

# Bearings

a newsletter for GKAR MEMBERS  
July 2016



## At A Glance

### Committee Meetings

July 7<sup>th</sup>

- [Broker Exchange Forum](#)

July 15<sup>th</sup>

- [Education](#)

July 22<sup>nd</sup>

- [Board of Directors](#)

Not Meeting in July

- Community Relations
- Governmental Affairs
- MLS/Technology
- Risk Management

## GKAR News

### Annual RPAC Picnic & Auction Fundraiser Huge Success

With your support, our annual fundraiser, the RPAC Picnic & Auction held Monday, June 20<sup>th</sup> at GKAR was a record breaking year with over \$6,000 raised for RPAC!

Thank you to our auction bidders and congratulations to our auction winners:

Heidi Bish	Kerry Keefer Fischer	Cindy Rowe
Lee Crossley	Shauna Knight	Tami Slocum
Linda Hazelhoff	Dave Maturen	Joshua C. Wilson
Alan Jeffries	Doug Merriam	Eugenia Zacks Carney
Alex Jeffries	Cassie Roberts	Gayle Zientek
Luke Jeffries	Natalie Rowe	

Thank you auction sponsors:

American Home Inspections	Consumers Credit Union
Apollo Home Mortgage	HouseMaster Home Inspections
Better Environmental Services & Technologies	KALSEE Credit Union
	Lake Michigan Credit Union

[View GKAR's 2016 RPAC Donors](#)



### GKAR Announces Endorsements for Upcoming Elections

The Board of Directors approved the Governmental Affairs Committee's recommendation to endorse the following legislators in their upcoming election:

- Fred Upton for U.S. Representative for Michigan's 6<sup>th</sup> Congressional District
- Dave Maturen for 63<sup>rd</sup> District in the Michigan House of Representatives
- Brandt Iden for 61<sup>st</sup> District in the Michigan House of Representatives
- Candidate Beth Griffin for 66<sup>th</sup> District in the Michigan House of Representatives

### Thank You for Your Feedback - Membership Survey Results

Thank you to those who participated in our membership survey. We appreciate your suggestions and feedback to help us provide the best membership experience possible. Of the 200 Members who responded to our survey, 95% are satisfied with the Association's products and services.

In the last 12 months:

- 80% Read the *Bearings*
- 76% Attended a 4:01 Networking Event
- 70% Attended Membership Appreciation & Casino Night
- 72% Attended an Educational Course
- 41% Read Peak Performance Articles

## At A Glance

### Events

August 18<sup>th</sup>

- [GKAR Tigers Game Day](#)

August 29<sup>th</sup>

- [Annual Summer Golf Outing](#)

September 2<sup>nd</sup>

- [Day of Service for Veterans Nomination Form Due](#)

September 16<sup>th</sup>

- [Day of Service for Veterans Volunteer Form Due](#)

October 22<sup>nd</sup>

- [Day of Service for Veterans](#)

December 7<sup>th</sup>

- [Winter Bus Trip to Chicago](#)

### Courses

July 7<sup>th</sup>, 8<sup>th</sup>, 13<sup>th</sup>, 14<sup>th</sup> & 15<sup>th</sup>

- [RE101](#)

September 20<sup>th</sup>

- [e-PRO](#)

September 29<sup>th</sup>

- [Course 1700](#)

# GKAR Events

[Go to a Tigers Game](#) - August 18<sup>th</sup> Boston Red Sox at Detroit Tigers

We have 15 seats left on charter bus headed to Comerica Park on Thursday, August 18<sup>th</sup>, 2016, get your tickets now! Only \$85 per person and non-Members are welcome.

### GKAR's Summer Golf Outing is Half Full

Secure your team now for the Annual Summer Golf Outing & RPAC Fundraiser on Monday, August 29<sup>th</sup>, 2016. 18 foursomes are already sold! 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](#)

Lunch Sponsored By



### Nominate a Client and/or Volunteer to Serve our Veterans

Our goal is to assist veterans in our community, whether returning home with special requirements or simply in need of home maintenance. Last year we served 11 local veterans and with your help hope to increase that number this year. We are now accepting nomination forms for veterans and volunteer forms from Members to serve our Veterans.

[Download Event Flyer](#)

[Download Nomination Form](#)

[Download Volunteer Form](#)

### Now Selling Tickets for the Winter Bus Trip to Chicago

We know the sun is shining and you don't want to think about snow, but we wanted to let you know registration is open for the annual winter bus trip to Chicago on Wednesday, December 7<sup>th</sup>, 2016. [Get your tickets now!](#)

## Upcoming Courses



### Earn Your Military Relocation Program (MRP) Certification this Fall

Learn about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. Learn how to provide the real estate services - at any stage in the service member's military career - that meet the needs of this niche market and win future referrals. [Visit the MRP website.](#)

### Earn Your e-PRO® Certification at GKAR September 20<sup>th</sup>, 2016

e-PRO® gives you a roadmap to build your business and serve the hyper-connected consumers of today and tomorrow. Learn about the changing market and how to connect with consumers, manage your online reputation, generate leads, and gain referrals. Day one is a live course and day two is completed online.

