

Bearings

a newsletter for GKAR Members
July 2017



At A Glance

Committee Meetings

July 7th

- [Professional Development](#)

July 12th

- [Community Relations](#)

The Committee will be volunteering with Habitat for Humanity

June 14th

- [Risk Management](#)

GKAR News

RPAC Picnic & Auction Fundraiser a Success!

Thank you to all those who attended our annual RPAC Picnic & Auction fundraiser. With your generous contributions, we raised more than \$6,500. [See the full list of 2017 RPAC Investors on GKAR.com/RPAC.](#)



Thank You Auction Sponsors

Platinum Level



Gold Level



Silver Level



Diamond Level



Important Reminder of LARA Advertising Law Change for Brokers and Salespersons, Effective January 1st, 2018

Any advertising that includes the name of an associate broker, a salesperson, or a group of associated brokers or salespersons (Teams) employed by the same broker, must include the business name of the employing broker in equal or larger type size. [Read full notice.](#)

GKAR Member to Member Email Service - Fee Reduction

The Board of Directors approved a reduction in the cost to our Members to utilize the Member to Member Email service of 50% through 2017 (now \$25 per send), to be reviewed in January 2018, effective July 1st, 2017.

At A Glance

Events

August 28th

- [Annual Summer Golf Outing](#)

September 11th

- [Governmental Legislative Update](#)

September 21st

- [REALTOR® Safety](#)

October 21st

- [Days of Service for Veterans](#)

Courses

September 18th

- [Course 1800](#)

October 19th

- [Course 1800](#)

November 7th

- [MRP Certification](#)

December 12th

- [e-PRO Certification](#)

GKAR Events

Only 9 Teams Open for the Annual Summer Golf Outing

Secure your team for the Annual Summer Golf Outing at The Moors Golf Club on Monday, August 28th. This is a premier GKAR Member event, with 200 Members in attendance. Golf is \$100 per player and includes 18 holes with cart, lunch, beverages, and the after-golf reception. [Go to GKAR.com for all the details.](#)

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

Join us on Thursday, September 21st 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!

Whether you're a new licensee or a recruiting broker, the MREA Blog is a great go-to for easy & quick information. 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! Be sure to [visit the MREA Blog!](#)

Tell Us Which Certification to Schedule this Fall

We are looking to add a Certification to our 2017 schedule, most likely at the end of September or early October, and welcome your feedback to help us choose the best one! [Let us know what you think.](#)



Earn Your Military Relocation Professional Certification

We are offering the MRP Certification Core Course this November at GKAR. The core course focuses on educating you about working with military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. [Register for MRP Core Course Now](#)

Dates: November 7th | **Instructor:** Alan Jeffries

Tuition: \$169/Members; \$189/non-Members

Credit: Day one of two for MRP Certification; 6 hours of Con Ed

Membership News

At A Glance

Classes & Events

- [July Birthday Calendar](#)
- [NAR Ethics Training](#)
During Course 1800
September 18th
October 19th

Housing Reports

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

Welcome New REALTOR® Members

Angela Barber - CENTURY 21 C. Howard
Jennifer Buikema - Berkshire Hathaway HomeServices MI
Cameron Cavanaugh - RE/MAX of Kalamazoo
Allison Giuliano - RE/MAX of Kalamazoo
Kerry Halsted - Berkshire Hathaway HomeServices MI
Erika Lee - CENTURY 21 Affiliated
Brendan McCaw - Berkshire Hathaway HomeServices MI
Daniel Padgett - CENTURY 21 Affiliated
Michelle Rocco - Berkshire Hathaway HomeServices MI
Kent Selders - Redfin Corporation
Elizabeth Sexsmith - Jaqua, REALTORS®
Stephanie Stewart - Keller Williams Kalamazoo
Alicia Swift - CENTURY 21 C. Howard
Chelsea Visser - Inspired Living Real Estate

Welcome New REALTOR® Office

Justin Sharp, REALTOR® - Justin Sharp | Augusta, MI | (269) 317-0254

Congratulations Quarter Century Club Member

Rick Zuiderveen (Zuiderveen, REALTORS®) has reached 25 years with GKAR on July 8th!

