

Bearings

a newsletter for GKAR MEMBERS
December 2016



At A Glance Committee Meetings

December 1st

- Broker Exchange Forum

December 6th

- [Community Relations](#)

December 9th

- [Risk Management](#)

December 13th

- [MLS/Technology](#)

December 14th

- [Board of Directors](#)

December 15th

- [Education](#)

Not Meeting in December

- [Governmental Affairs](#)

GKAR News

Congratulations to Our 2016 RPAC Office Winners!

We have not only exceeded our goal set by Michigan REALTORS®, we have also set a GKAR record of having two consecutive years with over 60% Member participation in RPAC. [View all our 2016 RPAC Investors.](#) We are also proud to announce our second annual RPAC Office Participation Award recipients:

Large Office Category:

RE/MAX Advantage* - 105%

[Download the complete Office Participation Report](#)

Medium Office Category:

Jaqua, REALTORS® (Plainwell) - 63.63%

Small Office Category:

MI Real Estate Services* - 133%

**2015 Category Winner*

Congratulations to 2017 REALTOR® of the Year Gayle Zientek

We are pleased to announce your 2017 REALTOR® of the Year is Gayle Zientek, broker/owner of Network Team Homes Realty. Gayle joined GKAR in 2004. In her first 3 years, she earned her ABR, CRS, GRI, and e-PRO Designations. She also earned her associate broker's license in 2007. She and her husband Steve, opened their Portage-based office in 2012.

She has served on at least one Committee each year since joining GKAR, including 2 years on the Board of Directors and 2 years as GKAR's Treasurer (one of her favorite memories is signing over 600 checks for GKAR Members).

Over the years, Gayle's focus has been on building relationships, networking, personal development, community involvement, and engaging on Social Media to inspire agents around the world toward success.

She has been a sought-after speaker both nationally and internationally on the power of relationship marketing as it relates to business. You will always find Gayle with a charged cell phone capturing images and video of people and events. She values her friendships and celebrates people every day.

Send a personal message congratulating Gayle at GayleZientek@gmail.com.

Make the Most of Your Membership - [Apply for a Committee](#)

When you get involved, you open up a world of opportunities to build your network, your resume, and your business. GKAR Committees are the lifeblood of the Association, serving and executing the Board of Directors' vision for the Association, in alignment with the Bylaws, Strategic Plan, and National Association of REALTORS® Core Standards. [Submit your application now through December 14th, 2016.](#)

At A Glance

Events

December 7th

- [Winter Bus Trip to Chicago](#)

December 15th

- [Sounds of the Season](#)

[Check out the photos from Installation & State of the Association Holiday Luncheon](#)

Courses

December 9th

- [NAR Ethics Training](#)

January 23rd, 24th, 25th & 26th

- [Broker Prep](#)

January 27th

- [Course 1800](#)

GKAR Events

Join us for Sounds of the Season at GKAR

Celebrate the season through music, provided by your Education Committee on Thursday, December 15th, 2016, at GKAR. No RSVP required; but be sure to mark your calendar and come enjoy this annual event!

- 3:00 pm - 4:00 pm - Social Reception with Appetizers
- 4:00 pm - Morgan Bullock
- 4:30 pm - Maple Street Magnet School Choir
- 5:00 pm - Saxophone Quartet

Don't Miss a Thing - Mark Your 2017 Calendar Now

[Download 2017 GKAR Event Calendar](#)

Remember, you can always get the inside scoop by visiting www.GKAR.com > Member Central > [Association Calendar](#).

Upcoming Courses



Broker Prep Course

January 23rd, 24th, 25th & 26th from 8:00 am - 5:00 pm

Instructor: Joe Schmitt

Tuition: \$359.99/Member | \$399.99/non-Member | Materials included.

Course 1800

January 27th, 2017

Instructor: Gwyn Besner

Tuition: \$0/Member Benefit | \$65/non-Member | Continental breakfast included.

Credit: 6 hours of CE including 2 Legal & NAR Ethics

Real Estate Negotiation Expert

Coming to the MREA in the first quarter, the Real Estate Negotiation Expert (RENE) Certification is for real estate professionals who want to sharpen their negotiation skills; it gives REALTORS® the tips and tools they need to be skillful advocates for their clients.