[Visit the e-PRO website. Let Jessica know you're interested in this course.](#)

## Classes & Events

- [July Birthday Calendar](#)
- [New Member Orientation  
July 20<sup>th</sup>, 21<sup>st</sup>, and 22<sup>nd</sup>](#)

## Housing Reports

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

### Drops - REALTORS®

Gail Cummins - RE/MAX Advantage  
Bobbie DeGraaf - Carlson, REALTORS® and Development  
Bradley Wyant - Vernon Group Realty

### Transfers - REALTORS®

Frank Barber - Keller Williams Kalamazoo to Five Star Real Estate  
Ginger Phillips-Sharief - Jaqua, REALTORS® (Drake) to  
Jaqua, REALTORS® (Milham)  
Justin Russell - Berkshire Hathaway HomeServices MI (Stadium) to  
Sneller Real Estate

### Change - REALTOR® Office Address

Midwest Realty Group, 2314 Helen Avenue, Portage MI 49002

### Quarter Century Club

Congratulations to Carol Hardy, Berkshire Hathaway HomeServices MI, who will reach 25 years with GKAR on July 10<sup>th</sup>, 2016 and to Dan Jaqua, Jaqua, REALTORS®, who will reach 25 years with GKAR on July 17<sup>th</sup>, 2016!

### REALTOR® Emeritus

Congratulations to Barry Bond, RE/MAX of Kalamazoo, and Larry Lamble, Berkshire Hathaway HomeServices MI, who will both achieve their 40 year REALTOR® Emeritus on July 15<sup>th</sup>, 2016!





## Key Box Corner

Assigning a Lockbox to a listing is as easy as Function 1, Function 2, Function 3. The ONLY way to correctly assign a Lockbox to a listing is by using the Listing Agent's SentiCard. If the Listing Agent's SentiCard is not used to assign a Lockbox to a listing, One Day codes, Contractor codes, and Call Before Showing codes cannot be used on that Lockbox.

[Download Instructions for Assigning a Lockbox to a Listing](#)

## Peak Performance

[11 Communication Habits to Enhance Your Effectiveness and Keep You Out of Hot Water](#)

This list is both entertaining and highly educational.

[Brought to you by GKAR's Risk Management Committee](#)

## MLS News

Complimentary Member MLS Training at GKAR

[Searching](#) - July 12<sup>th</sup>, 2016, 2:00 pm - 4:00 pm, in the Classroom

[Customization](#) - June 19<sup>th</sup>, 2016, 2:00 pm - 3:30 pm, in the Classroom

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

### NEW Location for Non-MichRIC MLS Logins for Data Sharing Access

There are six MLSs in Michigan that allow you, as a GKAR Member, to log in to their MLS site for searching purposes only. If you would like to have your listing appear in another MLS, please contact that MLS directly for more information regarding guest or non-member listings.

The location of the login, password, and special instructions for these non-MichRIC MLSs is now in our MLS Intranet.

1. Log in to [www.MichRIC.com](http://www.MichRIC.com)
2. Click on the **Daily Functions** tab
3. Click the **MLS Intranet** option from the menu
4. Click the + symbol next to **Non-MichRIC MLS Logins** to expand the section
5. Click the **Non-MichRIC Reciprocal MLS Login Information** link

The passwords change every month, so always check the **MLS Intranet** for up-to-date information. Pay close attention to the **Special Instructions** column, as some of the MLSs data share for informational purposes and commission noted in their MLS system does not constitute offers of compensation to GKAR Members. Compensation should be discussed before you begin the showing or negotiation process.

### Changes to Client Portal and Subscriptions Coming July 5<sup>th</sup>, 2016

Our MLS vendor, FBS, will be changing the login process to Client Portals in preparation of the release of a consumer version of their flexmls app for iPhones later this summer. Any Contacts that you have set up with a Client Portal will be prompted to use their email address to login in from now on and they will be asked to set a password for their account. If they would like, they can continue using their previous password by typing it into the Password field and retying it to confirm. [Click HERE for more information.](#) You will need to use your MLS login and password to access the information.

Enhancements to Subscriptions will also be released at the same time, which will allow you to see activity for Subscription emails that the contact has viewed from several gadgets, the Contact Management page, and My Sent Emails. [Click HERE for more information.](#) You will need to use your MLS login and password to access the information.

### New Sub-Area Closed Residential Sales Report

GKAR has a new statistics report which breaks down residential sales, in a year to date format, for each of the K Areas. Access the new Sub Area Closed Residential Sales Report in the Housing Report sections on page 3 of the *Bearings* or on GKAR.com > Member Central > Tools & Resources > [Cumulative Sales Reports](#).

[Click here for instructions on running your own Sub-Area Closed Residential Sales Report based on criteria you select.](#)