

# Bearings

a newsletter for GKAR Members  
August 2017



## At A Glance Committee Meetings

August 4<sup>th</sup>

- Professional Development
- Community Relations

August 8<sup>th</sup>

- MLS

Not Meeting in August

- Advocacy
- Risk Management

## GKAR News

### GKAR Members Volunteer with Habitat for Humanity

Members of the Community Relations Committee volunteered their time with Habitat for Humanity last month; Thank you for representing the REALTOR® Family! [Check out their hard work.](#)



### REALTOR® Annual Dues Mailed Out August 10<sup>th</sup>, 2017

Your annual dues statement will be mailed out on August 10<sup>th</sup>, 2017; and payment is due before September 10<sup>th</sup>, 2017. The annual renewal amount is \$658.00; and the annual advocacy contribution amount is \$42.00. We look forward to your continued Membership with GKAR!

### GKAR Presents a Midday Motivation Keynote with National Speaker and Top REALTOR® Leigh Brown

Whether you're a seasoned agent or new to the industry, success is probably your goal. Learn actionable techniques to strengthen your business from the leader of one of the top 200 Real Estate Teams. Your Board of Directors is committed to helping you reach your goals and is proud to be able to provide this opportunity as part of your Membership. We hope you will join us Tuesday, November 14<sup>th</sup>, 2017, at GKAR, from 12:00 pm - 4:00 pm. [Reserve your seat now - space is limited!](#)

### 2018 REALTOR® of the Year - Get Your Nomination Ready

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 and recognized at GKAR's Installation Holiday Luncheon. The REALTOR® of the Year will also be submitted at the state level for consideration at the Michigan REALTORS® Convention. [Submit your nomination on GKAR.com between September 1<sup>st</sup> - September 15<sup>th</sup>.](#)

CEO Robin Pompey  
Editor Angela McMillan

## At A Glance

### Events

August 28<sup>th</sup>

- Annual Summer Golf Outing

Thank you Reception Sponsors!



September 11<sup>th</sup>

- Legislative Update

September 21<sup>st</sup>

- REALTOR® Safety

### Courses

September 18<sup>th</sup>

- Course 1800

October 10<sup>th</sup>

- PSA Certification

October 19<sup>th</sup>

- Course 1800

November 7<sup>th</sup>

- MRP Certification

December 12<sup>th</sup>

- e-PRO® Certification

# GKAR Events

## Annual Summer Golf Outing Sold Out!

The Annual Summer Golf Outing at The Moors Golf Club on Monday, August 28<sup>th</sup> is sold out for the seventh year in a row! If you're golfing, [go to GKAR.com](http://GKAR.com) for all the details.

## The Professional Development Committee Presents... REALTOR® Safety Seminar

Join us on Thursday, September 21<sup>st</sup> for hot breakfast and a varied program that addresses the crucial topic of REALTOR® safety.

The program will include:

- Personal stories
- Member testimonials
- Presentation by the Allegan County Sheriff Department
- Popular safety apps for smart phones and tablets
- Video on staying safe
- And more!

[Reserve your seat today!](#)

# Upcoming Courses



## Visit the Michigan Real Estate Academy Blog for all Your Education Questions!

For REALTORS®, we have outlined the Con Ed cycle and how to track your education credits. For recruiting brokers, we have provided a step-by-step guide on how to get your Michigan real estate license and more! [Visit the MREA Blog](#) today!

## Become a Pricing Strategy Advisor (PSA)

This October, we are offering the Pricing Strategies: Mastering the CMA one-day course. Learn to guide sellers and buyers through the details of comparative market analyses, to select appropriate comparables, and make accurate adjustments to a property when developing home price opinions. [Register for PSA Now](#)

**Date:** October 10<sup>th</sup> | **Instructor:** Dan Johnson

**Tuition:** GKAR Members who register in August get the Early Bird Special of \$149.00! After August, tuition is \$169.00/Members; \$189.00/ non-members

**Credit:** One-Day PSA Course; 7 hours of Con Ed

## Earn Your e-PRO® Certification

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 one of the certification course. e-PRO® gives you a roadmap to build your business and serve the hyper-connected consumers of today and tomorrow. [Register for e-PRO Now](#)

**Date:** December 12<sup>th</sup> | **Instructor:** Angela McMillan

**Tuition:** \$149/Members; \$169/non-Members

**Credit:** Day one of two for e-PRO® Certification; 6 hours of Con Ed

# Membership News

## At A Glance

### Classes & Events

- [August Birthday Calendar](#)
- [NAR Ethics Training](#)  
*During Course 1800*  
September 18<sup>th</sup>  
October 19<sup>th</sup>

