



At A Glance

Committee Meetings

September 1st

- Professional Development

September 8th

- Risk Management
- Community Relations

September 12th

- MLS

Not Meeting in September

- Advocacy

GKAR News

REALTOR® Annual Dues Reminder

Your 2017 annual dues statement was mailed to you on August 10th, 2017; and payment is due before September 10th, 2017. A \$25 late fee will be assessed to unpaid invoices after the due date. Please contact Heather Brown at (269) 382-1597, ext. 101 or HeatherB@gkar.com with questions. We look forward to your continued Membership with GKAR!

GKAR Board of Directors Announces a Reduction in Fees

Upon a recommendation from the GKAR Budget & Finance Committee, the GKAR Board of Directors approved reducing the REALTORS® Monthly User Fees from \$70 to \$67. Your leadership made this decision after careful review of the Association's strong financial position. The reduction in monthly fees is effective September 1st, 2017, through the remainder of 2017. We look forward to continued success and wish you a prosperous future.

GKAR Elections for 2018 Board of Directors

The Annual GKAR Election will be held online from 12:01 am, on Tuesday, September 12th, 2017, to 4:00 pm, on Thursday, September 14th, 2017. The final ballot will be distributed along with the Official Notice of the Election on Tuesday, September 5th, 2017, via email.

Nominate a Member for 2018 REALTOR® of the Year

The GKAR REALTOR® of the Year is recognized by their peers for their contributions to the real estate profession and to the greater Kalamazoo community. Nominees must be a Primary Member of GKAR for a minimum of five consecutive years. The recipient will be honored and recognized at GKAR's Installation Holiday Luncheon. The REALTOR® of the Year will also be submitted at the state level for consideration at the Michigan REALTORS® Convention. Submit your nomination on GKAR.com between September 1st and September 15th.

RPAC Office Participation Competition

The GKAR Office RPAC Participation Competitions for RPAC contributions received in 2017 returns again this year. To win, your office must have the most Members who invest in RPAC. There are three categories based on the number of REALTORS® per office. The small office is five or more REALTORS®; medium office is nine or more REALTORS®; and large office is 14 or more REALTORS®. The minimum investment per Member is \$15; and the winning office in each category will be presented with an award at the GKAR Installation Holiday Luncheon. All investments must be received by November 17th, 2017. Good luck!

At A Glance

Events

September 11th

- [Legislative Update](#)

September 21st

- [REALTOR® Safety](#)

October 21st

- [Days of Service for Veterans](#)

October 16th

- [Flu Shots](#)

October 26th

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

November 14th

- [National Speaker
Leigh Brown](#)

Courses

September 18th

- [Course 1800](#)

October 10th

- [PSA Certification](#)

October 19th

- [Course 1800](#)

November 7th

- [MRP Certification](#)

December 12th

- [e-PRO® Certification](#)

GKAR Events

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. [Reserve your seat today!](#)

GKAR Presents a Midday Motivation Keynote with National Speaker and Top REALTOR® 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 14th, 2017, at GKAR, from 12:00 pm - 4:00 pm. [Reserve your seat now - space is limited!](#)

GKAR Days of Service for Veterans is Back!

Say thank you to veterans in our community, whether returning home with special requirements, or simply in need of home maintenance. [Nominate a veteran or volunteer to help!](#) Fall Clean Up Day is Saturday, October 21st, 2017.

Upcoming Courses



Don't Forget Your Con Ed – Two Course 1800 Dates Remaining!

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

Become a Pricing Strategy Advisor (PSA)

This October, we are offering the Pricing Strategies: Mastering the CMA one-day course. Learn to guide sellers and buyers through the details of comparative market analyses, to select appropriate comparables, and make accurate adjustments to a property when developing home price opinions. [Register for PSA Now](#)

Date: October 10th | **Instructor:** Dan Johnson
Tuition: \$169.00/Members; \$189.00/ non-Members
Credit: One-Day PSA Course; 7 hours of Con Ed

Earn Your e-PRO® Certification

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

Membership News

At A Glance

Classes & Events

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

Housing Reports

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

GKAR.com

Based on user trends and Member feedback, we've made a few small adjustments to [GKAR.com](#) that will make accessing the information you use most, even easier!

