

Bearings

a newsletter for GKAR MEMBERS
January 2017



At A Glance

Committee Meetings

January 5th

- Broker Exchange Forum

January 6th

- [Professional Development](#)
- [Community Relations](#)

January 10th

- [MLS](#)

January 13th

- [Risk Management](#)

Not Meeting in January

- [Advocacy](#)

GKAR News

Congratulations to Our 2017 Committee Members

Our 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. We are excited for another productive year; [see your 2017 Committee Members at GKAR.com](#).

Veteran Scott Randolph Enjoyed the Holiday Season at Home



We, the Greater Kalamazoo Association of REALTORS® and Michigan REALTORS® Who Care, in partnership with Lowe's Heroes and the Cpl. Christopher Kelly Willis Foundation, are proud to announce that Scott Randolph, Vietnam Veteran of Kalamazoo returned home on December 22nd, 2016! [Watch the Channel 3 News Story.](#)
[Read the GKAR News Story.](#)

GKAR Continues to Foster Real Estate Leaders

The Board of Directors is committed to keeping GKAR on the forefront of the real estate industry by investing in our current and emerging leaders. On January 26th, our Executive Leadership Team, Directors-at-Large, Committee Chairs and Vice Chairs, and GKAR senior staff will attend Southwest Michigan First's Catalyst University, a one-day conference focused on developing great leaders.

GKAR President Alan Jeffries is a Member of the Michigan REALTORS® Leadership Academy Class of 2017

The [Michigan REALTORS® Leadership Academy](#) develops leaders who have demonstrated leadership potential through job-related and community activities, creating a network of industry experts across the state who are actively involved in improving our profession. Congratulations Alan, on your selection!

Congratulations Christy Pierangeli on Your New Position

The time has come for one of senior staff to depart GKAR for a new and exciting opportunity. Christy has accepted a management position at Jaqua, REALTORS® and is looking forward to challenging herself with this new position. As difficult as this will be for all us, we are grateful to her for all her hard work and dedication to our members over the years. We wish her all the success in her new career. Please join us for an open house in her honor today, Friday, January 6th, 2017. Drop by between 2:00 pm - 4:00 pm as we say thank you to Christy for her years of dedicated service.

At A Glance

Events

February 9th

- [Social Media Advertising for REALTORS® Workshop](#)

March 6th

- Legislative Update

March 9th

- [Wine Down Expo Event](#)

March 25th

- Walk to End Homelessness

Courses

January 16th, 17th, 18th & 19th

- [Broker Prep](#)

January 27th

- [Course 1800](#)

March 16th

- [Course 1800](#)

April 20th

- [Course 1800](#)

October 19th

- [Course 1800](#)

November 27th

- [Course 1800](#)

GKAR Events

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](#).

Kick Off 2017 with a FREE Professional Development Program on Social Media Advertising for REALTORS®

Grow your real estate business using social media. Join us Thursday, February 9th, 2017, at GKAR from 8:30 am - 10:30 am, as National Speaker and Creative Director for AmeriFirst Home Mortgage, Dan Moyle, shares actionable items tailored to Real Estate you can apply to your social media marketing. [Reserve your seat now.](#)

Mix & Mingle with Your 2017 Business Partners at the 3rd Annual GKAR Wine Down on March 9th, 2017

Don't miss this popular Member networking, expo-style event! 25 GKAR Business Partners will be showcasing their products and services just for you! Mark your calendar for Thursday, March 9th, 2017, and drop by Cityscape Event Center anytime from 4:00 pm - 6:00 pm. There is no cost to attend; we will be providing appetizers, drink tickets, and business-building opportunities. [Let us know you're coming.](#)

Upcoming Courses



Earn Your Broker's License in 2017

We are offering 30 of the 90 hours of education required in order to sit for the state broker licensing exam. There is no official order in which you need to complete your broker prep education; if you're interested in earning your broker's license, this is the course for you.

[Broker Prep Course](#)

January 16th, 17th, 18th & 19th from 8:30 am - 5:00 pm

Instructor: Joe Schmitt

Tuition: \$359.99/Member | \$399.99/non-Member

Credit: 30 hours of broker licensing education

Board of Directors is Providing FREE Con Ed for Members in 2017

Your Board of Directors is committed to your success, so they are providing five complimentary opportunities for you to complete your Continuing Education requirement in 2017. BONUS: these courses will also fulfill your NAR ethics requirement!

