

Bearings

a newsletter for GKAR MEMBERS
April 2016



At A Glance

Committee Meetings

April 4th

- [Governmental Affairs](#)

April 7th

- [Broker Exchange Forum](#)

April 12th

- [MLS/Technology](#)

April 15th

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

April 22nd

- [Board of Directors](#)

Updated GKAR.com Coming Soon!

We are proud to announce the GKAR website is receiving a facelift. The revised site, still located at GKAR.com, is set to go live on Monday, April 11th, 2016 and we are very excited to share it with you!

CEO Robin Pompey
Editor Angela McMillan

GKAR News

Save the Date: Governmental Legislative Update Forum May 9th

Our first annual Legislative Update held in March was a huge success with a packed house. Thank you to Members, Senator Margaret O'Brien and Representative David Maturen, and Representative Brandt Iden for speaking with us.

Our next Legislative Update is May 9th, 2016 at GKAR from 2:00 pm - 3:30 pm. [RSVPs are not required, but are appreciated; let us know on Facebook.](#)

These forums are a direct result of your RPAC donations and support. Thank you. [View GKAR's 2016 RPAC Donors](#)

New GKAR Member Benefit - ShowingTime Coming April 18th

ShowingTime is software to assist you in scheduling showings for your listings and requesting feedback, with delivery and sending options for both email and text. The current eSchedule link on each GKAR Member's listing in the MLS will be replaced with a ShowingTime link. A schedule of webinars will be emailed to Members soon. Sign up to attend via the email and learn more about what ShowingTime can do to help you streamline your showing process.

FREE Promotion - REALTOR® Open House Day April 24th

We want to promote the value you bring to your community by hosting a REALTOR® Open House Day on Sunday, April 24th, 2016 to educate the public. Let us know if you plan to hold an open house on the 24th and we will promote your participation. [Download Information and Sign Up Form.](#)

GKAR Forms Update

The Risk Management Committee will be hosting a Forms Update for all GKAR Members in the Auditorium on May 4th, 2016 from 9:00 am - 10:30 am to present the changes to the Residential Buy & Sell Agreement and other forms. Please RSVP to SamanthaO@GKAR.com to attend this complimentary Member benefit event.

Thank you GKAR Members - 2016 Bowl for Kids' Sake Report

You have done it once again! You made our 2016 Bowl for Kids' Sake event a success! Thirty out of 36 lanes were full and you raised \$15,156.00 for Big Brothers Big Sisters. Thank you from the Community Relations Committee and all of GKAR for your continued support and participation with this important event.

At A Glance

Events

April 21st

- [Spring 4:01](#)

April 24th

- [REALTOR®
Open House Day](#)

May 6th

- [Kalamazoo Marathon
Course Clean-Up](#)

May 9th

- [Legislative Update](#)

May 18th

- [Membership Appreciation
& Casino Night](#)

May 19th

- Top O' the Mornin'

May 25th

- Capitol Day

June 20th

- RPAC Picnic & Auction

August 18th

- [GKAR Tigers Game Day](#)

August 29th

- [Annual Summer
Golf Outing](#)

Classes

April 29th

- [Course 1700](#)

Broker Series

- [May 16th, 17th, 18th & 19th](#)
- [September 26th, 27th & 28th](#)
- [October 17th, 18th & 19th](#)

GKAR Events

Build Connections with GKAR Members April 21st, 2016

Business is easier when you know the parties involved. Join us for the complimentary Spring 4:01 Networking Event and get to know your fellow GKAR Members. Delicious hors d'oeuvres, beer, and wine provided for first 100 in the door; [learn more](#).

Volunteer: Kalamazoo Marathon Course Clean-Up May 6th, 2016

Help your community by preparing the Kalamazoo Marathon course for the runners! After the clean-up, enjoy a complimentary thank you lunch at Old Dog Tavern sponsored by [Lake Michigan Credit Union](#). Contact ShayneW@gkar.com to sign up.

Be Appreciated and Win Prizes!

Membership Appreciation and Casino Night is May 18th, 2016

So here's the deal, we want to show you how much you're appreciated as a Member of GKAR! Please join us for a Casino Night at Cityscape Events on May 18th, 2016 from 4:00 pm - 6:00 pm. This is provided as a Member benefit, so there's no cost to attend and no cost to play. Good times, good company, refreshments, and prizes are provided. [RSVPs are required; send yours now](#).

It's Tigers Time - Get Your Tickets for August 18th, 2016

We are taking a charter bus to Comerica Park to see the Red Sox vs. the Tigers and we hope you will be with us. Tickets are \$85 per person and include your bus fare, tip for driver, game ticket, door prizes, and snacks. Members and Non-Members are welcome to attend. [Download GKAR Game Day Ticket Order Form](#)

Registration Now Open for GKAR's Golf Outing August 29th, 2016

Secure your team for the Annual Summer Golf Outing that has sold out the last six years! We are excited to be playing at The Moors Golf Club for this year's outing and look forward to seeing you at this annual Member event.