### Housing Reports

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report  
[June 2017](#)  
[June 2016](#)
- [Mortgage Rates](#)

### Welcome New REALTOR® Members

Halley Bachmann - RE/MAX Advantage  
Cheryl Green - Berkshire Hathaway HomeServices MI  
Jackson Lee - Berkshire Hathaway HomeServices MI  
Renee Rastoskey - Keller Williams Kalamazoo  
Valerie Schmitt - Five Star Real Estate

### Welcome REALTOR® Member Reinstatement

Michael Kerr - Keller Williams Kalamazoo

### Drops - REALTORS®

Teresa Blount - Keller Williams Kalamazoo  
Steven Eng - Berkshire Hathaway HomeServices MI  
Brendan McCaw - Berkshire Hathaway HomeServices MI

### Transfers - REALTORS®

Nate Brussee - Evenboer-Walton, REALTORS®  
to West Michigan REALTORS®, L.L.C.  
Erin Harris - Berkshire Hathaway HomeServices MI to Five Star Real Estate  
Kerry Keefer - Berkshire Hathaway HomeServices MI to Five Star Real Estate  
Dalton Launer - Century 21 Affiliated to Bellabay Realty  
Nick Myers - Century 21 Affiliated to Bellabay Realty to Five Star Real Estate  
Michelle Rocco - Berkshire Hathaway HomeServices MI to Five Star Real Estate

## Key Box Corner

Adding a listing to a Lockbox is critical. Options like one-day codes, shackle codes, etc., all rely on an agent borrowing a Lockbox and adding the listing correctly. Here is a refresher on how to borrow a Lockbox and add a listing. It's as easy as 1-2-3...

1. Insert your renewed SentiCard into Lockbox, enter your pin number
2. Press Func + 1 + Ent to remove the shackle
3. Press Func + 2 + MLS Number/Address Number + Ent
4. Press Func + 3 + Ent to open the key compartment
5. Remove SentiCard and place Lockbox on home

Now that you have successfully borrowed the Lockbox and placed it on the listing, don't forget to renew your card at a SentiCard Reader.

This is a necessary step so SentiLock knows you are now the borrower of the Lockbox.

## MLS News

### Sign Up for MLS Training at GKAR

- Entering a Listing - September 25<sup>th</sup>, 2017, from 3:00 pm - 4:00 pm
- Statistics - November 14<sup>th</sup>, 2017, from 10:00 am - 11:00 am

MLS Training is a valuable benefit included with your GKAR Membership. Trainings are conducted by Sam Bartlett, your Director of Multiple Listing Service. Course sizes are limited, so reservations are required. [To reserve your seat visit GKAR.com/mls](#) or call (269) 382-1597.

### RESO Updates in flexmls

To become RESO compliant, flexmls is converting the Possession field from a text field to a dropdown. This field is not currently required, but does provide information for potential buyers. The selection list consists of the choices:

- Close of Escrow
- Close plus 1 day
- Close plus 2 days
- Close plus 3 days
- Close plus 3 to 5 days
- Close plus 6 to 29 days
- Close plus 30 days
- Negotiable
- Seller Lease Back
- Subject to Tenant Rights
- See Remarks

This change took place July 6<sup>th</sup>, 2017, on all new listings. If you currently have a listing with this field being utilized, please check that your listing is displaying the correct information.

### Body of Water Updates in flexmls

You may have noticed that selecting a body of water while inputting a listing into flexmls has changed. MichRIC has been working diligently to clean up the Body of Water list. This was a project to clean out old or incorrect lake names. With the corrected list, finding the desired Body of Water is much simpler.

What does this mean for flexmls users? This means, you will view the name of a Body of Water by selecting the Area in which it is found. If you choose Area K (Greater Kalamazoo), you'll only see Body of Water names that can be found in the Greater Kalamazoo area. If you do not enter an area before selecting a Body of Water name, you will see the complete list of names.

### Now Search Water Wonderland Board of REALTORS®

MichRIC and Water Wonderland Board of REALTORS® (WWBR) have shared listing information by implementing a Data Sharing Agreement between both Boards. This does not include offers of compensation, but does allow searching abilities in flexmls. [Follow this guide to learn more on how to access listings from WWBR.](#)

### Updated Buyer Agency Agreements Coming

The Risk Management Committee has been working hard to bring updated Buyer Agency Agreement forms to Membership. You can expect to see changes in the Compensation to Broker section found in the current forms.

Once finalized, we will conduct a forms exchange for Members that currently hold Buyer Agency Agreements. Simultaneously, zipForm and dotloop users will also have access. Watch for more information!

