

Bearings

a newsletter for GKAR Members
May 2018



At A Glance Committee Meetings

May 4th

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

May 8th

- [MLS](#)

May 11th

- [Risk Management](#)

GKAR News

GKAR Strategic Plan with First Quarter Updates

GKAR's mission is to provide REALTORS® with the resources to be ethical, professional, and successful; our mission, in combination with the NAR core standards, guides our development of the annual strategic plan.

The Board of Directors develops our strategic plan at their planning session and continues to review it throughout the year at their regular meetings. We encourage you to read the strategic plan, which is why we email it to all our Committee Members and it is always available on GKAR.com. From the website, go to Member Central and click on the [Bylaws, Policies, and Strategic Plan icon](#). Then, you will be prompted to enter the password, then you have it! Contact GKAR if you need the password.

Save-the-Date Red-Carpet Fundraiser is November 30th, 2018

The third annual fundraiser will kick off at 1:45 pm on November 30th, 2018, at Zazio's inside the Radisson, following GKAR's Installation Holiday Luncheon. Since many Members like to continue the celebration after Installation, we like to provide a fabulous Red-Carpet Fundraiser that is sure to be a lot of fun—all while supporting an excellent cause that we all believe in.



[Tickets on Sale Now!](#)

- \$50 per person
- Tax deductible
- 100% of ticket sales go toward future MI REALTORS® Who Care projects

2018 RPAC Investors, You're Invited to our Thank You Event

Each year, GKAR Members choose to invest in the REALTOR® Party so RPAC may support the issues and candidates that are important to the real estate industry. As a thank you for your 2018 RPAC investment, we invite all [2018 RPAC Donors](#) to a celebratory gathering on Thursday, June 14th, 2018, at [Green Door Distillery](#) in Kalamazoo, from 4:01 pm - 6:00 pm. Still need to make your donation? We'll gladly accept your \$15 minimum donation at the door.

At A Glance

Programs

May 7th

- [Legislative Update Forum](#)

May 10th

- [Professional Development Committee Presents Series: Advertising License Law & Social Media](#)

August 27th

- [Summer Golf Outing - Registration Now Open](#)

Courses

May 22nd

- [PSA Certification](#)

August 13th

- [e-PRO® Certification](#)

September 24th

- [2018 Continuing Education](#)

October 25th

- [2018 Continuing Education](#)

GKAR Programs



Next Governmental Legislative Update Forum is on May 7th

Why attend when you're already so busy? GKAR Members report that Legislative Update Forums keep them informed and knowledgeable about the community, so they can best serve their clients. This month, we're honored to welcome the Kalamazoo County Treasurer, Mary Balkema. [Register today.](#)

Professional Development Committee Presents Series— Next Up: Advertising License Law & Social Media

Join us Thursday, May 10th for networking and a presentation on advertising compliance. Be sure you're signed up for our [email updates](#) and [visit GKAR.com/calendar](#) for the most up-to-date information.

Real Estate Education **MREA**

Michigan Real Estate Academy

Which Certification Will You Receive This Year?

If you're interested in elevating your skills, proficiency, and knowledge, [sign up](#) for a Certification today!

Pricing Strategy Advisor® - 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.

Dates: May 22nd OR November 6th | **Instructor:** Dan Johnson

Tuition: \$169/Members; \$189/non-members

Credit: One-Day PSA Course; 7 hours of Continuing Education

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.

Date: August 13th | **Instructor:** Angela McMillan

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

Credit: Day one of two for e-PRO® Certification; 7 hours of Con Ed

2018 Continuing Education – License Renewal Year

There are only two Continuing Education courses left! Be sure to check out the 2018 Education Calendar and register. If you only need Legal, sign up for the 2018 2-hour Legal Update on October 31st, the last day of the cycle.

Important: This is a renewal year and all requirements should be completed by October 31st, 2018. If you are ready to renew your license, visit LARA's [Online License Renewal Service](#).

