

Bearings

a newsletter for GKAR Members
November 2018



At A Glance

Committee Meetings

[2019 GKAR Committee Application Available Now!](#)

November 2nd

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

November 5th

- [Membership](#)

November 9th

- [Risk Management](#)

November 13th

- [MLS](#)

GKAR Holiday Hours

November 22nd - 23rd

- [Closed for Thanksgiving](#)

November 30th

- [Closed for Installation & Member Luncheon](#)

December 24th - 25th

- [Closed for Christmas](#)

CEO Robin Pompey
Editor Angela McMillan

GKAR News

Cast your vote! Tuesday, November 6th, 2018

Shape your community by casting your vote on Tuesday, November 6th, 2018, in the General Election. [Check your registered voting location.](#)

The GKAR Advocacy Committee and Board of Directors have endorsed the following candidates:

Michigan Senate

- Margaret O'Brien, District 20

Michigan House

- Brandt Iden, District 61
- Matt Hall, District 63

Kalamazoo County Board of Commissioners

- Charley Coss, District 3
- Michael Seals, District 4
- Ron Kendall, District 6
- John Gisler, District 8
- Dale Shugars, District 9
- Steve Carra, District 10
- Scott McGraw, District 11

The GKAR Board of Directors and MI REALTORS® have endorsed the following candidates:

Michigan Senate

- Aric Nesbitt, District 26

Michigan House

- Jon Hoadley, District 60
- Beth Griffin, District 66
- Mary Whiteford, District 80

[View the full list of MI REALTORS® candidate endorsements.](#) Part of our GKAR Strategic Plan, as set by the NAR Core Standards, is to keep you, our Membership, informed as to those candidates who are supportive of the Real Estate Industry.

Day of Service for Veterans 2018

Your Community Relations Committee hosted the fourth annual Day of Service for Veterans this past Saturday. We had over 100 Members of the REALTOR® family out in our community, honoring and serving 15 local veterans. Thank you to all of the Members who participated, nominated veterans, and made this day a success! [See our Members in action—view the photo gallery.](#)

Save-the-Dates...

GKAR Membership e-Vote happening November 13th-15th

- Information will be emailed to voting Members on November 12th

GKAR Membership Budget Meeting December 4th, at GKAR, 9:00 am - 10:00 am

- Information will be emailed to voting Members the week of November 26th

At A Glance

Programs

November 8th

- [Professional Development: Current Appraisal Concerns](#)

November 30th

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

December 10th

- [Governmental Legislative Update Forum](#)

[View the Fall 4:01 Photo Album](#)

Courses

November 12th & 13th

- [RENE Certification Course](#)

GKAR Programs



Register Now for Installation & State of the Association

Catch up with more than 400 GKAR Members; enjoy a beverage, break bread, and expand your sphere of influence. This is the largest gathering of real estate professionals in Kalamazoo, and a celebration of everything we've accomplished in 2018. Please join us on Friday, November 30th, at the Radisson, from 11:30 am - 1:45 pm. [Register Now](#).

Real Estate Education



Continuing Education

A new cycle has begun! Be sure to stay ahead of the curve and follow this recommended schedule:

Cycle Year One November 1 st , 2018 – October 31 st , 2019	Cycle Year Two November 1 st , 2019 – October 31 st , 2020	Cycle Year Three November 1 st , 2020 – October 31 st , 2021
Required 2 Legal Credit Hours + Recommended 4 Additional Credit Hours = 6 Credits	Required 2 Legal Credit Hours + Recommended 4 Additional Credit Hours = 6 Credits	Required 2 Legal Credit Hours + Recommended 4 Additional Credit Hours = 6 Credits
Additional Credits You may accumulate these credits over the 3-year cycle. No specific amount is required each year, so long as you have a total of 12 credits by October 31 st , 2021. However, it is the MREA's recommendation to earn a total of 6 Con Ed Credits each year.		

Reminder: The state of Michigan no longer tracks continuing education records for licensees. It is the responsibility of the individual. This can be done manually or electronically through [CE Marketplace](#). As of 2018, all of GKAR's continuing education courses are CE Marketplace approved and reported on behalf of attendees.

Are You Ready to Become a Negotiation Expert?

The registration deadline for [Real Estate Negotiation Expert \(RENE®\) Certification](#) is approaching – November 5th, 2018.

The RENE® Certification is designed to help you sharpen your real estate negotiation skills and elevate your game in an interactive learning setting! During this two-day course, you will examine all types of negotiation formats and methods so that you can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that you as a negotiator can provide effective results for your clients.

Dates: November 12th & 13th | **Instructor:** Deanna DuRussel

Tuition: \$390/Members; \$430/non-Members

Credit: Day one & two for RENE® Certification; 14 hours of Con Ed

At A Glance

- [November Member Birthday Calendar](#)

Membership News

Welcome New Business Partners

Edward Jones - Brigitte Romanelli
186 S. Grand St., Three Rivers, MI | (269) 679-5900

New Business Partner SentiCard Request

A-Tech Home Inspections, Patrick Lowry

Drops - REALTORS®

Angie Brown - Berkshire Hathaway HomeServices MI
Margaret Burson - Greenleaf Realty Properties
Dana Engelking - Century 21 C Howard
Kaitlyn Harris - Keller Williams Kalamazoo
Gail Hartman - Advanced Realty Global
Mark Martin - Boris, REALTORS®
Thomas Miller - Kalvan Realty
Patrick Nugent - Keller Williams Kalamazoo
Brett Pickell - Berkshire Hathaway HomeServices MI
Lisa Prince - Five Star Real Estate
Brandon Rice - Keller Williams Kalamazoo
Jordan Roberts - Keller Williams Kalamazoo
Kathleen Rothenberg - EXP Realty
Britinie Roush - Carlson REALTORS® & Development
Julie Royal Ferris - Keller Williams Kalamazoo
Richard Stevens - Boris, REALTORS®
Kimberly Tomson - Carlson Realtors and Development

