

Bearings

a newsletter for GKAR Members
November 2017



At A Glance

Committee Meetings

November 3rd

- [Community Relations](#)

November 7th

- [MLS](#)

November 10th

- [Risk Management](#)

November 16th

- [Professional Development](#)

Not Meeting This Month

- [Advocacy](#)

Join a Committee for 2018

Download the Application

CEO Robin Pompey
Editor Angela McMillan

GKAR News

Third Annual Day of Service for Veterans a Success



Day of Service for Veterans gives community a chance to help those who serve

WWWMT.COM

Thank you [Community Relations Committee](#) for coordinating our Third Annual Day of Service for Veterans. We were able to serve 6 local veterans. [Day of Service Photos](#)

2017 RPAC Office Participation Competition Top Three

Large Office Category (14+ REALTORS®/Office):

RE/MAX Advantage*: 68.29%

Jaqua, REALTORS®, Drake: 59.02%

Evenboer-Walton, REALTORS®: 53.57%

Medium Office Category (9+ REALTORS®/Office):

Century 21 Affiliated: 50%

UC Lake to Lake Realty: 40%

Carlson, REALTORS®: 33.33%

Small Office Category (5+ REALTORS®/Office):

Cornell & Associates: 85.71%

Allen Edwin Realty: 83.33%

Berkshire Hathaway, Mattawan: 83.33%

*2016 Category Winner

[Download the complete Office Participation Report.](#) To win, your office must have the most Members who invest in RPAC; minimum investment is \$15 per Member. The winning office in each category will be presented with an award at the GKAR Installation & Holiday Luncheon on December 1st, 2017. All investments must be received by November 10th, 2017. Good luck!

At A Glance

Programs

November 14th

- [National Speaker Leigh Brown](#)

November 16th

- [Title Work for REALTORS®](#)

December 1st

- [Installation & State of the Association Luncheon](#)
- [Red-Carpet Fundraiser](#)

December 11th

- [Legislative Update](#)

[Fall 4:01 Member Networking Event Photos](#)

Courses

December 12th

- [e-PRO® Certification](#)

GKAR Programs

Midday Motivation Keynote with National Speaker and Top REALTOR® Leigh Brown is November 14th

Learn actionable techniques to strengthen your business from the leader of one of the top 200 Real Estate Teams. We hope you will join us Tuesday, November 14th, 2017, at GKAR, from 12:00 pm - 4:00 pm. [Reserve your seat now!](#)

Professional Development Committee Presents Series: Hot Topics! Title Work for REALTORS®

Join us on Thursday, November 16th for breakfast and Hot Topics! Title Work for REALTORS®. At this session, Terry Pingel from Attorneys Title Agency will cover hot topics like wire fraud, death and divorce, dower rights, same sex marriage new commitment form, medical marijuana and property issues, e-signing and e-notarization in Michigan, and more! [RSVPs are appreciated, but not required.](#)

Installation & State of the Association Holiday Luncheon

[Over 150 Members have already RSVP'd for Installation](#); will we see you there too? This is a time for Members to celebrate the holiday season together, honor the Members who work tirelessly to make GKAR one of Michigan's leading real estate associations, and to set the tone for the upcoming year through the installation of incoming leadership. [Make your reservation now at GKAR.com!](#)

MI REALTORS® Who Care Red-Carpet Fundraiser

Since many Members continue the celebration after Installation, MI REALTORS® Who Care decided to provide a fabulous Red-Carpet Award Show-Style Event that is sure to be a lot of fun—all while supporting the housing industry. [Learn more.](#)

Upcoming Courses



Connect with Consumers Online - Earn Your e-PRO®

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 12th | **Instructor:** Angela McMillan

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

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

Still Need Con Ed for 2017?

Visit [The CE Shop](#) or [Career Webschool](#) to complete your Con Ed requirements, online, by December 31st. Don't forget to keep a record of any certificate or proof of completion in the event you are audited.

If you're in need of further information please visit our [Con Ed Blog](#) or the [Licensing Department's website michigan.gov/LARA](#).