- Member Central
- Calendars
- About
- Contact

[View Changes to GKAR.com](#)

Welcome New REALTOR® Members

Phillip Barber - CENTURY 21 C. Howard
 Kelly Brusselmans - Berkshire Hathaway HomeServices MI
 Matthew Buist - Acura Real Estate
 Nicole Conroy - Five Star Real Estate
 Jacob Fournier-Williams - Century 21 C. Howard
 Susan Hernandez - Berkshire Hathaway HomeServices MI
 Marjorie Jackson - Keller Williams Kalamazoo
 Rachel Kleyn - Lukeman Group
 Troy McKenney - Sneller Real Estate
 Andrew Mellen - Berkshire Hathaway HomeServices MI
 Victoria Miniati - Berkshire Hathaway HomeServices MI
 Amanda Nelson - Jaqua, REALTORS®
 Diane Vandenberg - Lakes & Country Real Estate
 Alexandra Wark - Berkshire Hathaway HomeServices MI
 Alan Wartman - Lakes & Country Real Estate
 Ronald Wells - Keller Williams Realty
 Andrew Williams - Keller Williams Kalamazoo

Welcome REALTOR® Member Reinstatement

Sarah Doorlag - Doorlag Realty

Welcome New REALTOR® Offices

Every Corner Realty - David Thompson
 West Michigan REALTORS®, L.L.C. - Nate Brussee

Welcome New Business Partner Offices

Kellogg Community Credit Union
 Battle Creek, MI | (269) 488-0499 | kelloggccu.org

1st Source Bank
 Portage, MI | (269) 569-8094 | 1stSource.com

Welcome New Friends of GKAR

Housing Resources Inc - Galyn Barnum
 Kalamazoo, MI | (269) 488-0913 | housingresourcesinc.org

Welcome to Kalamazoo - Dann Sytsma
 Kalamazoo, MI | (269) 599-7390 | crawlspacetheatre.com/welcometokalamazoo

New Business Partner SentiCard Request

Jason Baker - HouseMaster Home Inspections

Congratulations Quarter Century Club

John Martinen, Advanced Realty, will reach 25 years with GKAR on September 8th!
 Sue Shumaker, Berkshire Hathaway HomeServices MI, will reach 25 years with GKAR on September 25th!

Congratulations REALTOR® Emeritus

Lyle Schenck, Jaqua, REALTORS®, has been a Member of GKAR for 40 years!

Member Drops and Transfers

Key Box Corner

Is the SentiSmart App a good choice for you?

If you've just discovered your SentiCard has expired and you have a showing, you can use the SentiSmart app to generate an Access Code to open the key compartment. Listing Agents no longer have to wait for the Showing Agent to renew their SentiCard for confirmation you showed their listing because a Showing Notification is sent to the Listing Agent when you generate an Access Code for their lockbox.

You can use the SentiSmart app to quickly generate One Day Codes and email or text them to the Showing Agent directly from the app.

Don't worry, your SentiCard isn't obsolete. You'll still need to use it every time you assign a lockbox to your listing and when releasing the shackle to remove a lockbox from a listing.

New Form

Your Board of Directors recently approved a new Anti-Fraud Disclosure Statement form created by your Risk Management Committee. The purpose is to bring awareness that cyber-crimes are rapidly growing and could potentially impact your clients' real estate transaction. Digital versions of this disclosure are also available on dotloop and zipLogix.

MLS News

Sign Up for MLS Training at GKAR

- 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.

Entering and Changing Listings on Time

With such a busy market, up-to-date information is critical for agents and updating the Status in a timely fashion is required. Follow these guidelines to stay in compliance with MLS Policy to ensure cooperation in the MLS.

- **New Listings** must be entered into the MLS no later than 48 hours after the seller's signature on the Listing Agreement.
- **Withdrawn** and **Cancelled** status must be added no later than 2 business days after the seller's signature on an authorizing document.
- **Pending** must appear on the listing within 2 business days of a signed Sales Agreement.
- **Sold** must be marked on the listing in the MLS no later than 48 hours of closing.

Help Us Decide the 2018 MLS Class Lineup

With 2018 quickly approaching, we would love to hear your feedback on what MLS training you would be interested in attending. Understanding the tools you are working with, maximizes your success in business. Take a quick 3-question survey. Plus, it will enter you into a chance to win a \$50 VISA gift card! COMING SOON: online courses; more information to follow as trainings become available.

Guidelines to Remember When Accessing a Property for a Showing

Avoid serious violations; these rules are for your safety and the safety of others:

- Follow the Showing Instructions on the listing before accessing the lockbox.
- Never allow another person (this includes your clients) to use your SentiCard 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 SentiCard; Members have been fined \$250.
- Report your SentiCard as lost or stolen to the MLS Department within 48 hours so the card may 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 NAR.

If an individual, such as an assistant, a staff member at a brokerage, or a non-Member needs to access a listed property, a One-Day Code can be issued. For your convenience SentiLock Support can generate One-Day Codes at the request of the listing broker or agent, One-Day Codes can be generated through SentiLock's mobile app, or by accessing the full site at www.SentiLock.com. Unlicensed assistants and non-Members may be eligible to lease a SentiCard 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.

