

# Bearings

a newsletter for GKAR Members  
April 2017



## At A Glance

### Committee Meetings

April 3<sup>rd</sup>

- [Advocacy](#)

April 7<sup>th</sup>

- [Professional Development](#)

April 11<sup>th</sup>

- [MLS](#)

April 14<sup>th</sup>

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

## GKAR News

### Join the Kalamazoo Valley Habitat for Humanity National Women's Build in May

Join Habitat's volunteer program for women (and men) who want to build homes, communities, and hope. There is no experience necessary! Lowe's is providing a free how-to clinic on using power tools safely and basic framing.

The Community Relations Committee is coordinating a one-day build in June; and more details will come to you soon.

If you want to get involved right away, volunteers are needed for May 9<sup>th</sup>, 10<sup>th</sup>, 11<sup>th</sup>, and 13<sup>th</sup>. To get a team together or sign up individually, contact [Ann Kilkuskie](#) with Habitat for Humanity for more details. [Informational Flyer \(PDF\)](#)

### NAR Notice - Cyber Fraud

We are receiving reports of wire fraud throughout the state. We want to provide you with the latest information to ensure your clients do not fall victim to these scams. The NAR legal team has put together a [short informational video](#) that you and your agents can share with clients explaining wire fraud and warning signs.

An email was sent to all GKAR Members on March 28<sup>th</sup>, 2017. [View Email](#)

### FREE Promotion! April is REALTOR® Open House Month

We want to promote the value you bring to your community by designating April as REALTOR® Open House Month. Your participation will get you extra recognition on three specific Sundays (April 9<sup>th</sup>, April 23<sup>rd</sup>, and April 30<sup>th</sup>, 2017) to educate the public about all you do. Let us know if you plan to hold an open house on one of these Sundays in April and we will promote your participation. [Sign Up/Event Details](#)

### Tour the State Capitol with GKAR in September!

We work hard to foster good working relationships with local and State legislators. A benefit of these relationships is being able to tour the State Capitol, see legislative panel discussions, and meet with our State legislators. As a Member of GKAR, you are invited to the Capitol. This has previously happened in May, so please note that this year we will be headed to the Capitol on Tuesday, September 19<sup>th</sup>, 2017.

Meet at GKAR to carpool; we will depart at 8:15 am and will return to GKAR by 4:00 pm. This outing is provided as a Member benefit to you. Please email [Callie Reed](#) if you are interested in attending.

## At A Glance

### Events

April 9<sup>th</sup>, 23<sup>rd</sup>, and 30<sup>th</sup>

• [REALTOR® Open House Month](#)

April 20<sup>th</sup>

• [Spring 4:01](#)

May 8<sup>th</sup>

• [Governmental Legislative Update Forum](#)

May 18<sup>th</sup>

• [Professional Development Committee Presents... Understanding and Negotiating Home Repairs](#)

June 5<sup>th</sup>

RPAC Picnic & Auction  
Registration Coming Soon...

### Courses

April 20<sup>th</sup>

• [Course 1800](#)

September 18<sup>th</sup>

• [Course 1800](#)

October 19<sup>th</sup>

• [Course 1800](#)

November 7<sup>th</sup>

• [MRP Certification](#)

December 12<sup>th</sup>

• [e-PRO Certification](#)

# GKAR Events

## Day of Service for Veterans is Back - Now Thru October!

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 10 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. This year, we will complete project requests as they are received rather than coordinating all projects on one day. There will still be a Fall Clean-up Day and Fellowship Lunch on Saturday, October 21<sup>st</sup>, 2017.

[Get Event Details Now](#)

## Registration Now Open for GKAR's Golf Outing

Secure your team for the Annual Summer Golf Outing that has sold out the last seven years! We are excited to be back at The Moors Golf Club and look forward to seeing you at this popular Member event. [Download Your Golfer Sign-up Form](#)

## Win Prizes and Have Fun at Membership Appreciation and Casino Night on May 24<sup>th</sup>, 2017

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 24<sup>th</sup>, 2017, from 4:00 pm-7:00 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 Required - RSVP Now!](#)

## Upcoming Courses

### Continuing Education Law Change

As of March 29<sup>th</sup>, 2017, LARA implemented a new law regarding Continuing Education. The law requires all licensees to take six (6) hours of Continuing Education **each year** within a cycle in order to complete the 18 required hours. [Get Details](#)

### Board of Directors is Providing FREE Continuing Education for REALTOR® Members in 2017

Your Board of Directors is committed to your success; so they are providing multiple complimentary opportunities for you to complete your Continuing Education requirements in 2017. **Bonus:** These courses will also fulfill your NAR ethics requirement! There are only three sessions remaining, so [REGISTER NOW!](#)

### Course 1800 - Only Three Dates Remaining in 2017!

**Dates:** April 20<sup>th</sup>; September 18<sup>th</sup>; October 19<sup>th</sup> | **Instructor:** Gwyn Besner

**Tuition:** \$0/Member Benefit; \$65/non-Member; Continental Breakfast

**Credit:** 6 hours of CE, Including Legal Update; 2.5 hours of NAR Ethics Credit

[Register Now](#)



