

a newsletter for GKAR MEMBERS September 2015



At A Glance

Committee Meetings

September 3rd

• Broker Exchange Forum

September 11th

- Education
- Community Relations
- Risk Management

September 15th

MLS/Technology

September 25th

Board of Directors



GKAR News

REALTOR® Annual Dues Reminder

Your 2016 Annual Dues billing statement was mailed to you on August 10th, 2015 and is due to GKAR by 5:00 pm on Thursday, September 10th, 2015. After the due date, there will be a \$25 late fee assessed to unpaid invoices. There was no increase in GKAR, Michigan REALTORS®, or NAR Annual Dues. If you have any questions, please contact Heather Brown at (269) 382-1597, press 4 or Heather Ballonger.

GKAR Office - RPAC Participation Competition Update

Check out the new leaders for the 2015 RPAC Participation Competition. Congratulations to Boris, REALTORS® on bring the first office to reach 100% in the large office category! There are three categories based on the number of REALTORS® per office. The small office category is five or more REALTORS®; medium office is nine or more REALTORS®; and large office is fourteen or more REALTORS®. A minimum contribution is \$15 per member, and the winning office in each category, will be presented with an award at the GKAR Installation and Holiday Luncheon on December 10th, 2015. All contributions must be received by November 25th, 2015.

View the Office Participation Report

Thank You Ray Becker

Ray and Priscilla Becker visited GKAR to drop off some historical issues of the *Bearings*, dated from May 1971 through November 1984. We appreciate not only Ray's many years of service to GKAR, but also the addition of these wonderful archives providing an opportunity to step back in time. Stop by GKAR for a look!

2015 GKAR Elections

The Annual GKAR Election will be held online beginning 12:01 am, Tuesday, September 22nd, 2015 through 5:00 pm, Thursday, September 24th, 2015. There will be no election meeting this year. For the list of candidates on the GKAR Election Ballot, view the Nominating Committee Report.

To nominate an additional REALTOR® for the GKAR Election Ballot, complete the Nominating Petition Form and return it to GKAR by 4:00 pm, Tuesday, September 8th, 2015.

The final ballot will be distributed along with the Official Notice of the Election on or before Tuesday, September 15th, 2015 via email.

CEO Robin Pompey Editor Angela McMillan

At A Glance

Events

September 14th

GKAR Golf Outing



September 24th

• <u>Top O' The Mornin'</u> - REALTOR® Safety

October 17th

• <u>Day of Service</u> for Veterans

October 22nd

- Blood Drive
- <u>Fall 4:01</u>

Classes

October 15

• Blast Off

October 30

• Course 1600

GKAR Events

Top O' The Mornin' - REALTOR® Safety

Join us September 24th, 2015 at GKAR from 9:00 am - 10:30 am for hot breakfast and the latest in REALTOR® safety! This program is coordinated by the GKAR Education Committee and brought to you as a benefit.

RSVP Now

Volunteer to Help GKAR Help 11 Local Veterans

A Day of Service for Veterans

Who We're Serving: 11 veterans in the greater Kalamazoo area

Who Can Serve: Any GKAR Member or non-member

What: GKAR's <u>Community Relations Committee</u> is coordinating a volunteer Day of Service to do home repairs and maintenance for veterans in the greater Kalamazoo area at no cost to the veteran

When: Saturday, October 17th, 2015 from 8:00 am - 12:00 pm

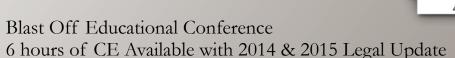
Why: We Are Michigan REALTORS® Who Care

How: Download Volunteer Form

Save-the-Date - Blood Drive at GKAR, October 22nd, 2015

Save-the-Date - Fall 4:01 at Food Dance, October 22nd, 2015

Upcoming Classes



October 15th, 2015 at GKAR from 8:15 am - 3:20 pm Investment: \$55 for GKAR Members | \$65 for Non-Members Breakfast, lunch, and materials included with tuition.