Drops - REALTORS®

Greg DeHaan - Allen Edwin Realty
Abbie Hanson - Berkshire Hathaway HomeServices MI
Peter Pollard - Keller Williams Kalamazoo
Joshua Richmond - Berkshire Hathaway HomeServices MI

Transfers - REALTORS®

Natasha Anderson - Berkshire Hathaway HomeServices MI to Five Star Real Estate
James Cash - Michigan Real Estate Services to Kalvan Realty
Brittany Clark - Keller Williams Kalamazoo to Every Corner Realty
Dana Engelking - Maurer Real Estate to Century 21 C. Howard
Zac Folsom - Keller Williams Kalamazoo to Every Corner Realty
Matthew Leighton - Callander Commercial to Jaqua, REALTORS® (MLS Only)
Keith Sellers - Redfin Corporation to Sellers Real Estate
David Thompson - Keller Williams Kalamazoo to Every Corner Realty
Courtney Werner - Keller Williams Kalamazoo to Every Corner Realty

Additions to Existing Business Partners

Janie Williams - Timberland Home Inspections

Drops from Existing Business Partners

Dan Moyle - AmeriFirst Home Mortgage

Key Box Corner

Some sellers and/or situations may call for additional safety when granting access to the property. Remember, there is an option that can be set on a Lockbox to help sellers and agents feel more secure.

A Call Before Showing code (CBS code) prevents agents from accessing a Lockbox with their SentiCards and SentiSmart app until they call the listing agent to obtain the CBS code. The CBS code is an additional code Agents need to enter into the Lockbox before they can access the key compartment

[Download instructions to set up a CBS code on your Lockbox](#)

MLS News

Sign Up for MLS Training at GKAR

- Searching - July 19th, 2017 - FULL
- Entering a Listing - September 25th, 2017, from 3:00 pm - 4:00 pm
- Statistics - November 14th, 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.

What is Exclusive Agency?

Exclusive Agency is defined by NAR as “A contractual agreement under which the listing broker acts as the agent or as the legally recognized non-agency representative of the seller(s), and the seller(s) agrees to pay a commission to the listing broker if the property is sold through the efforts of any real estate broker. If the property is sold solely through the efforts of the seller(s), the seller(s) is not obligated to pay a commission to the listing broker. (Amended 5/06)”. These are placed in flexmls with the field Exclusive Agency marked Yes. This signifies that if the seller finds their own buyer, then no commission needs to be paid, per the signed agreement.

The MLS is currently defaulted to No under the Exclusive Agency field. When using a traditional listing agreement, the field will remain as the default. If an Exclusive Agency agreement is signed with a client, the field will be changed to Yes. If this agreement is in place, then the signed contract is required to be sent to GKAR within three (3) business days.

Get Your Answer Quickly - Email Support@gkar.com

What is the fastest way to reserve a Supra Key, request a correction to a listing, ask an MLS question, submit a forms order, or submit an Office Exclusive Listing Agreement? Email Support@gkar.com! When you send an email to Support@gkar.com, multiple staff members are notified so the first available person may assist you and provide you a prompt response. You will receive responses via email so you can save the instructions or solutions and easily refer back to the information if you need it again. GKAR instituted this support system during the flexmls conversion and it is currently being used to efficiently expedite our responses.

Customize Your flexmls Menu in 3 Easy Steps

Your flexmls Menu is set to change on Thursday, July 20th, 2017, to a new customizable menu. You do have the option to update now so you have plenty of time to acclimate to the new look before it's permanent; simply click on the blue **USE THE CUSTOMIZABLE MENU** button in the upper right-hand corner of your screen.

The new Menu lets you choose your Favorites to display at the top of your flexmls Home screen. We highly encourage you to choose MLS Intranet as one of those Favorites so you have quick access to Non-MichRIC Logins, MLS Tips/User Guides, School District Resources, and coming Soon...Peak Performance Articles.

1. Click on **Menu** in the upper left-hand corner of your screen. Your full **Menu** will appear.
2. Beneath **Daily Functions**, hover your mouse over **MLS Intranet**.
3. A star will appear to the left of the words. Click on the star to add **MLS Intranet** to your **Favorites**.

