

Bearings

a newsletter for GKAR Members
June 2017



At A Glance

Committee Meetings

June 2nd

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

June 5th

- [Advocacy](#)

June 9th

- [Risk Management](#)

June 12th

- [Membership](#)

June 13th

- [MLS](#)

CEO Robin Pompey
Editor Angela McMillan

GKAR News

Your State and Federal RPAC Update

SB 329 and HB 4503 - SUPPORT

Help protect short-term property rental rights. It is becoming increasingly popular for local governments to entertain the idea of banning short-term private property rental. Rental rights are key to the value of ownership and important to the fabric of many communities around Michigan. Preserve Michigan vacation rental options and basic private property rights!

First Time Homebuyer Savings Account - SUPPORT

Legislation is being drafted to create a savings account for a first-time homebuyer to purchase a Michigan residence. Working in the spirit of how one can currently save for educational expenses, we'd like to see Michigan follow the lead of four other states. Allow one to deduct funds saved from income tax while letting investment gains grow tax free. Given the student loan debt concerns facing potential property owners in the coming years, this tool would support our local markets in the long run.

Federal Tax Reform - SUPPORT OWNERSHIP

We are working to preserve federal tax provisions that support ownership. Since its inception, our income tax system has recognized the favorable effects of homeownership for families, communities and society by incentivizing homebuyers with tax benefits. The result is a home-owning society that is the envy of the world. However, tax reform plans now being discussed threaten to decimate or even wipe out the tax benefits of owning a home for 95 percent of American families. In addition to almost doubling the standard deduction, these plans would outright repeal the deduction for property taxes while gutting the Mortgage Interest Deduction for all but the richest. REALTORS® are educating Congress about the 1031 Exchange provision as well. Stay tuned to NAR for more information as information is available.

Protect and Educate Your Clients About Wire Fraud

The NAR legal team has put together a [short informational video](#) and [article](#) that you can share with your clients to explain wire fraud and the warning signs to look for.



If you suspect that one of your transactions has been affected by this scheme, please report the matter to the following authorities:

- [FBI Internet Crime Complaint Center](#)
- FBI's Local Office - (269) 349-9607
- [FTC Identity Theft & Data Security Office](#)

At A Glance

Events

June 5th

- [RPAC Picnic & Auction](#)

August 28th

- [Annual Summer Golf Outing](#)

Courses

September 18th

- [Course 1800](#)

October 19th

- [Course 1800](#)

November 7th

- [MRP Certification](#)

December 12th

- [e-PRO Certification](#)

GKAR Events

Join Us Monday for the RPAC Picnic & Auction Fundraiser

Enjoy an all-you-can-eat fellowship lunch to benefit RPAC while you place a bid at the silent auction! All proceeds go directly to your REALTOR® Party and all GKAR Members are invited to attend!

Date: Monday, June 5th, 2017

Time: Drop in anytime 11:30 am - 1:30 pm

Cost: \$15 RPAC Donation

Location: NEW THIS YEAR - Hayloft Theatre at the Celery Flats in Portage

The delicious BBQ buffet catered by Fetzer Center, and the silent auction, begins at 11:30 am. At 12:30 pm, staggered auction closings begin, and at 1:30 pm, the buffet closes. [RSVP now and we'll gladly save you a seat.](#) No RSVP? No problem! We hope to see you this Monday!

Register Now for the Annual Summer Golf Outing

Secure your team for the Annual Summer Golf Outing that has sold out the last seven years! We will be playing at The Moors Golf Club and teams are already filling up, so don't wait to sign up; [go to GKAR.com for details.](#)

Upcoming Courses

Continuing Education Law Change

This is your friendly reminder that the new Con Ed requirements are in effect and are being enforced by the Licensing Department (LARA). All licensees must complete a minimum of 6 hours of Con Ed, each year of the cycle, for a total of 18 hours every three years. [View full law details.](#) For specific questions about your license, please contact LARA directly at (517) 373-8068.

Course 1800 - Two Dates Remaining in 2017!