[Course 1800](#)

January 27th | March 16th | April 20th | October 19th | November 27th

Instructor: Gwyn Besner

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

Credit: 6 hours of CE, including Legal Update | 2.5 hours of NAR Ethics credit

At A Glance

Classes & Events

- [January Birthday Calendar](#)
- [New Member Orientation January 23rd, 24th & 25th](#)
- [NAR Ethics Training](#)
During Course 1800
January 27th
March 16th
April 20th
October 19th
November 27th

Housing Reports

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

Membership News

Welcome New REALTOR® Member

Jack Meyer - Keller Williams Kalamazoo

Transfers - REALTORS®

Sue Gottlieb - Advanced Realty to Gottlieb Group Real Estate
Joseph Lukeman - UC Lake to Lake Realty to Lukeman Group LLC
Tony Smith - Advanced Realty to CENTURY 21 Affiliated (Portage)

Drops - REALTORS®

Marvin Henry - Kalvan Realty, Inc.
Elley Hinkel - Berkshire Hathaway HomeServices MI (Stadium)
Jody Pennock - Keller Williams Kalamazoo
Josh Ritchie - Kalvan Realty, Inc.
Shana Spinney - Jaqua, REALTORS®
Dawn Woodard - Keller Williams Kalamazoo

Summary of 2016 GKAR Professional Standards Cases

There were nine professional standards hearings in 2016: five ethics hearings (including one appeal) and four arbitration hearings (including two appeals). There were nine citations issued. The articles of the Code of Ethics found in violation were Articles 1, 2, 9, 11, and 12. If you have any questions, you may direct them to Paula Novess, Director of Professional Standards, at ProStandards@gkar.com or (269) 382-1597, ext. 110.

A New Ethics Cycle Has Begun and GKAR Has You Covered

Every two years NAR requires you complete 2.5 hours of NAR approved ethics training. The current cycle is January 1st, 2017 - December 31st, 2018. Failure to complete your training during any cycle will lead to suspension of membership.

To help you meet your ethics requirement, all Course 1800 Continuing Education courses offered at GKAR will also include 2.5 hours of NAR approved ethics training, and there are five opportunities being offered in 2017 at no cost to you, compliments of your Board of Directors.

Volunteer Opportunity Next Month with Big Brothers Big Sisters

It's that time again! Big Brothers Big Sisters is hosting their annual fundraiser Bowl for Kids' Sake. They have reserved Saturday, February 18th, 2017, from 11:30 am - 1:30 pm for REALTOR® and Business Partner teams. They're asking for teams of 5-6 people to raise a minimum of \$350. [Download the team registration form now.](#)

Key Box Corner

SentriLock's App
SentriSmart™ is free for you
again in 2017, as a GKAR
Member Benefit!

Enjoy the convenience of
showing property using
SentriSmart, generating 1-
Day Codes, and the Agent
Safety feature, which can alert
the emergency contact of your
choosing if you are feeling
threatened or unsafe showing
a property.

Peak Performance

[Buy & Sell Agreement Tips and Best Practices](#)

Avoid delays in your
transaction by following the
Risk Management Committee's
top tips when putting together
your Buy & Sell Agreement.
[Read more...](#)

MLS News



Listing Syndication Through ListHub Coming Soon!

We have been working to offer GKAR Members free listing syndication through ListHub. Members already utilizing ListHub will not have to do anything and their accounts will not be impacted. This offering is for Members that do not currently use ListHub and would like to syndicate their listings to 130+ websites. Watch for specific details on sign-up and training opportunities.

Avoid Possible MLS & Ethics Violations When Accessing a Property...Follow the Showing Instructions and Know The Rules!

In addition to possible serious violations, the following rules are for your safety and the safety of others:

- Follow the Showing Instructions on the listing before accessing the lockbox on a property.
- Never allow another person (this includes your clients) to use your SentriCard under any circumstance; fines can be up to \$1,000.
- Never write your PIN on the card, attach it to, or keep it with your SentriCard; Members have been fined \$250.
- Report your SentriCard as lost or stolen to the MLS Department within 48 hours so the card can be deactivated.
- Do not allow your clients to access a property or remain on the property without your presence the entire time;
- [View the complete GKAR Policy Manual.](#)
- [View the 2017 Code of Ethics and Standards of Practice of the National Association of REALTORS®.](#)

If an individual, such as an assistant, a staff member at a brokerage, or a non-GKAR member needs to access a listed property, a 1-Day Code can be issued. For your convenience SentriLock Support can generate 1-Day Codes at the request of the listing broker or agent, 1-Day Codes can be generated through SentriLock's mobile website at m.SentriLock.com, or by accessing the full website at www.SentriLock.com.

Unlicensed assistants and non-GKAR Members may be eligible to lease a SentriCard from GKAR for a fee. If you have questions about eligibility and cost, please contact the MLS Department at (269) 382-1985 or email SamB@gkar.com.

Dotloop Coming Soon - Free Training Available This Month

We have been working with Dotloop to provide all GKAR Members using their service an updated GKAR library of forms. We will make an announcement as soon as the library is ready for your use. Because GKAR is a member of MichRIC, if you do not currently have a Dotloop account or would like to upgrade from your free account, you will be receiving a free, optional-to-use Dotloop account, watch for more information coming soon!

There will be free training with a Dotloop representative at GKAR on January 31st, 2017, if you would like instruction on how to use Dotloop. Contact SamB@gkar.com to sign up for training. You do not need to attend training to use your Dotloop Member Benefit, we will be emailing you information and instructions.