# Membership News

## Welcome New REALTOR® Members

Bryan Cole Allers - Keller Williams Kalamazoo  
Jennifer Burton - Berkshire Hathaway HomeServices MI  
Daniel Carter - Khoury Real Estate  
James Chalenko - Keller Williams Kalamazoo  
David Chapman - Compass Realty  
Lisa Emery - Keller Williams Kalamazoo  
Joshua Fedney - Villegas Group  
Amy Followell - RE/MAX Advantage  
Cory Herbert - Sharp Realty Inc.  
Shelly Ingram - Lakes & Country Real Estate  
Dalton Launer - CENTURY 21 Affiliated  
Chelsea McIntyre - Khoury Real Estate  
Jeremy Ryan - Five Star Real Estate  
Erin Simpson - Berkshire Hathaway HomeServices MI  
Kimberly Tomson - Carlson REALTORS® & Development  
TJ Ward - Midwest Realty Group  
Jennifer Wheeler - Berkshire Hathaway HomeServices MI  
Mark Whitcomb - Berkshire Hathaway HomeServices MI  
Kelly Zwack - Keller Williams Kalamazoo

## Welcome REALTOR® Member Reinstatement

Jocelyn DeVries - Keller Williams Kalamazoo

## Welcome New REALTOR® Offices

Compass Realty - David Chapman, Paw Paw, MI, (269) 605-3555  
Redfin Corporation - Keith Sellers, Grand Rapids, MI, (616) 916-4921

## Drops - REALTORS®

Harry Albright - Allied Capital Corp.  
David Campbell - Wedgewood Development

## Transfers - REALTORS®

Jacqueline Devereaux - Lifestyles Real Estate to Redfin Corporation  
Keith Sellers - Sellers Real Estate to Redfin Corporation  
Madison Shepard - Keller Williams Realty to Lukeman Group, LLC

## Drops - REALTOR® Offices

Allied Capital Corp. - Harry Albright  
Sellers Real Estate - Keith Sellers  
Wedgewood Development - David Campbell

## Addition to Existing Business Partner

Barb Miller - Apollo Home Mortgage

## At A Glance

### Classes & Events

- [April Birthday Calendar](#)

- [NAR Ethics Training](#)

*During Course 1800*

April 20<sup>th</sup>

September 18<sup>th</sup>

October 19<sup>th</sup>

### Housing Reports

- [Cumulative Sales Report](#)

- Sub-Area Residential  
Sales Report

[February 2017](#)

[February 2016](#)

- [Mortgage Rates](#)



## Key Box Corner

### SentriSmart Agent Safety Feature

Agent Safety Feature in the SentriSmart app is an extra layer of security for REALTORS® showing homes. You have the capability of setting up an emergency contact to be notified if you feel unsafe and allow the app to check on you throughout the showing.

It's easy and free to set up!

1. Just log in into your SentriSmart app on your mobile device.
2. Tap the **Settings** icon followed by the plus sign to add your contact(s).
3. Slide the **Enable Automated Safety Check** button to "on."

Once set up, the app will check in with you throughout the showing. If you ever feel that you are in danger, choose the **Send Alert** option. If you feel safe, then there is an option to say **I'm Okay, Don't Ask Again.**

Important! You must be using the app in the showing in order for the feature to be utilized.

## MLS News

### MLS Photo Policy Reminders

All properties, excluding vacant or unimproved land, listed in flexmls are required to have a photo. At least one photo is required and must be predominantly from the exterior front of the building. The exception to this are waterfront listings which may be shown predominantly from the waterfront side of the building.

This includes properties that are active, pending, or sold. The picture must be added within seven (7) days of listing entry in MLS. If the property is sold before the seven (7) days, then a photo is still required to be added before the status is changed to sold.

### Guidelines for Construction Listings in flexmls

Did you know that new residential construction can be listed in various stages of construction in flexmls? Agents can list when a property is proposed, under construction, and completed. Ensuring a few pieces of criteria are met with the listing will avoid confusion and MLS fees. See the full policy below.

#### A Residential New Construction listing must fit into one of these three categories:

1. Completed, Under Construction, and Proposed Construction. A completed listing is one that is substantially completed and near ready for occupancy. All construction that is not a buyer option is complete.
2. Under Construction listings must have a Municipal Building Permit
3. Proposed Construction listings must meet the following requirements:
  - A. The signatory of the Listing Agreement must have ownership interest in the parcel
  - B. The primary photo is required to be the GKAR supplied image which reads, "Proposed Construction" or a photo or drawing of the proposed construction containing the word "Proposed"
  - C. Marketing Remarks and Advertising Remarks must begin with the words "Proposed Construction"
  - D. A seller may not have more than five "Proposed Construction" listings per recorded plat

To find this policy, please reference Listing Procedures Section 1.2.2 (Amended 12/15) in the [GKAR Policy Manual](#).

### zipForm Push Product

As of March 13<sup>th</sup>, 2017, every listing now has the zipForm Push Product. It can be found on the **Detail** page of the search screen, between **Calculator** and **RPR Push Product**.

Clicking the **zipForm Push Product** will direct you to your zipForm account and begin a new transaction. Within the new transaction, the cover sheet will autofill with information from flexmls.