"The license must be renewed online using a debit or credit card containing a MasterCard, Visa, or Discover, or by electronic check (e-check). If you pay by debit or credit card, please allow for three business days for processing. If you pay by e-check, please allow 10 days for processing. The renewal fee is \$78. Payments received by mail or in person will not be accepted and the renewal will not be processed" - LARA

At A Glance

- [May Member Birthday Calendar](#)

Housing Reports

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
[March 2018](#)
[March 2017](#)

Membership News

Congratulations to the following REALTOR® who has been a Member of GKAR for 40 years!

Stephanie Sherriff, Berkshire Hathaway HomeServices MI

Welcome New REALTOR® Members

TreShawn Black - Five Star Real Estate
Marlo Cookston - Five Star Real Estate
Rita Dagher - CENTURY 21 Affiliated
Linda Darling-Field - Five Star Real Estate
Amy Hall - Five Star Real Estate
Melanie Jean - Berkshire Hathaway HomeServices MI (Stadium)
Nola Kuntz - Jaqua, REALTORS® (Drake)
Kristine Landuyt - Keller Williams Kalamazoo
Monica Neyyer - Five Star Real Estate
Mary Norris - Jaqua, REALTORS® (Drake)
Randy Sneller - Sneller Real Estate
Lori Stirn - Five Star Real Estate
Michael Stump - RE/MAX of Kalamazoo
Charles Tolles - CENTURY 21 Affiliated
Robert Zegar - Berkshire Hathaway HomeServices MI (Oakland)

Drops - REALTORS®

Jacqueline Devereaux - Redfin Corporation
Stephan Haas - Carlson REALTORS® & Development
Nicole Sabel - Berkshire Hathaway HomeServices MI
Daniel Van Giessen - Keller Williams Kalamazoo

Transfers - REALTORS®

Jennifer Burton - Berkshire Hathaway HomeServices to Five Star Real Estate
James Chalenko - Keller Williams Kalamazoo to Live Local Properties
Bettye Daly - Jaqua REALTORS® (Drake) to Jaqua REALTORS® (Milham)
Jenny Doan - Berkshire Hathaway HomeServices MI (Stadium to Richland)
Michael Hall - Berkshire Hathaway HomeServices MI (Plainwell to Oakland)
Steve Henry - Berkshire Hathaway HomeServices MI to Carlson REALTORS® & Development
Kenneth Holmes - McGrath Real Estate to Keller Williams Kalamazoo
Bill Zehner - O'Brien Real Estate to RE/MAX of Kalamazoo

Change of REALTOR® Office Address

Lewis J. Roberts, REALTOR® - 5489 Cypress Bay Drive, Kalamazoo, MI 49009



Key Box Corner

Customized Lockbox Settings

Do you need to use your customized lockbox settings (i.e. contractor codes) on a listing? A box uses its default settings until you borrow the box. To turn on your customized lockbox settings and borrow the box through the SentiSmart App, follow these steps:

1. Log into the SentiSmart App on your smartphone.
2. Press **ENT** on the lockbox to wake up the box.
3. Tap the **Lockbox Tools** tab at the bottom of the application.
4. Tap the lockbox serial number you need to borrow.
5. Tap **Lockbox Settings**.
6. You will then receive a message to borrow the lockbox.

SentiLock Support Memorial Holiday Hours

Monday, May 28th, 2018
Available 8:00 am to 6:00 pm

Peak Performance

Selling a Foreclosed Bank-Owned Property

Many agents and most buyers are unaware of all the differences between buying a normal resale home and a bank-owned property...[Read full Article](#)

[View a complete list of Peak Performance Articles.](#)

MLS News

City of Portage Tax Data

You may have noticed that city of Portage tax data had current data listed, but was labeled with the year, 2016. This error was corrected by both MichRIC and the city of Portage so that all 2017 tax data is labeled as such.

