

Bearings

a newsletter for GKAR MEMBERS

February 2017



At A Glance

Committee Meetings

February 2nd

- Broker Exchange Forum

February 3rd

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

February 6th

- [Advocacy](#)

February 10th

- [Risk Management](#)

February 14th

- [MLS](#)

GKAR News

NAR Issue Brief: Tax Reform in 2017

Federal tax reform will be a hot topic in 2017. Given its focus on the campaign trail the last four election cycles and our most recent federal election results, expect formal proposals to be introduced and be debated in Congress in the coming months.

It will be important for Members to be aware of potential changes to federal tax code provisions that could impact ownership of real property. GKAR leadership will continue to engage with Michigan REALTORS® and NAR to advocate on these policy issues. [NAR recently provided some information on the important tax policy provisions that have been discussed surrounding tax reform.](#) Expect to hear more details from NAR soon.

Get Your Governmental Legislative Update at GKAR

Will we see you on March 6th? The Governmental Legislative Update Forum is a great opportunity for you to understand how we work together on housing-related legislation and hear what issues our legislators are currently working on. These forums are open to all GKAR Members and are provided as a Member benefit. [RSVPs are appreciated; make yours now.](#)

Guests for March 6th, 2017



Beth Griffin
State Representative
District 66



Jon Hoadley
State Representative
District 60



Brandt Iden
State Representative
District 61



David Maturen
State Representative
District 63



Margaret O'Brien
State Senator
District 20

LARA 2017 Changes to Occupational Code - Article 25

For the past couple of years, Michigan REALTORS® Public Policy Committee, with input from its Real Estate Licensing Task Force, has been working with the Department of Licensing and Regulatory Affairs (LARA) and the Michigan Legislature to overhaul Article 25 of the Occupational Code. This effort finally came to fruition at the end of 2016 with the passage of Public Act No. 502 of 2016. As redrafted, Article 25 is better-organized, uses more consistent terminology, and is intended to be easier to understand. [Download White Paper](#)

At A Glance

Events

February 9th

- [Social Media Advertising for REALTORS® Workshop](#)

March 6th

- [Legislative Update](#)

March 9th

- [Wine Down Expo Event](#)

March 25th

- [Walk to End Homelessness](#)

April 20th

- Spring 4:01
Info Coming Soon

Courses

March 16th

- [Course 1800](#)

April 20th

- [Course 1800](#)

October 19th

- [Course 1800](#)

November 7th

- MRP Certification
Registration Info Coming Soon

November 27th

- [Course 1800](#)

December 12th

- e-PRO Certification
Registration Info Coming Soon

GKAR Events

Learn Social Media Advertising Tips for REALTORS®

Grow your real estate business using social media. Join us Thursday, February 9th, 2017, at GKAR from 8:30 am - 10:30 am, as National Speaker and Creative Director for AmeriFirst Home Mortgage, Dan Moyle, shares actionable items tailored to Real Estate you can apply to your social media marketing. This is not an intro to social media! Over 100 Members are already attending; [reserve your seat now.](#)

Mix & Mingle with Your 2017 Business Partners at the Annual GKAR Wine Down on March 9th, 2017

Don't miss this popular Member networking, expo-style event! Twenty-five (25) GKAR Business Partners will be showcasing their products and services just for you! Mark your calendar for Thursday, March 9th, 2017; and drop by Cityscape Event Center anytime from 4:00 pm - 6:00 pm. There is no cost to attend; we will be providing appetizers, drink tickets, and business-building opportunities. [Let us know you're coming.](#)

[Walk to End Homelessness on March 25th, 2017](#)

Help us show the community that REALTORS® make a difference by raising funds for Housing Resources' annual FUNdraiser, the Walk to End Homelessness. It's easy! setup an online donation page, share with your peers, and come out to walk on Saturday, March 25th in downtown Kalamazoo. GKAR will be there; how about you?

Upcoming Courses



A New Ethics Cycle Has Begun and GKAR Has You Covered

Every two years, NAR requires you complete 2.5 hours of NAR-approved ethics training. The current cycle is January 1st, 2017 - December 31st, 2018. Failure to complete your training during any cycle will lead to suspension of Membership.

To help you meet your ethics requirement, all Course 1800 Continuing Education courses offered at GKAR will also include 2.5 hours of NAR-approved ethics training; and there are several opportunities being offered in 2017 at no cost to you.

