

Bearings

a newsletter for GKAR Members
October 2018



At A Glance

Committee Meetings

October 1st

- [Advocacy](#)

October 5th

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

October 9th

- [MLS](#)

October 12th

- [Risk Management](#)

GKAR News

GKAR Election Results for 2019 Leadership

GKAR would like to acknowledge and thank all candidates who participated in this year's election for the 2019 GKAR Board of Directors as well as thank all Members who voted in the election - it was the highest voter participation in ten years.



Jeff Lee
2019 President-Elect
2020 President



Shelly Pattison
2019-2020
Treasurer



Tim Brown
2019-2021
Director-at-Large



Rick Crepas
2019-2021
Director-at-Large



Rich LaPorte
2019-2021
Director-at-Large

New GKAR Member Tech Helpline is Live as of October 1st

See page 5 of the *Bearings* for details.

At A Glance

Programs

October 11th

- [Fall 4:01](#)

October 27th

- [Day of Service for Veterans](#)

November 8th

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

November 30th

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

[View the REALTOR® Safety Program Photo Album](#)

Courses

October 25th

- [2018 Continuing Education Course is full](#)

October 31st

- [2018 2-hour Legal Update](#)

November 12th & 13th

- [RENE Certification Course](#)

GKAR Programs



Fall 4:01 Networking is Next Week Thursday, October 11th

Come meet your fellow real estate professionals, and enjoy hors d'oeuvres and drinks at this fun mixer for GKAR Members. We are gathering at Monelli's Italian Bar & Grill in South Portage and the first 100 GKAR Members in the door will receive two complimentary beverage tickets. Drop in between 4:01 pm - 6:00 pm.

Nominate a Veteran for GKAR's Thank You Day of Service

We still have openings for veterans and volunteers! Help us thank local veterans for their service on Saturday, October 27th, as we provide a day of yard work and light home maintenance. [Learn more...](#)

Registration is Open 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



License Renewal Deadline is Approaching

It's a renewal year, which means all Continuing Education requirements must be completed by October 31st, 2018. If you are ready to renew your license, visit LARA's [Online License Renewal Service](#). If you are still in need of Con Ed, visit [The CE Shop](#) for online options.

IMPORTANT: License renewal is only accepted online through the State of Michigan - NO paper renewals will be accepted. When submitting your license renewal, be sure to use a laptop or desktop computer. The State also recommends that you use Internet Explorer as your internet browser for renewing. If you are ready to renew your license, visit LARA's [Online License Renewal Service](#).

Are You Ready to Become a Negotiation Expert?

We are now taking registrations for [Real Estate Negotiation Expert \(RENE®\) Certification](#).

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 you can *play the game to win*. You will also learn a full spectrum of tips, tools, techniques, and advantages to help you become a successful negotiator.

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

- [October Member Birthday Calendar](#)

Congratulations to Henry Kellum, Henry Kellum Realty, for being a Member of GKAR for 40 years and achieving REALTOR® Emeritus!

Membership News

Welcome New REALTOR® Members

Anthony Andrews - Evenboer-Walton REALTORS®
 Richard Moberg - Jaqua, REALTORS®
 Jason Reicherts - Evenboer-Walton REALTORS®
 John Novak - Gardner Real Estate, LLC

Welcome REALTOR® Reinstatements

Crystal Coon - Keller Williams Kalamazoo
 Stephanie Stewart - CENTURY 21 Affiliated

Drops - REALTORS®

Stephen Gauthier - Sneller Real Estate
 Cory Herbert - Sharp Realty
 Chelsea McIntyre - Khoury Real Estate
 Brian Oswald - Kalamazoo Commercial Real Estate
 Kent Selders - Redfin Corporation
 Rowena Snead - Five Star Real Estate
 Doris Thurmond - Five Star Real Estate

Transfers - REALTORS®

Frank Barber - Five Star Real Estate, Kalamazoo Office to Portage Office
 Kathy Barnitz - Berkshire Hathaway HomeServices MI to Chuck Jaqua, REALTORS®
 Nick Breedveld - Berkshire Hathaway HomeServices MI, Mattawan Office to W. Michigan Office
 Roxy Cantu - Berkshire Hathaway HomeServices MI to Chuck Jaqua, REALTORS®
 Cam Cavanaugh - RE/MAX of Kalamazoo to Five Star Real Estate
 Linda Diehl - Berkshire Hathaway HomeServices MI to Chuck Jaqua, REALTORS®
 Charles Fruin - Berkshire Hathaway HomeServices MI to Chuck Jaqua, REALTORS®
 Linda Fruin - Berkshire Hathaway HomeServices MI to Chuck Jaqua, REALTORS®
 Allison Giuliano - RE/MAX of Kalamazoo to Five Star Real Estate
 Tori Hall - Network Team Homes Realty to Select, REALTORS®
 Linda Hazelhoff - Berkshire Hathaway HomeServices MI, Mattawan Office to Stadium Office
 Kathy King - Berkshire Hathaway HomeServices MI to Chuck Jaqua, REALTORS®
 Jennifer Lane - Acura Real Estate to Evenboer-Walton, REALTORS®
 Nico Lopez - Network Team Homes Realty to EXP Realty, LLC
 Lisa Morgan - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®
 Kim Rotz - Network Team Homes Realty to Select, REALTORS®
 Michael Saxton - Berkshire Hathaway HomeServices MI to Chuck Jaqua, REALTORS®
 Amber Tiller - Network Team Homes Realty to Ananda Lakeside Realty
 Nancy Tinklenberg - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®
 Tim Vanderberg - EXP Realty, LLC to Berkshire Hathaway HomeServices MI
 Alan Wartman - Golden Star Realty to Berkshire Hathaway HomeServices MI
 Daniel Wierckz - Keller Williams Kalamazoo to EXP Realty, LLC
 Teresa Zettelmaier - Keller Williams Realty to Keller Williams Kalamazoo
 Steve Zientek - Network Team Homes Realty to EXP Realty, LLC