Non-MichRIC Reciprocal Changes

July 1st, 2018, MichRIC will share reciprocal information only through REALTOR® Property Resource (RPR). Currently, MichRIC has Data Sharing and Reciprocal Access to a number of Michigan REALTOR® Associations. Members can access these Associations' MLSs for listing information with a Non-MichRIC MLS Reciprocal login.

These logins will no longer be needed. All listing information will be viewable on RPR.

If you haven't yet, [sign up for your complimentary RPR account](#) (GKAR Member benefit).

Revamped MLS Fine Schedule

Did you see the announcement? The MLS Committee reviewed and revamped the GKAR MLS Fine Schedule. Changes include: each infraction linking to the corresponding portion of the MLS Policy and the procedures GKAR staff will follow for each infraction. [View the full MLS Policy here.](#)

Disclosures Change Default

The default for uploaded disclosures has changed from **Public** to **ALL REALTORS**. This change allows MLS users to view documents without making them accessible to the public. A listing agent has the choice to add a disclosure as the default, **ALL REALTORS**, or change the document to **Public or Broker/MLS Staff**.

Upcoming MLS Training at GKAR

- MLS Contacts – May 17th, 2018, from 1:30 pm – 3:00 pm in the Classroom
- MLS Searching – June 26th, 2018, from 10:00 am – 12:00 pm in the Classroom

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 a seat visit www.gkar.com/mls or call (269) 382-1597.



Supra Keys

Supra keys are available at GKAR as Member benefit.

Supra Key Basics:

Reserved no more than 24 hours in advance of pick-up by calling (269) 382-1985 or by [emailing a request](#)

- Checked out by any GKAR REALTOR® Member in good standing
- Checked out by any GKAR Business Partner in good standing who are: home inspectors, licensed pest control companies, environmental companies, and well/septic inspectors
- Checked out for no more than two (2) business days
- Used in accordance with the Showing Instructions in the MLS or with permission to access property from the owner or listing broker/agent

Fees*:

- \$250 Replacement Fee - Lost, stolen, or returned damaged or unusable Supra keys; charged to agent who borrowed the key
- \$10/day Late Fee - Supra keys not returned within the two (2) business days permitted

*See Supra Key Borrowing Policy for full details.

Maximize Your Membership

GKAR's First Facebook Live Event

On April 19th, Sam Bartlett, GKAR's Director of Multiple Listing Service, conducted a Facebook Live event to answer Member questions regarding the new Bluetooth lockboxes. [Watch the recording now](#) if you missed it!

Lockboxes - What Resources Are Available on GKAR.com?

On the **Member Central** menu, on [GKAR.com](#), is a page filled with resources to help you with all of your lockbox needs. Here's what's available to you at [GKAR.com/lockboxes](#).

Lockbox FAQ's

- How do I get lockboxes and what is the cost?
- What if I lose or damage my SentiCard®?
- Can I use a mechanical lockbox on my listings?
- When will I get my SentiCard®?
- How much does a SentiCard® cost?
- Is there a SentiLock app I can use?
- How often do I need to renew my SentiCard® to keep it working?
- Do I need to buy a SentiCard® reader?
- What do I do if I have problems with a lockbox?
- If I'm not a Member of GKAR, can I rent a SentiCard® to access properties?
- Does GKAR have Supra keys available for agents to show properties outside of the GKAR service area?

Helpful Links

- Assigning a Lockbox to a Listing
- SentiCard® Reader Software Download
- Changing Your SentiCard® Pin
- Generating 1-Day Codes
- Lockbox Battery Replacement
- Lubricating Your Lockbox
- Lockbox Policies and Procedures
- Lockbox Troubleshooting Guide
- Lost SentiCard®
- Mobile Site Getting Started
- SentiSmart App Getting Started Guide
- Upgrading Your Lockbox
- Using Contractor Codes

Important!

Recycle Your Old Lockboxes

Don't just throw it away! Any remaining lockboxes may be returned to GKAR for proper disposal.

