

# Bearings

a newsletter for GKAR MEMBERS  
September 2016



## At A Glance

### Committee Meetings

September 9<sup>th</sup>

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

September 13<sup>th</sup>

- [MLS/Technology](#)

September 23<sup>rd</sup>

- [Board of Directors](#)

## GKAR News

### REALTOR® Annual Dues Reminder

Your 2017 Annual Dues Statement was mailed to you on August 10<sup>th</sup>, 2016, and payment is due before September 10<sup>th</sup>, 2016. A \$25 late fee assessed to unpaid invoices after the due date. Please contact Heather Brown at (269) 382-1597, ext. 101 or HeatherB@gkar.com with questions. We look forward to your continued Membership with GKAR!

### Citation System Added to GKAR Policy Manual

In order to streamline the ethics hearing process, a Citation System has been developed and added to the GKAR Policy Manual in the [Professional Standards-Grievance Section](#). You may also view the full details in the [Citation System Brochure \(PDF\)](#).

### GKAR Elections for 2017 Board of Directors

The Annual GKAR Election will be held online beginning at 12:01 am, on Tuesday, September 13<sup>th</sup>, 2016 until 4:00 pm, on Thursday, September 15<sup>th</sup>, 2016. There will be no election meeting this year. For the list of candidates on the GKAR Election Ballot, view the [Nominating Committee Report](#). The final ballot will be distributed along with the Official Notice of the Election on or before Tuesday, September 6<sup>th</sup>, 2016 via email.

### 2017 REALTOR® of the Year - Nominate a Member Now

The GKAR REALTOR® of the Year is recognized by their peers for their contributions to the real estate profession and to the greater Kalamazoo community. Nominees must be a Primary Member of GKAR for a minimum of five consecutive years. The recipient will be honored at the local level and recognized at GKAR's Installation Holiday Luncheon. The REALTOR® of the Year will also be submitted at the state level for consideration at Michigan REALTORS® Convention. [Submit a Nomination](#)

### RPAC Office Participation Competition

The GKAR Office RPAC Participation Competitions for RPAC contributions received in 2016 returns again this year. To win, your office must have the most Members who invest in RPAC. There are three categories based on the number of REALTORS® per office. The small office is five or more REALTORS®; medium office is nine or more REALTORS®; and large office is 14 or more REALTORS®. A minimum investment 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 2<sup>nd</sup>, 2016. All investments must be received by November 18<sup>th</sup>, 2016. Good luck!

## At A Glance

### Events

September 2<sup>nd</sup>

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

September 12<sup>th</sup>

- [Governmental Legislative Update Forum](#)

September 16<sup>th</sup>

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

October 22<sup>nd</sup>

- [Day of Service for Veterans](#)

October 27<sup>th</sup>

- [Fall 4:01](#)

December 7<sup>th</sup>

- [Winter Bus Trip to Chicago](#)

### Courses

September 8<sup>th</sup>, 9<sup>th</sup>, 14<sup>th</sup>, 15<sup>th</sup> & 16<sup>th</sup>

- [RE101](#)

September 20<sup>th</sup>

- [e-PRO](#)

September 29<sup>th</sup>

- [Course 1700](#)  
Course Full—Contact Jessica Alvarez at [JessicaA@gkar.com](mailto:JessicaA@gkar.com) to be placed on the waiting list.

September 26<sup>th</sup>, 27<sup>th</sup> & 28<sup>th</sup>

- [Broker Series Law 101](#)

October 17<sup>th</sup>, 18<sup>th</sup> & 19<sup>th</sup>

- [Broker Series Law 102](#)

October 20<sup>th</sup>

- [Blast Off Educational Conference](#)

November 14<sup>th</sup>

- [MRP Certification](#)

# GKAR Events

## Last Day to Nominate a Veteran for Day of Service

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](#)

## Fall 4:01 at Food Dance, October 27<sup>th</sup>, 2016

Business is so much easier when you know the parties involved. Come meet your fellow real estate professionals, and enjoy hors d'oeuvres and drinks at this fun fall event for GKAR REALTORS® and business partners! [Details & Parking Information](#)

## Get Your Tickets for the Winter Bus Trip to Chicago

The annual winter bus trip to Chicago is Wednesday, December 7<sup>th</sup>, 2016. [Get your tickets now!](#)

## Upcoming Courses



### Earn Your Military Relocation Program (MRP) Certification November 14<sup>th</sup>, 2016

When service members and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful. This course focuses on educating real estate professionals 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 by signing up for Day 1 of the certification course. Upon completion of Day 1, students must complete Day 2 online to earn the e-PRO® certification. The evolution of e-PRO® was developed through a partnership of the NAR and the Social Media Marketing Institute (SMMI) to familiarize today's agents with the latest technology and social media tools to enhance their business and help them engage with customers and other real estate professionals.