Membership News

At A Glance

Classes & Events

- [November Birthday Calendar](#)

Housing Reports

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

Welcome REALTOR® Member Reinstatements

Kimberly Anderson - Five Star Real Estate
Michael McGrath - McGrath Real Estate Group
Cheryl Yost - EXP Realty

Welcome New REALTOR® Office

McGrath Real Estate Group - Michael McGrath

Welcome REALTOR® Office Reinstatement

EXP Realty - Cheryl Yost

Welcome New Business Partner Office

Okun Insurance Agency - Jerry McCoy

New Business Partner SentiCards

Graystone Environmental - Josh Greco
StageRight HomeStaging - Carla Dick and Cathy Henniges

Drops - REALTORS®

Kristen Browning - Jaqua, REALTORS®
Damien Cole - Carlson, REALTORS® and Development
Tim Duckworth - Jaqua, REALTORS®
Kelly Karpenko - Berkshire Hathaway HomeServices MI
Shauna Knight-Major - RE/MAX Advantage
Dalton Launer - Bellabay Realty
Lindsay Letcher - Jaqua, REALTORS®
Nick Meyers - Bellabay Realty
Calvin Mims - Berkshire Hathaway HomeServices
Kevin O'Toole - Appraisal Associates
Emma Tate - Berkshire Hathaway HomeServices
Bridgette Warren - Doorlag Realty

Transfers - REALTORS®

Angela Brown - Michigan 1st Realty to Five Star Real Estate
Scott Dangremond - ERA Reardon Realty to Sneller Real Estate
Kristine McFellin - Advanced Real Estate Services to CENTURY 21 Affiliated
B. Gail Mitchell - Advanced Real Estate Services to CENTURY 21 Affiliated

Retiring - REALTORS®

Carol Johnson - Jaqua, REALTORS®
Susan Pyke - Berkshire Hathaway HomeServices MI
Janet Wright - Berkshire Hathaway HomeServices MI

Drops - REALTOR® Office

Advanced Real Estate Services

Change of REALTOR® Office Address

I-Vest Real Estate - 2312 Winters Dr., Portage, MI 49002
Pierson Real Estate - 3415 Meadowcroft Ave, Parchment, MI 49009

Key Box Corner

SentriSmart now has new Help pages that can be accessed through the app at any time. To view these pages, tap the information icon on any page. A user can now update account notifications in the app as well. Receive notifications when account information does not meet SentriLock's security requirements. When a notification is received, change the account information in SentriSmart or select "Remind Me Later" to receive a new notification the following week.

MLS News



Fallthrough Date vs. Expiration Date

When a property changes from Pending to Active, a fallthrough date is required in flexmls. This is the date the property was placed back on the market. The date that needs to be recorded is the date of final signature on termination documents. The Expiration date of the Listing Agreement does not change, unless appropriate documents were signed.

New Products Coming Soon to flexMLS

MichRIC has approved two new products that will be offered to Members, at no cost. AgentSquared and RE Technologies will appear as options in **Products** on the MLS. What are these products?

AgentSquared

Provides the ability to instantly build websites. They offer marketing automation for real estate agents and brokers, this ranges from websites to social media posts. Using the link in the MLS will allow for IDX feed, using an API, on the websites designed with the AgentSquared product. [Read more about AgentSquared.](#)

RE Technologies

Offers helpful real estate articles directly to your email at the frequency of your choice. These articles contain business tips and tricks on technology and real estate practices.

Changes to Water Amenities Requirement

Water access and amenities must now be within one mile or less from the designated property. Anything greater than one mile is to be marked "No" in the field **Water Access**.

Peak Performance

NEW ARTICLE: In-Home Surveillance: Is it Legal?

As REALTORS®, we spend a fair amount of time in other people's homes—and we spend time in those homes with other people who don't live there. Whether you think about it or not, there is always the possibility that you are being watched—or listened to. It might be creepy to think about, but it is a real possibility. The following is meant to begin to acquaint you with the law regarding in-home surveillance and your relationship to it.

The Lost Art of Listing

Entering a listing is a skill all REALTORS® should master. Whether a new or seasoned agent, things can be forgotten or missed when inputting property information. Curious what items are often slipping through the cracks? Read the article to find out.

[Peak Performance Articles can always be found on the MLS](#) under Menu > MLS Intranet > Peak Performance Articles.

Written by your Risk Management Committee