What You Gain:

- Improve your negotiating skills
- Learn about behind-the-scenes issues and how to deal with them
- Learn how to handle a wide range of personalities and situations
- Learn to sort out competing objectives of the parties involved in a transaction

At A Glance

Classes & Events

- [Dec. Birthday Calendar](#)

Housing Reports

- [Cumulative Sales Report](#)
- Sub-Area Closed Residential Sales Report
[Jan - October 2016](#)
[Jan - October 2015](#)
- [Mortgage Rates](#)

Membership News

Welcome New REALTOR® Members

Elizabeth Carlson - Berkshire Hathaway HomeServices MI (Stadium)
Everett Couch - Couch & Co.
Brooke Davis - Berkshire Hathaway HomeServices MI (Oakland)
Richard DeCrocker - Berkshire Hathaway HomeServices MI (Oakland)
Jennifer Dolphin - Berkshire Hathaway HomeServices MI (Oakland)
Teresa Feltner - Berkshire Hathaway HomeServices MI (Stadium)
Michael Hall - Berkshire Hathaway HomeServices MI (Plainwell)
Steven Harcourt - Jaqua, REALTORS® (Drake)
Cori Hunt - Keller Williams Realty
Kelly Karpenko - Berkshire Hathaway HomeServices MI (Stadium)
Ala-Star Officer - Berkshire Hathaway HomeServices MI (Stadium)
Carrie Stinson - Jaqua, REALTORS®
Deon Voss - Time Line, REALTORS®
Rebekah Whitcomb - Berkshire Hathaway HomeServices MI (Stadium)

Welcome REALTOR® Member Reinstatement

Easa (Chris) Khoury - Khoury Real Estate

Welcome New REALTOR® Offices

Couch & Co. - Everett Couch
Allegan, MI | (269) 329-9659

Khoury Real Estate - Easa (Chris) Khoury
Kalamazoo, MI | (269) 352-4648

Koshar Commercial Appraisal Services, LLC
Kalamazoo, MI | (269) 372-4990

Welcome New Business Partner Member

Ron Jackson Insurance Agency - Courtney Howrigan
Kalamazoo, MI | www.ronjacksonins.com | (269) 345-8577

Transfers - REALTORS®

Russ Koshar - Acura Valuations to Koshar Commercial Appraisal Services, LLC
Marta Parilli - Berkshire Hathaway HomeServices MI to Carlson, REALTORS® & Development

Drops - REALTORS®

Angie Brown - Berkshire Hathaway HomeServices MI
Sarah Doorlag - Doorlag Realty Co.
Tania Kazanjian - Keller Williams Kalamazoo
Joe Oswald - Keller Williams Kalamazoo
Thomas Shock - Berkshire Hathaway HomeServices MI

Key Box Corner

Supra Key

Borrowing Information

A small supply of Supra keys are available at GKAR for your convenience and may be:

- Reserved up to 24 hours in advance of pick-up by calling (269) 382-1985 or sending a request to Support@gkar.com
- Checked out by any GKAR REALTOR® Member in good standing
- Checked out by any GKAR Business Partner in good standing who is a: home inspector, licensed pest control company, environmental company, or well/septic inspector
- Checked out for no more than 2 business days
- Used in accordance to the Showing Instructions in the MLS or with permission to access property from the owner or listing broker/agent

If a Supra key is lost, stolen, damaged, or unusable, a **\$250 replacement fee** will be charged to the agent who borrowed the key.

A **\$10/day late fee** will be issued if a Supra Key is not returned within the 2 business days.

For your convenience, you may deposit a Supra key in the off-hours Supra key return window located on the west side of the building, near the staff entrance at GKAR.

MLS News

Complimentary Member MLS Training at GKAR

[Top 10 MLS Tips](#) - December 14th, 2016, from 2:00 pm - 4:00 pm in the Classroom

[zipForm Training](#) - December 20th, 2016, from 2:00 pm - 3:30 pm in the Classroom

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



Supra Key Leasing Information

If you are interested in leasing your own Supra key, please contact the neighboring Associations for details and pricing:

Battle Creek Area Association: (269) 962-5193 or bcaaroffice@gmail.com

Grand Rapids Association: (616) 940-8200 or helpdesk@grar.com

Southwestern Michigan Association: (269) 983-6375 or info@swmar.org

St. Joseph County Association: (269) 467-6261 or infor@sjcarhomes.com

Entering Residential Listings in flexmls Just Got Faster

The following changes were put into effect for entering **Residential** listings only:

1. If you enter "1" in the **Stories** field on the **Main Fields** tab, the Upper Rooms fields will no longer be required on the **Details** tab
2. If you select "No" in the **Basement** field dropdown box on the **Main Fields** tab, the required Basement Rooms section of the **Details** tab will not be displayed

These changes reduce the amount of information you are required to enter when listings a one story home or a home without a basement.

MLS Fine Notice

A GKAR Member was fined \$120 for not changing the Status of a listing to Pending in flexmls within 2 days of the signing of the Buy & Sell Agreement.

Get Leads! Claim Your FREE Agent Profile on REALTOR.com

A listing in Southwest Michigan is viewed on average 166 times on REALTOR.com. Agents from MichRIC have had their profiles viewed on REALTOR.com 9,407 times in a last year. Claim your free member profile now and maximize your visibility for you and your listings. [Click here to find out how to get started!](#)

Peak Performance

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

Anytime you start creating new language for the Buy & Sales Agreement (when the boilerplate language just won't work) you are taking a risk. "Written in" contract language usually takes precedence over the boilerplate language and courts normally hold those that create the language responsible for the bad results of unclear language. So, be careful!

Brought to you by the [Risk Management Committee](#).