

# Bearings

a newsletter for GKAR Members  
October 2017



## At A Glance

### Committee Meetings

October 2<sup>nd</sup>

- [Advocacy](#)

October 6<sup>th</sup>

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

October 10<sup>th</sup>

- [MLS](#)

October 13<sup>th</sup>

- [Risk Management](#)

## GKAR News

### Local Candidate Endorsements for Upcoming Election

Working in conjunction with the Advocacy Committee, the Board of Directors proudly announces that the following candidates have been endorsed:

**City of Kalamazoo:** Bobby Hopewell for Mayor; Leona Carter, Eric Cunningham, Erin Knott, and Jack Urban for Commissioners.

**City of Portage:** Patricia Randall for Mayor; Chris Burns, Claudette Reid, Jim Stephanak, and Terry Urban for Councilmen and Councilwomen.

### GKAR Election Results for 2018 Board of Directors

Thank you to the candidates who participated and the Members who voted in this year's election. Per the Election Committee, you have elected:



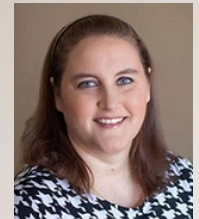
Bill Evenboer  
2018 President-Elect



Jeffrey Lee  
2018-2020 Director



Martin Wagar  
2018-2020 Director



Joy Watts  
2018-2020 Director

### 2017 RPAC Office Participation Competition Top Three

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

RE/MAX Advantage\*: 67.44%

Jaqua, REALTORS®, Drake: 54.84%

Evenboer-Walton, REALTORS®: 53.57%

[Download the Complete Office Participation Report](#)

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

Michigan Lifestyle Properties: 40%

Berkshire Hathaway, W. Michigan: 38.46%

Carlson, REALTORS®: 33.33%

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

Century 21 Affiliated: 100%

Cornell & Associates: 85.71%

Berkshire Hathaway, Mattawan: 83.33%

*\*2016 Category Winner*

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 1<sup>st</sup>, 2017. All investments must be received by November 10<sup>th</sup>, 2017. Good luck!

## At A Glance

### Events

#### October 16<sup>th</sup>

- [Flu Shots](#)

#### October 21<sup>st</sup>

- [Days of Service for Veterans](#)

#### October 26<sup>th</sup>

- [Fall 4:01 Networking Event](#)

#### November 4<sup>th</sup>

- [NAR Conference & Expo Chicago Bus Trip](#)

#### November 14<sup>th</sup>

- [National Speaker Leigh Brown](#)

#### December 1<sup>st</sup>

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

### Courses

#### October 10<sup>th</sup>

- [PSA Certification - FULL](#)

#### October 19<sup>th</sup>

- [Course 1800](#)

#### November 7<sup>th</sup>

- [MRP Certification](#)

#### December 12<sup>th</sup>

- [e-PRO<sup>®</sup> Certification](#)

# GKAR Events

## Join Us at the Fall 4:01 This Month

Come meet your fellow real estate professionals, and enjoy hors d'oeuvres and drinks at this fun event for GKAR REALTORS<sup>®</sup> and Business Partners! [Get the details.](#)

## Ride in Style to the NAR Conference & Expo in Chicago

Your Board of Directors invites you to ride in style to the National Association of REALTORS<sup>®</sup> Conference & Expo in Chicago on November 4<sup>th</sup>, 2017! There are only 36 seats available; [register today!](#)

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

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!](#)

## Installation & State of the Association Holiday Luncheon Now Taking Reservations!

Installation 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!](#)

# Upcoming Courses



## The End of Con Ed Cycle Year Two is Almost Here - Are You Ready?

October 31<sup>st</sup> marks the end of Cycle Year Two in the licensing cycle. [This is your last chance to sign up for FREE Con Ed here at GKAR for 2017.](#)

**Dates:** October 19<sup>th</sup> | **Instructor:** Gwyn Besner

**Tuition:** \$0/Member Benefit; 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

## Connect with Consumers Online - Earn Your e-PRO<sup>®</sup>

Manage your online reputation, generate leads, and gain referrals by signing up for day one of the e-PRO<sup>®</sup> certification. e-PRO<sup>®</sup> 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<sup>®</sup> Certification; 6 hours of Con Ed

# Membership News

## At A Glance

### Classes & Events

- [October Birthday Calendar](#)
- [NAR Ethics Training During Course 1800](#)  
October 19<sup>th</sup>
- [NAR Conference & Expo Bus Trip for Members](#)  
November 4<sup>th</sup>  
Free Roundtrip to Chicago