Drops - REALTOR® Offices

Redfin Corporation

Housing Reports

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

Sales Report

Kalamazoo-Area Real Estate



Key Box Corner

If showings, on a property, cannot be held at specific times each day, customizing the lockbox access times will be helpful. This gives the agent the ability to adjust the times the lockbox will allow the key compartment to be opened. As always, showing instructions must be followed. To customize the lockbox access times, follow these steps:

1. Press **ENT** on the lockbox
2. Open the SentiSmart App
3. In the app, select the **Lockbox Settings** tab
4. Enter your PIN # and select **Lockbox Settings**
5. Select **Edit** (found in upper right hand corner)
6. Assign the lockbox to a property, select **Next**
7. Select GKAR as your region, select **Next**
8. Select your team access, select **Next**
9. Choose your showing notification settings, select **Next**
10. Scroll down to **Access Times** and select the plus sign or the current access time to adjust the available access to all day or choose your own start/end time. Click **Save** for each daily adjustment
11. When complete, select **Save and Apply**
12. A popup will appear stating "Custom settings applied", select **OK**

MLS News



Have You Been Looking for flexMLS Webinars or Tips?

Check out upcoming webinars offered by flexMLS. Subjects range from general preferences and statistics to flexMLS Pro App tips and more! The Webinar allows you to learn and ask questions from anywhere, even if you are unable to attend MLS Training classes at GKAR. [Find flexMLS Training Here](#)

MLS Training Available at GKAR

MLS Statistics | October 19th, 2018 | 11:00 am -12:00 pm | GKAR Classroom

Find and utilize statistics that will show your past sales and comparisons.

- My Production: view your individual listing and sale statistics
- Market Summary: find graphs and tables describing the state of your market
- My Market: graph inventory, DOM, price, units, price changes
- Inventory and Production Reports: breakdown listings/sales, new/expired/etc statuses
- Market Trends: view the overall status of your MLS market
- Rosters: generate a list of your office/members and their contact information

MLS Contacts | October 30th, 2018 | 9:00 am -10:30 am | GKAR Classroom

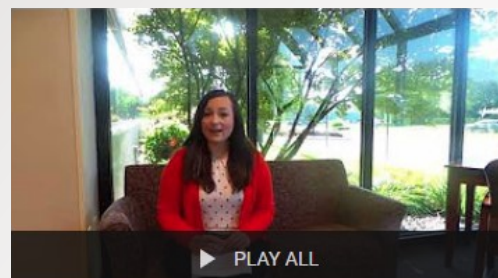
Learn how to efficiently and effectively serve your contacts.

- Create Contacts, attach search criteria, and automate listing notifications
- Set-up a Client Portal for your contacts to view listing information
- Manage groups to create distribution lists for sending emails
- Import and export client and customers' contact information
- Run Reverse Prospect searches to match your listings to other agents' buyers

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.

Full GKAR MLS Policy of the Week Video Series Available on YouTube

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

Who Orders Title Insurance?

When ordering Title Insurance, there are some important factors to keep in mind and questions your clients may have. Here is an overview of all things Title Insurance...[Read Full Article](#).

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

Tech Helpline

Call (866) 619-8099

M-F 9am - 8pm

Sat 9am - 5pm

Email

support@techhelpline.com

Live Chat

chat.techhelpline.com

Maximize Your Membership

GKAR Member Tech Helpline Now Available!

Tech Helpline is a GKAR Member Benefit offering support for hardware, software, networking and digital devices. The best part is you have the choice of contacting their friendly and knowledgeable analysts via phone, email, and online chat. They troubleshoot problems and offer solutions, often by connecting remotely to your computer and fixing it while you relax. They can advise you on hardware and software purchasing, and most importantly, they understand your needs as a REALTOR®.



Here are some ways Tech Helpline can support you:

- Instruction for installing and configuring new hardware and software.
- Diagnosis and repair of computer hardware and software issues.
- Advice for purchasing hardware, software and services.
- Basic instruction with major software applications such as Word and Excel.
- Recommendations for upgrades and updates.
- Advice for performance optimization.
- Troubleshooting network issues.

The best part:

- It's included in your membership; there are no additional fees.
- No limits on the number of calls or on the length of time per call.
- Experienced, reliable, professional and courteous assistance.
- Assistance in English or Spanish.
- U.S. based analysts located in Orlando, Florida.

Support is available:

- Monday - Friday from 9 a.m. to 8 p.m.
- Saturday from 9 a.m. to 5 p.m.
- Call: (866) 619-8099
- Chat: <http://chat.techhelpline.com>
- Email: support@techhelpline.com

For a complete list of computer support, please visit:

- www.techhelpline.com/computer-support