Four More Opportunities to Get Con Ed in 2017

Your Board of Directors is committed to your success, so they are covering the cost of your 2017 Continuing Education as a complimentary GKAR Member Benefit. Plus, these courses will also fulfill your [NAR ethics requirement for the 2017-2018 cycle!](#)

[Course 1800](#)

March 16th | April 20th | October 19th | November 27th

Instructor: Gwyn Besner

Tuition: \$0/Member Benefit | \$65/non-Member | Continental breakfast included

Credit: 6 hours of CE, including Legal Update | 2.5 hours of NAR Ethics credit

At A Glance

Classes & Events

- [February Birthday Calendar](#)
- New Member Orientation
March 22nd, 23rd & 24th
- [NAR Ethics Training](#)
During Course 1800
March 16th
April 20th
October 19th
November 27th

Housing Reports

- [Cumulative Sales Report](#)
- Sub-Area Closed
Residential Sales Report
[January - December 2016](#)
[January - December 2015](#)
- [Mortgage Rates](#)

Membership News

Welcome New REALTOR® Members

Jordan Bradford - Keller Williams Kalamazoo
Ashley DeLoof - Berkshire Hathaway HomeServices MI (Oakland)
David Emmons - Maurer Real Estate
Chris Flokstra - Michigan Real Estate Services
Ellen Horkey - Keller Williams Kalamazoo
Tina Kandler - Jaqua, REALTORS® (Drake)

Welcome REALTOR® Member Reinstatements

Angie Brown - Michigan 1st Realty
Elaine Leino - Five Star Real Estate
Ethan Vallance - CENTURY 21 Affiliated (Richland)

Welcome New MLS Only Member

Eric Bolles - Callander Commercial

Welcome New REALTOR® Offices

Gottlieb Group Real Estate - Sue Gottlieb
Kalamazoo, MI | (269) 409-1123

Kal-Creek Real Estate, LLC - Joel Francis
Portage, MI | (269) 327-1100

Welcome New Business Partner Member

Timberland Home Inspections LLC - Tim Williams
Kalamazoo | www.timberlandhomeinspections.com | (269) 501-0287

Change of REALTOR® Office Name

ERA Network Real Estate to ERA Reardon Realty

Change of REALTOR® Office Address

Sharp Realty, Inc. - 576 Romence Rd, Suite 226, Portage, MI 49024

Transfers - REALTORS®

Jennifer Lane - Berkshire Hathaway HomeServices MI to Acura Real Estate
Star Officer - Berkshire Hathaway HomeServices to CENTURY 21 Affiliated
(Portage)

Meghan Pawlawski - CENTURY 21 Affiliated (Richland) to CENTURY 21
Affiliated (Portage)

Barbara Sloan - Michigan 1st Realty to CENTURY 21 Affiliated (Richland)
Ethan Vallance - CENTURY 21 Affiliated (Richland) to CENTURY 21 Affiliated
(Portage)

[View Membership Drops](#)

Key Box Corner

SentriLock's App
SentriSmart™ is free for you again in 2017, as a GKAR Member Benefit!

Enjoy the convenience of showing property using SentriSmart, generating 1-Day Codes, and the Agent Safety feature, which can alert the emergency contact of your choosing if you are feeling threatened or unsafe showing a property.

MLS News



Don't Get Stuck in the MLS; We Have a Guide for That!

You now can find tips on the MLS through the MLS Intranet. We have several quick guides that will aid your MLS experience.

1. Log in to MichRIC.com
2. Click the **Daily Functions** tab
3. Click **MLS Intranet**
4. Click the plus symbol next to **MLS Tips** to expand the section

Have an idea for a tip? Call GKAR at (269) 382-1985 or email SamB@gkar.com with your ideas. Want to receive an email notification when we publish a new guide? [Sign up to receive MLS Tip & Tricks.](#)

Access GKAR Forms Library with Your dotloop Account

We are delighted to announce that MichRIC is now offering the use of a free premium dotloop account to GKAR Members. This is an optional product that you may choose to use for paperless transactions with your clients.

It's easy to set up and have the use of at least six different Associations' forms. [Download our guide to accessing GKAR Forms Library on dotloop](#) or find useful resources on our new [e-Forms page on GKAR.com](#).