Dates: September 18th; October 19th | **Instructor:** Gwyn Besner

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

Credit: 6 hours of Con Ed, Including Legal Update

BONUS: Course 1800 also fulfills your 2.5 hours of required NAR Ethics Credit

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

Welcome New REALTOR® Members

Lara Albrecht - Keller Williams Kalamazoo
 Denise Ashman - Jaqua, REALTORS®
 Doug Costello - Keller Williams Kalamazoo
 Keith Dixson - Keller Williams Kalamazoo
 Anthony Ervin - Berkshire Hathaway HomeServices MI
 Terry Garthe - Jaqua, REALTORS®
 Stephen Gauthier - Sneller Real Estate
 Cornelia Graham - Berkshire Hathaway HomeServices MI
 Morgan Hardy - Keller Williams Kalamazoo
 Hollie Harvey - Carlson REALTORS® & Development
 John Hughes - Carlson REALTORS® & Development
 Michael Ikerd - Lakes & Country Real Estate
 Emelia Jandernoa - Five Star Real Estate
 Nicholas Jutzi - Keller Williams Kalamazoo
 Michael McGivney - Allen Edwin Realty
 Mary Muthui - Berkshire Hathaway HomeServices MI
 Kimberly Newcomb - Keller Williams Kalamazoo
 Andrew Pearson - Keller Williams Kalamazoo
 Bradley Putz - Jaqua, REALTORS®
 Patrick Ragains - Berkshire Hathaway HomeServices MI
 Rick Reardon - ERA Reardon Realty
 Christopher Sipsma - CENTURY 21 Affiliated
 Rebecca Spence - Keller Williams Kalamazoo
 Kimberly Toogood - CENTURY 21 Affiliated
 Daniel Van Giessen - Keller Williams Kalamazoo
 Nicole Villegas - Villegas Group

Welcome New REALTOR® Office

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

Congratulations REALTOR® Emeritus

Congratulations to Jim Allen and Bill Reed, who have both been Members of GKAR for 40 years!

Drops - REALTORS®

Alan Jeffries - Michigan Real Estate Services
 Ethan Vallance - CENTURY 21 Affiliated

Transfers - REALTORS®

Jared Buchino - Keller Williams Kalamazoo to Lakes & Country Real Estate
 Justin Sharp - Greg Schmid, REALTOR® to Justin Sharp, REALTOR®

Retirement - REALTORS®

Kenneth Brightwell - Berkshire Hathaway HomeServices MI

Drops - REALTOR® Office

First American Homes Realty - Stephen J. Cerven

Drops from Existing Business Partners

Chase Key - Honor Credit Union

At A Glance

Classes & Events

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

Housing Reports

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



Key Box Corner

If you need another agent to open a Lockbox shackle on your behalf, so long as they have a GKAR SentiCard, you can provide your unique Shackle Code. Each Member is assigned a code when their SentiCard is created.

Find Your Shackle Code:

Through Sentrilock.com

1. Log in to the SentiLock.com using your MLS login and password.
2. Select **Manage My Account**, on the ride side bar.
3. Select **Default Lockbox Settings**, on top bar of **Edit User** page.
4. Find your **Shackle Code** on the bottom right hand corner.

Through SentiSmart App

1. Log in to the SentiSmart App on your mobile device with your MLS login and password.
2. Select **Settings**, on bottom right bar.
3. Select **Default Lockbox Settings**. This will ask for your SentiCard PIN.
4. Scroll to the bottom of the page to find **Shackle Code**.

Use Another Agent's Shackle Code:

1. Insert your SentiCard.
2. Enter your **PIN + Ent**
3. Keeping your card inserted, press **Func + 1 + Shackle Code + Ent**

MLS News

Sign Up for MLS Training at GKAR

- Searching - July 19th, 2017, from 3:00 pm - 4:00 pm
- 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](http://GKAR.com/mls) or call (269) 382-1597.

School Info RESO Changes Coming this June

This June, a change will be made to flexmls fields to comply with Real Estate Standards Organization (RESO) standards and NAR. School information including Elementary School, Middle School, and High School, will no longer be field options.

To help narrow down School District lines, we've added Kalamazoo Public School District and Portage Public School District maps to the MLS Intranet; a PDF is available with a direct link to both School District maps. Using these maps, in conjunction with the MLS areas that can be seen on the flexmls map, will help you distinguish which area to use for searching purposes. To access the MLS Intranet log in to MichRIC.com > click the **Daily Functions** tab > click **MLS Intranet**.

To Use or Not to Use ShowingTime - Here's How

ShowingTime is your Member benefit that provides a number of tools to aid you with your listings like scheduling showings, requesting feedback, and delivering feedback to clients in email or text. For your convenience, you automatically have this software turned on and connected to all your flexmls listings.

If you have an individual listing that you would like to turn ShowingTime on/off, simply visit the **Change Residential Listing** page of your specific listing. Here you will see **Enable/Disable ShowingTime** under **Scheduled Marketing Activities**. Choose the **Enable/Disable** link to be routed to the listing on ShowingTime. Here you may choose to allow or not allow agents to request appointments online. This will only apply to this individual listing, no changes will be made to your profile preferences.

To remove ShowingTime from all your listings you may visit ShowingTime.com and access **Agent Setup**. Under **Listing Agent Preferences**, you may choose the radio button **No**. Be sure to save any changes you make to your profile.

New flexmls Customizable Menu

Also this June, flexmls will be going to a more customizable MLS experience! Soon you will see an optional customizable menu to try in flexmls. Please note, by the end of the month, this new menu will be the new format for all users and will no longer be optional. We encourage you to try it out now to become familiar with its functionality. The customizable menu bar will now allow you to add your favorite menu items to your Dashboard. [Read the full update on FBS Forum.](#)