### Housing Reports

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

### Welcome New REALTOR® Members

Tara Belcher - Jaqua, REALTORS®  
 Sheryl Earley - Berkshire Hathaway HomeServices MI  
 Kenneth Engelking - CENTURY 21 C. Howard  
 Brandon Hamilton - Every Corner Realty  
 Jie Henry - Berkshire Hathaway HomeServices MI  
 Travis Hunziker - Five Star Real Estate  
 Christine Martinson - Keller Williams Kalamazoo  
 Nicole Milan - Five Star Real Estate  
 Shelby Nowak - Jaqua, REALTORS®  
 Michael Saxton - Berkshire Hathaway HomeServices MI

### Welcome REALTOR® Member Reinstatement

Bobbie DeGraaf - Carlson REALTORS® & Development

### Welcome New MLS Only Member

Zachery VandeWeerd - Callander Commercial

### Welcome New REALTOR® Offices

Kalamazoo Commercial Real Estate - Andrew Gyorkos  
 Select REALTORS® - Lorrie Nelson

### Transfers - REALTORS®

Joanne Becker - Berkshire Hathaway HomeServices MI, Oakland Office to Stadium Office  
 Andrew Gyorkos - Midwest Realty Group to Kalamazoo Commercial Real Estate  
 Thomas Kocher - Berkshire Hathaway HomeServices MI, Stadium Office to West Michigan Office  
 Kevin Kurr - Century 21 Affiliated, Richland Office to Portage Office  
 Lorrie Nelson - Network Team Homes Realty to Select REALTORS®  
 Katherine Roberts - Network Team Homes Realty to Select REALTORS®  
 Gwen Schmitt - ERA Reardon to RE/MAX Advantage  
 Omar Shariff - Keller Williams Kalamazoo to Bellabay Realty  
 Judith Thole - Keller Williams Kalamazoo to Five Star Real Estate  
 Dan Thornton - RE/MAX Advantage to Every Corner Realty  
 TJ Ward - Midwest Realty Group to Kalamazoo Commercial Real Estate

### Retirement - REALTORS®

James Baxter - Preferred Real Estate Professionals  
 Leslie Dowd - Preferred Real Estate Professionals

### Change of REALTOR® Office Address

Crossroads Real Estate - 4304 Chelton Ave, Kalamazoo, MI 49006

### [View Member Drops](#)

## Key Box Corner

**End of Showing Notifications** is a newer feature for SentriSmart users. This new feature allows a listing agent to know when a showing has concluded. No action is needed by the showing agent; SentriSmart tracks distance from the property and access to other lockboxes to notify the listing agent that the showing has completed. A notification is sent to the listing agent after 90 minutes with no activity from the showing agent. [Click here for more information about the End of Showing Notification.](#)



## MLS News

### Sign Up for MLS Statistics Training at GKAR

- November 14<sup>th</sup>, 2017, from 10:00 am - 11:00 am

This course will help you learn how to find and utilize statistics that will give you a glance at your past sales and comparisons. Master My Production, Market Summary, My Market, Inventory and Productions Reports, Market Trends, and Rosters. Course size is limited, so reservations are required. [To reserve your seat visit GKAR.com/mls](#) or call (269) 382-1597.

### Data Sharing with Jackson County

MichRIC has recently introduced a Data Sharing option with Jackson Association of REALTORS®. Members will find access to Jackson Association's MLS Data when logged into REALTORS® Property Resource (RPR). This agreement does not guarantee compensation, it is best to consult with the listing agent regarding compensation. [Learn more on searching properties in RPR.](#) For other training videos, you can visit <http://blog.narrpr.com/training/>.

### New Boat Launch Option in flexmls

All MichRIC members now have the option to select Boat Launch under Association Amenities in the MLS. This can be found in both Residential and Vacant Land properties. To add this option, visit the properties' **Change Residential Listing** page and select **Listing Information**. From here, you will select **Details** to scroll to the bottom and find **Association Amenities**. Simply select **Boat Launch** and don't forget to save your changes. Soon, this option will appear on the data input sheets that can be found in zipForms and dotloop.

### MLS Fax Option No Longer Available

Flexmls has discontinued the fax in option, due to waning usage over the last year. On October 4<sup>th</sup>, 2017, the service to fax in documents to flexmls for uploading purposes, was disabled. Alternative tools are still available for all members, this includes scanning documents or using a mobile phone to create images or PDFs of the documents.

### MLS Survey Winner!

Thank you to all Members who participated in the 2018 MLS Training survey. The feedback received has helped a great deal in planning next year's offerings. From those who participated, we selected one winner at random. **Congratulations Janeen Bertolina from Berkshire Hathaway HomeServices MI!**

### Peak Performance Has Moved

Peak Performance articles are helpful tips and guides provided by GKAR's Risk Management Committee. Members will now find them even more accessible because these useful articles are now located in flexmls' MLS Intranet.