Transfers - REALTORS®

Angel Calnin - Five Star Real Estate to Jaqua, REALTORS®
Jennifer Copeland - RE/MAX Advantage to Five Star Real Estate
Linda Darling-Field - Five Star Real Estate to Berkshire Hathaway HomeServices MI
Elicia Essenburg - Sneller Real Estate to Five Star Real Estate
Anna Simonion - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®
Marc Tourangeau - NAI Wisinski of West Michigan to Jaqua, REALTORS®
Joyce Vos - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®
Gayle Zientek - Network Team Homes Realty to EXP Realty

Retiring - REALTORS®

Carol Brock - Jaqua, REALTORS®
Bradley Goebel - Chapple Realty
Bob Jackson - Jaqua, REALTORS®
Kevan Peet - Real 1

Drops - Limited Service Only Participant

Daniel Burkett - Callander Commercial
Patrick Song - Callander Commercial

Drops - REALTOR® Office

Network Team Homes Realty

Housing Reports

Sales reports are published the following month once all data is received.

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



Key Box Corner

Lockbox Contractor Mode

Bluetooth REALTOR® lockboxes have the ability to enable/disable Contractor Mode. These codes would be used for individuals (i.e. painter, contractors working on the property) that will need access to a property longer than one day. Contractor Mode must be enabled for the individual to enter the lockbox.

Lockbox Keypad:

1. Insert your SentiCard into your lockbox. Wait until **CODE** light displays then enter your PIN number and **ENT**
2. Enter **FUNC + 6 + 1 + ENT** to enable or **FUNC + 6 + 0 + ENT** to disable
3. Remove your SentiCard from the lockbox

SentiSmart App:

1. Select **Lockbox Tools** in the SentiSmart Mobile App
2. Select the **ENT** button on the lockbox keypad to 'wake' it up
3. Select the lockbox serial number in the list
4. Select **Enable Contractor Mode**
5. Enter your PIN and select **OK**
6. Select **OK** on the pop-up screen to complete

MLS News

Supra Key Leasing

If you find yourself frequently borrowing Supra Keys from GKAR, you may be interested in leasing your own key. This can be done by contacting the neighboring Associations for details and pricing:

- Battle Creek Area Association: (269) 962-5193 or bcaaroffice@gmail.com
- Greater Regional Alliance: (616) 940-8200 or helpdesk@grar.com
- Southwestern Michigan Association: (269) 983-6375 or info@swmar.org
- St. Joseph County Association: (269) 467-6261 or info@sjcarhomes.com

MLS Privacy and Transparency for Clients

Flexmls implemented an update on October 18th, to keep in regulation with the European Union's General Data Protection Regulation (GDPR). With this update, clients are able to opt-in or out of notifications, request their personal data that has been stored on Flexmls, and request their personal data be deleted from flexmls. This gives your clients better access to FLB's Privacy Policy and Terms and Conditions. Read more about the update here.

<http://www.flexmls.com/news/7859/>

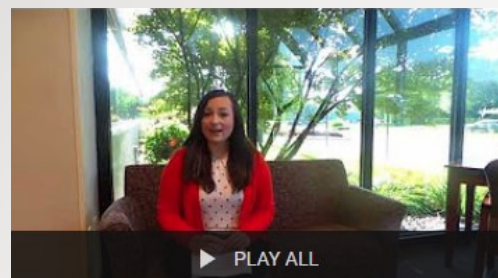
Tech Helpline is LIVE

October 1st, GKAR introduced the new Member Benefit, Tech Helpline. This service is a Florida based tech help that can assist Members with items ranging from printer help to advice on hardware purchases. Members have already begun taking advantage of this product. Don't forget to add their email and/or phone number to your address book!

Phone Number: 1-866-619-8099, Email: support@techhelpline.com

Policy of the Week

If you haven't already, check out our MLS Policy of the Week Video Series! These are short, two-minute videos that clarify commonly violated MLS policies, so you will be knowledgeable and confident when adding and maintain your listings in the MLS. [Watch Now](#)



Peak Performance

Possession: "We closed this morning! Don't we get to move in right away?"

The always used, but rarely read (in detail), "Possession" paragraph of our Buy & Sell Agreement can sometimes sneak up on you and bite you late in the game when closing a transaction. All too often we write or receive an agreement with possession to be delivered at closing or after closing and we fail to explain to our client when possession will occur according to the agreement. ...[Read Full Article](#).

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



MLS Emergency Hotline

Call (269) 382-1985
M-F 5pm - 8pm
Sat-Sun 9am - 5pm

Email support@gkar.com

Maximize Your Membership

MLS FAQ: Where to Find the Answers to Your Questions

As a GKAR Member, MLS support is available to you in numerous ways. Our team is constantly working to make sure you have the resources you need, when you need them, and in a format that is accessible to you on the go.

Below is a chart of frequently asked questions we receive about the MLS along with the places you can find the answers. Have a question or need a resource you don't see here? [Let us know!](#)

	MLS Tips & Tricks	MLS Intranet	Bylaws & MLS Rules and Regulations	Policy of the Week Videos	flexMLS Help Tab
What is a subscription and how do I set one up?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>
What is the Policy on...?			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
How do my sales rank? How can I compare my sales to the office/GKAR?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
Why isn't my tax ID linking in the MLS? Where do I find the full tax ID?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
How can I view listings from non-MichRIC associations in Michigan?		<input checked="" type="checkbox"/>			
I have an Office Exclusive; what do I need to send to GKAR?			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	