Help Kalamazoo Walk to End Homelessness - March 21<sup>st</sup>

This is a fundraising event with all proceeds going toward Housing Resources Inc. HRI provides emergency, transitional, and permanent housing solutions to families and individuals facing a housing crisis. With the support of the Kalamazoo community, HRI continues to explore new ways to address homelessness and to ensure every family has a safe, decent, and affordable place to call home. Collect donations online or in person. On March 21<sup>st</sup>, meet at HRI's Eleanor House. Walk starts at 9:00am. [Details...](#)

### The Spring 4:01 is Right Around the Snow Bank

We're shaking the snow off April 23<sup>rd</sup> at [Burdick's Bar & Grill Downtown](#) from 4:01pm - 6:00pm. This is a FREE EVENT for all GKAR Members.

You can [RSVP on Facebook](#), but it is not required to attend.



## Upcoming Classes

### Seller Representative Specialist® (SRS) Designation

March 23<sup>rd</sup> & 24<sup>th</sup> at GKAR from 8:00am - 5:00pm

Instructor: [Monica Neubauer](#)

Investment: \$295 for GKAR Members | \$325 for Non-Members

Breakfast, lunch, and materials provided

[Register Now To Get Your SRS Designation!](#)

[Learn More About Earning the SRS Designation](#)

## At A Glance

### Classes & Events

March Birthday Calendar

March 24<sup>th</sup>, 25<sup>th</sup> & 26<sup>th</sup>

- New Member Orientation

### Housing Reports

- Cumulative Sales Report
- Mortgage Rates

### Professional Standards

- 2015 Code of Ethics and Standards of Practice

# Membership News



## Welcome REALTOR® Member Reinstatement

Billie Jean Sugden - Century 21 C. Howard

## Welcome New Business Partner Offices

Down Home Inspections, LLC

Brett Huckabee | 269-365-6473 | [www.DownHomeInspections.com](http://www.DownHomeInspections.com)

## Retiring - REALTORS®

Linda Shierlaw - Berkshire Hathaway HomeServices MI (Richland)

## Transfers - REALTORS®

Roxy Cantu - Keller Williams Kalamazoo to

Berkshire Hathaway HomeServices MI (Stadium)

Joy Watts - Keller Williams to Berkshire Hathaway HomeServices MI  
(Gull Road)

Matt Watts - Keller Williams to Berkshire Hathaway HomeServices MI  
(Gull Road)

Kathy Fosmoe - Keller Williams to Berkshire Hathaway HomeServices MI  
(Gull Road)

## Drops - REALTORS®

Aaron McVay - Carlson, REALTORS® & Development

Mary Beth Sons - RE/MAX Advantage

## Change of REALTOR® Office Address

Allied Capital Corp - 5000 Grand Arbre Trail, Portage, MI 49024

Community Relocation, REALTORS® - 434 West Cork Street,  
Kalamazoo, MI 49001

The Barton Group - 7950 Moorsbridge Rd, Portage, MI 49024

## Drops - Business Partner Office

Advia Credit Union - Nola Hathorn

## Keybox Corner

Learn how to use the [SentriSmart™](#) app as a free GKAR Member Benefit in 2015.

Join the webinar hosted by Annette Sheffler from SentriLock March 16<sup>th</sup>, 2015 from 2:00pm - 2:30pm.

[Link to join the webinar](#)

Use access code: 734 623 296

# MLS News



## MLS Training Available at GKAR

Customization - March 17<sup>th</sup> 2:00pm-3:30pm in the Classroom

- My views
- My saved sorts
- My map overlays

Searching (hands-on) - March 18<sup>th</sup> 9:00am-11:00am in the Classroom

- Saving search criteria
- The hot sheet
- Sorting listings in your search results

Contacts (hands-on) - March 27<sup>th</sup> 2:00pm-4:00pm in the Classroom

- Setting up a contact
- Creating groups
- Setting up automated emails to contacts

Class sizes are limited. Reservations are required. To reserve a seat call (269) 382-1985 or email your reservation request to [ChristyP@gkar.com](mailto:ChristyP@gkar.com).

## Get an MLS Tip of The Week Each Monday

[Details...](#)

# Get Educated!

## GKAR's Education Committee Recognizes...

Suzzette Deaux, Jaqua, REALTORS®

Karen Gustafson, Berkshire Hathaway Home Services MI

Allen Louks, Jaqua, REALTORS®

Greg Miller, Berkshire Hathaway Home Services MI

Robin Pompey, GKAR

Nick Pratt, Evenboer-Walton, REALTORS®

Steven Woloszyk, PrimeLending, A PlainsCapital Co.

For attending the Michigan REALTORS® Legislative Day & Centennial Celebration Event in the State Capitol on March 4<sup>th</sup>, 2015.

# Peak Performance

## Revised GKAR Forms Coming Soon to zipForm®:

- Residential Buy & Sell Agreement
- Authorized Listing Cancellation
- Addendum to the Authorized Buy & Sell Agreement
- Addendum to the Authorized Buy & Sell Agreement (Dual Agency Office Policy)
- Addendum to the Authorized Buy & Sell Agreement (Designated Agency Office Policy)
- Addendum to the Authorized Buy & Sell Agreement (Single Agency Office Policy)