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

## Classes & Events

- [September Birthday Calendar](#)
- New Member Orientation  
[September 21<sup>st</sup>, 22<sup>nd</sup> & 23<sup>rd</sup>](#)  
[November 16<sup>th</sup>, 17<sup>th</sup> & 18<sup>th</sup>](#)

## Housing Reports

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

### Drops - REALTORS®

Thomas Barnett - Bellabay Realty  
Thomas Doezema - Time Line REALTORS®  
Sonya Escobar - Keller Williams Kalamazoo  
Julie Fish - Time Line REALTORS®  
Thomas Hohm - Home Marketing Systems, Inc.  
Jodie Perry - Boris, REALTORS®  
Eileen Simon - EXP Realty  
Laura Stensland - Lakes & Country Real Estate (Paw Paw)  
Julie Vilas - Cornell & Associates

### Transfers - REALTORS®

Nick Breedveld - Berkshire Hathaway HomeServices MI (Plainwell) to Berkshire Hathaway HomeServices MI (Mattawan)  
Zac Folsom - RE/MAX Advantage to Keller Williams Kalamazoo  
Michael Guidebeck - Preferred Real Estate Professionals to Lakes & Country Real Estate (Paw Paw)  
Tori Hall - Berkshire Hathaway HomeServices MI to Network Team Homes Realty  
Kathy Honicutt - Keller Williams Kalamazoo to Berkshire Hathaway HomeServices MI  
Michael McGrath - Villegas Group to CENTURY 21 Affiliated  
Brenda Murphy - CENTURY 21 C. Howard to CENTURY 21 Advanced  
Nicholas Myers - Villegas Group to CENTURY 21 Affiliated  
David Thompson - RE/MAX Advantage to Keller Williams Kalamazoo

### Change of REALTOR® Office Address

CENTURY 21 Affiliated (Portage Office) - 5136 Lovers Lane, Suite 104, Portage, MI 49002

### Change of Business Partner Office Name

Educational Community Credit Union to Arbor Financial Credit Union

### Welcome New REALTOR® Members

Bridgett Berchiatti - Berkshire Hathaway HomeServices MI (Stadium)  
Maeva Bottex - Keller Williams Kalamazoo  
Angela Brown - Berkshire Hathaway HomeServices MI (Stadium)  
Amy Cole - Berkshire Hathaway HomeServices MI (Oakland)  
Amy Crandall - RE/MAX Advantage  
Tracy Maurer - CENTURY 21 Affiliated  
Kristin Musselman - O'Brien Real Estate  
Emma Tate - Berkshire Hathaway HomeServices MI (Stadium)  
Troy Taylor - Lakes & Country Real Estate  
Steven Tkachuk - Keller Williams Kalamazoo  
Christopher Tolmacs - Berkshire Hathaway HomeServices MI (Stadium)  
Jade Vanhorn - Real Estate Firm  
Bridgette Warren - Doorlag Realty Company

### Welcome REALTOR® Member Reinstatement

Gail Cummins - RE/MAX Advantage  
Katharine Hawley - O'Brien Real Estate  
Ted Vlieg - Evenboer-Walton, REALTORS®

### Welcome New MLS Only Member

Robin Button - Bayshore Realty



## Key Box Corner

What are the benefits of using the SentiSmart app on your smartphone?

There's no need to panic if your SentiCard is expired, just use the SentiSmart app to generate an Access Code to open the key compartment.

Listing Agents no longer have to wait for the Showing Agent to renew their SentiCard for confirmation you showed their listing because a Showing Notifications is sent to the Listing Agent when you generate an Access Code for their lockbox.

Use the SentiSmart app to quickly generate **One Day Codes** and email or text them to the Showing Agent directly from the app.

Don't worry, your SentiCard isn't obsolete. You'll still need to use it every time you assign a lockbox to your listing and when releasing the shackle to remove a lockbox from a listing.

[Download the SentiSmart app now.](#)

## MLS News

Complimentary Member MLS Training at GKAR

[ZipForm & Electronic Signatures Class](#) – September 13<sup>th</sup>, 2016 from 9:00 am – 10:30 am in the Classroom

[Top 10 MLS Tips Class](#) – September 30<sup>th</sup>, 2016 from 2:00 pm – 4:00 pm in the Classroom

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

### Timelines for Listing Input and Changes in the MLS System

We've been fortunate that our local market conditions have been steadily on the rise in the last few years, which means timeliness of information are even more critical for agents to effectively communicate with their clients. The following information will help you stay in compliance with MLS Policy and with one of the purposes of the MLS, to cooperate.

- New **Listings** are required to be entered into the MLS system within 48 hours of the seller's signature on the Listing Agreement.
- Status changes to **Withdrawn** or **Cancelled** must be made in the MLS system within 2 business days of the seller's signature on an authorizing document.
- The Status is required to be changed to **Pending** within 2 business days of the signing of the Sales Agreement.
- The Status is required to be changed to **Sold** within 48 hours of closing.

### Office Exclusive Listings Required to be on File in the MLS Department

If you have a Listing Agreement where the seller has specified within the contract that the property is not to be entered into the MLS system at all, or until a specific date, the Listing Agreement is required to be emailed to [Support@gkar.com](mailto:Support@gkar.com) or faxed to (269) 382-1909 within 3 business days of the seller's signature.

### GKAR Blog Has Searchable MLS Tips and More

Visit [www.GKAR.com](http://www.GKAR.com) and click Blog to the right of the GKAR logo at the top of the page. The Blog features not only MLS related tips, but also Peak Performance Articles and other topics which are displayed on the right side of the Blog page. If it's a challenge to remember to check back for new articles, enter your email on the Blog page and click **Subscribe**. You'll be emailed when a new article has been added.

## Peak Performance

Possession: "We Closed this morning! Don't we get to move in right away?"

The always used, but rarely read (in detail), "Possession" paragraph of our Buy & Sell Agreement can sometimes sneak up on you and bite you late in the game when closing a transaction. Let's take a minute to look at a couple of scenarios that you may encounter...

[Read Full Article](#)

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