Register Now | Learn More About the Instructors and Classes

Course 1600

6 hour CE Course with 2015 Legal Update

October 30th, 2015 at GKAR from 8:00 am - 1:45 pm Instructor: Jack Miedema

Investment: \$55 for GKAR Members | \$65 for Non-Members

Register Now | Learn More About the Class

NAR Required Ethics for Course Cycle 2013 - 2016 Registration Now Open

November 4th, 2015 at GKAR from 1:00 pm - 4:00 pm, 3 CE credits also available. See page 3 for more information.





At A Glance



Classes & Events

- <u>September</u> <u>Birthday Calendar</u>
- New Member Orientation Sept. 23rd, 24th and 25th

Housing Reports

- <u>Cumulative Sales Report</u>
- Mortgage Rates

Professional Standards

• NAR Required Ethics Training
November 4th at GKAR
All REALTORS® are required
to complete one NAR ethics
training every four years. GKAR
offers one training every year as
a complimentary
member benefit. You may also
take the training online.

If you became a member during the current cycle, 2013 - 2016, your three-day orientation included the ethics training, which means you have met the NAR requirement for this cycle.

Not sure if you have completed ethics training? View this roster of members who still need to complete ethics training for the 2013 - 2016 cycle.

Questions?
Call Samantha O'Brien at (269) 382-1597, press 5 or email at SamanthaO@gkar.com

Register to Attend

Membership News



Welcome New REALTOR® Members

Michele Brown - RE/MAX Advantage Jason Hallack - RE/MAX Advantage Chad Ream - RE/MAX Advantage Josh Ritchie - Kalvan Realty

Welcome New REALTOR® Office

Century 21 Affiliated - Dana Slocum

Transfers - REALTORS®

Mary Baker - Keller Williams Kalamazoo to
Berkshire Hathaway HomeServices MI (Oakland)
Shannon Cooper - Keller Williams Kalamazoo to ERA Network Real Estate L.L.C.
Catherine DiBiaggio - Berkshire Hathaway HomeServices MI (Oakland) to
Berkshire Hathaway HomeServices MI (Stadium)
Mike McGrath - Berkshire Hathaway HomeServices MI to

Drops - REALTORS®

Janine Lenderink - Berkshire Hathaway HomeServices MI Cinda Gabriel-Ojo - Berkshire Hathaway HomeServices MI Raymond Gabriel-Ojo - Berkshire Hathaway HomeServices MI Vicki Kokales-Phillips - Berkshire Hathaway HomeServices MI Thomas J. Miller - Berkshire Hathaway HomeServices MI Robin Usselman - Cornell & Associates

Keller Williams Kalamazoo

Drops - REALTOR® Office

Jaqua, REALTORS® (Otsego Office) - Dan Jaqua

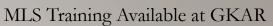
Retiring - REALTORS®

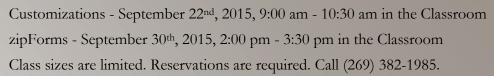
Douglas Sipsma - Berkshire Hathaway HomeServices MI

Keybox Corner

Make sure your SentriLock card utility software is up-to-date. The current version is 4.0.013. Older versions will no longer work after August 31st, 2015. The upgrade is available at SentriLock.com/files/. Please contact SentriLock support at (877) 736-8745 with any questions.

MLS News





Why Showing Instructions Matter

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. You are more likely to get a faster response by following the showing instructions provided by the listing agent.

Did you miss the REALTOR® Property Resource (RPR) Webinar?

Take advantage of your new GKAR Member benefit and start using RPR. If you missed the RPR Basics: Tools for Building Your Business webinar on August 11th, 2015, a recorded version is available so you can watch it at your convenience.

Watch the RPR Webinar

Peak Performance

Including Personal Property in the Buy & Sell Agreement

Do I have to include the range and fridge in the Buy & Sell Agreement if they are already listed as included in the MLS printout? Doesn't the MLS information make the seller's intention clear enough? Will including personal property in the Buy & Sell cause problems with the lender or appraiser?

Read the Answers in this Peak Performance Article