[Download Golf Outing Flyer](#)

[Download Golfer Sign-Up Form](#)

[Download Sponsorship Sign-Up Form](#)

Upcoming Classes



Course 1700 - 6-hour CE Course w/ 2016 Legal Update

Time: 8:00 am - 1:45 pm

Location: GKAR

Instructor: Jack Miedema

Investment: \$0 for GKAR Members | \$65 for Non-Members

Continental breakfast and materials included with tuition

Dates Offered: April 29th, 2016 and September 29th, 2016

[Register Now](#)

Earn Your Broker's License with GKAR in 2016

We are offering the 90 hours of Broker Prep education at GKAR, [learn more](#). 2

At A Glance

Classes & Events

- [April Birthday Calendar](#)
- [New Member Orientation](#)
[April 20th, 21st, and 22nd](#)

Housing Reports

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

Membership News

Welcome New REALTOR® Members

Ronald Austin - Berkshire Hathaway HomeServices MI (Stadium)
Ben Barber - Keller Williams Kalamazoo
Patrick Bird - Berkshire Hathaway HomeServices MI (Oakland)
Randy Blankenship - Evenboer-Walton, REALTORS®
Teresa Blount - Keller Williams Kalamazoo
Wayne Caldwell - Doorlag Realty Company
Victoria Clark - Jaqua, REALTORS® (Milham)
Amanda Cline - Keller Williams Kalamazoo
Christina Dorett - Boris, REALTORS®
Heather Jazayeri - Evenboer-Walton, REALTORS®
Jennifer Kalhorn - Keller Williams Kalamazoo
Anthony Leonard - Keller Williams Kalamazoo
Betty Luna - CENTURY 21 Advanced Realty
Nick Magyar - Berkshire Hathaway HomeServices MI (Oakland)
Allison Maxell - Keller Williams Kalamazoo
Michael Chad Miller - Keller Williams Kalamazoo
Nicholas Myers - Keller Williams Kalamazoo
Patrick Nugent - Keller Williams Kalamazoo
Jody Pennock - Keller Williams Kalamazoo
Peter Pollard - Keller Williams Kalamazoo
Brian Shorkey - Keller Williams Kalamazoo
Jason Sibley - Berkshire Hathaway HomeServices MI (Stadium)
Anna Simonian - Berkshire Hathaway HomeServices MI (Stadium)
Carol Sneller - Sneller Real Estate
Jessica Vlieg - Evenboer-Walton, REALTORS®
Rebecca Yambrick-Morgan - CENTURY 21 Advanced Realty

Welcome REALTOR® Member Reinstatement

Amy Atwater - Atwater Real Estate
Regina Auzins - Century 21 Advanced Realty

Welcome New MLS Only Member

Robert Peterson - The Barton Group

Welcome REALTOR® Office Reinstatement

Atwater Real Estate - Amy Atwater
Kalamazoo, MI | (269) 744-5659

Change of REALTOR® Office Address

Network Team Homes Realty - 801 E. Centre Ave, Portage, MI 49024

[Drops and Transfers - REALTORS®](#)

Quarter Century Club

Congratulations to Mark Vickery, Berner Real Estate, who will reach 25 years with GKAR on April 15th, 2016!

Keybox Corner

The SentiSmart app is a GKAR Member Benefit and a convenient tool for showing property, however your SentiCard is not obsolete. Always carry your SentiCard with you in case your app doesn't work in the area you are showing property.

The only way to assign a Lockbox to a listing or remove a Lockbox is with your SentiCard.

Keep in mind you cannot use the emergency renewal at a Lockbox with your SentiCard twice consecutively, so renewing it periodically at a card reader will help prevent possible issues.

Peak Performance

NEW GKAR TILA-RESPA Integrated Disclosure Form

The Risk Management Committee has designed a new TILA-RESPA Integrated Disclosure Form for GKAR REALTOR® Members use. It will be available in zipForm soon.

MLS News



Complimentary Member MLS Training at GKAR

[Top 10 MLS Tips](#) - April 19th, 2016, 9:00 am - 10:30 am in the Classroom

[ShowingTime](#) - April 19th, 2016, 2:00 pm - 3:00 pm in the Classroom

[Advanced flexmls](#) - April 27th, 2016, 2:00 pm - 4:00 pm in the Classroom

Reservations are required. Call (269) 382-1985 or email ChristyP@gkar.com.

Guidelines for the Stories Field in the MLS system

To help create consistency with the way the Stories field is used in Residential listings in the MLS, use the following chart as a guideline. These definitions are not related to the ANSI standard and do not change how square footage is calculated.

<u>Design</u>	<u>Stories</u>
Ranch	1 Story
Bi-level	2 Stories
Tri-level	3 Stories
Quad level	4 Stories

Changes to First Paragraph of MLS Picture Policy:

Every listing, excluding vacant or unimproved land, must include a primary photo unless specifically precluded in writing by the seller(s) through the listing contract or separate agreement. **For Residential and Multi-Family listings, the primary photo is the first photo on a listing and must be predominantly of the exterior front of the building, except waterfront listings which may be predominantly the waterfront side of the house.** The primary photo must be entered within seven (7) days of listing entry in MLS/KARIN. *(Amended 3/2016)*

Avoid Possible MLS & Ethics Violations When Accessing a Property...Follow the Showing Instructions and Know the Rules!

In addition to possible serious violations, the following rules are for your safety and the safety of others:

- Follow the Showing Instructions on the listing before accessing the Lockbox.
- Never allow another person (this includes your clients) to use your SentiCard under any circumstance, fines can be up to \$1,000.
- Never write your PIN on the card, attach it to, or keep it with your SentiCard; Members have been fined \$250.
- Report your SentiCard as lost or stolen to the MLS Department within 48 hours so the card may be deactivated.
- Do not allow your clients to access a property or remain on the property without your presence the entire time.
- [View the complete GKAR Policy Manual.](#)
- [View the 2016 Code of Ethics and Standards of Practice of the NAR.](#)

If an individual, such as an assistant, a staff member at a brokerage, or a non-Member needs to access a listed property, a 1-Day Code can be issued. For your convenience SentiLock Support can generate 1-Day Codes at the request of the listing broker or agent, 1-Day Codes can be generated through SentiLock's mobile site at m.SentiLock.com, or by accessing the full site at www.SentiLock.com.

Unlicensed assistants and non-Members may be eligible to lease a SentiCard from GKAR for a fee. If you have questions about eligibility and cost, please contact the MLS Department at (269) 382-1985 or email ChristyP@gkar.com.