



At A Glance

Committee Meetings

August 2nd

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

August 5th

- [Advocacy](#)

August 13th

- [Membership](#)
- [MLS](#)

Not Meeting in August

- [Risk Management](#)

President's Message

The Board of Directors did not meet in July, so there is nothing new to report.

CEO Robin Pompey
Editor Angela McMillan

GKAR News

2020 GKAR Annual Dues Mailed Out Next Month

REALTOR® Members, annual GKAR dues statements will be mailed and emailed to your preferred addresses on file on August 9th, 2019, and will be due on September 10th, 2019, for the 2020 calendar year. You can pay your dues securely online at gkar.com using your Member Login information, or pay by check or credit card.

Serve on the GKAR Board of Directors

As the Annual GKAR Elections approach, we are interested in discussing the open leadership positions with you. All REALTOR® Members in good standing are eligible to run for any open position. If you have ever thought about serving in a leadership position, we would like to hear from you!

Open GKAR Leadership Positions:

- 2020 President-Elect (one, 2-year term, President in 2021)
- Director-at-Large (three, 3-year terms, 2020-2022)
- Director-at-Large (one, 1-year term, 2020)

The elections will be held Tuesday, September 17th, 2019, through 4:00 pm Thursday, September 19th, 2019, and will be held electronically.

2019 GKAR Nominating Committee:

- Charlie Bradford, Chair (269) 760-5456
- Cathy Gasper, (269) 372-0003
- Amy Hamilton, (269) 303-0709
- Ryan Rider, (269) 720-3777
- Rick Zuiderveen, (269) 217-9202

[Tickets on Sale Now!](#) Installation and State of the Association and Roaring Red-Carpet Fundraiser

Save Thursday, December 5th, 2019, in your calendar now as a day of celebration! First, join us for our annual Installation and State of the Association Holiday Luncheon where you can catch up with over 450 GKAR Members; enjoy a beverage, break bread, and expand your sphere of influence; this is the largest gathering of real estate professionals in Kalamazoo. [RSVP's appreciated but not required.](#)

Then, continue the festivities at the Michigan REALTORS® Who Care Roaring Red-Carpet Fundraiser following GKAR's Installation Holiday Luncheon. This year's celebration is in the style of the 1920's. Tickets are \$50 per person and include entrance to the event, appetizers and desserts, open bar, and photos. [Tickets required.](#)

At A Glance

Programs

August 26th, 2019

- [GKAR Golf Outing](#)

September 19th, 2019

- [REALTOR® Safety](#)

October 2nd - 4th, 2019

- [Michigan REALTORS® The Convention](#) at The Renaissance Center, in Detroit; Registration is open

October 7th, 2019

- [RPAC Oktoberfest](#)

October 26th, 2019

- [Day of Service for Veterans](#)

2019 Continuing Education Course Dates

- September 24th (*almost full*)
- October 24th

[Register now!](#)

2020 Schedule

Help us plan for 2020—tell us which Certifications and Designations you would like to see at GKAR. [Take the survey.](#)

GKAR Programs



Professional Development Series: REALTOR® Safety

September 19th, 2019 @ GKAR, with Off the Cuff Catering
Join us for this informative annual program, coordinated by your GKAR Professional Development Committee. [Save your seat now!](#)

The Fall 4:01 Member Mixer is October 17th

Save-the-Date for our Fall 4:01 on Thursday, October 17th, 2019, at Revel & Roll West. Our Spring 4:01 at Delta Hotels had record-breaking attendance; let's see if we can top that number this fall!

The Day of Service for Veterans is October 26th

Our goal is to say thank you to veterans in our community for their sacrifice and service by providing a day of free fall clean up and yard work. As you are working with clients this summer, keep this opportunity in mind and be sure to [nominate the veterans with whom you work.](#)

Real Estate Education



Become a Seller Specialist with the SRS® Designation

Includes:

- 2019 2-hour Legal Update
- 12 Hours General Continuing Education Credit

Understand and apply methods, tools, and techniques to provide the support and services that sellers want and need. [Get the details.](#)

Be Sure to Take Your 2019 Continuing Education

There are two more opportunities to take your Continuing Education at GKAR: September 24th and October 24th. The seats are filling up fast, so save yours today—[register now.](#)

Reminder: within the 3-year cycle, a licensee must complete at least a total of 18 hours of Con Ed. Two of those hours must be completed each year and be law-related. Also, a licensee must retain evidence that demonstrates they have met the CE requirements, for at least 4 years after the date of that certification. It is the licensee's responsibility for documenting the evidence to support the fulfillment of Continuing Education requirements.

Claim Your Free CE Marketplace Account and Use it to Track Your CE Credits Online

The CE Marketplace offers you a free account to track your completed Continuing Education. This account helps you to stay on top of your Continuing Education requirements and eases the renewal process. If you have not claimed your account, visit [CE Marketplace](#) and sign up today.

At A Glance

- [August Member Birthday Calendar](#)
- [REALTOR® Emeritus Eligibility Details](#)

Sales Report

Kalamazoo-Area Real Estate



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

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
 - [June 2019](#)
 - [June 2018](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

Membership News



Welcome New Members

Jaclyn Brohl - NAI Wisinski of West MI
Jennifer Hoffman - Keller Williams Kalamazoo
Jamie VanDyke - Berkshire Hathaway HomeServices MI

Welcome New REALTOR® Reinstatement

Shawn Easley - CENTURY 21 Affiliated

Welcome New REALTOR® Office

Lockett Jones Realty Group
Twala Lockett-Jones | Kalamazoo, MI | (269) 720-5182

Welcome New Business Partner Office

Focused Realty Inspections
Nate Smith | Schoolcraft, MI | (269) 720-1020

Transfers - REALTORS®

Rebecca Spence - Five Star Real Estate, Kalamazoo Office to Three Rivers Office
Julie Reisner - Five Star Real Estate, Kalamazoo Office to Portage Office
Erin Harris - Five Star Real Estate - Neighborhood Realty Group
Twala Lockett-Jones - Pierson Real Estate - Lockett Jones Realty Group
Fred Taber - Jaqua, REALTORS®, Kalamazoo Office to Portage Office
Dan Thornton - Every Corner Realty to Advanced Realty Global

Individual Drops - REALTORS®

Angela Azar - CENTURY 21 Affiliated
Gary Fessenden - RE/MAX of Kalamazoo
David Scott Parker - Berkshire Hathaway HomeServices MI
Heidi Truckey - Five Star Real Estate

Retiring - REALTORS®

Bill Shantz - Jaqua, REALTORS®



GKAR
Greater Kalamazoo Association of REALTORS®

REALTOR®-Brand Apparel Sale

Option 1: Blue t-shirt with "THAT'S WHO WE ARE REALTOR" logo

Option 2: Blue polo shirt with REALTOR logo

Option 3: Blue v-neck shirt with REALTOR logo

[Order Your REALTOR®-Brand Apparel Today](#)



Key Box Corner

Surrounding MichRIC Associations have switched to SentiLock from Supra!

This means you may no longer need to frequently borrow a Supra Key from your office or GKAR. During this time of transition, it is best practice to review the showing instructions for which lockbox to look for at the property.

The following Associations have made the switch:

- Battle Creek Area Association of REALTORS®
- Branch County Association of REALTORS®
- Greater Regional Association of REALTORS®
- Mason Oceana Manistee Board of REALTORS®
- Montcalm County Association of REALTORS®
- St. Joseph County Association of REALTORS®
- West Central Michigan Association of REALTORS®



[Sam Bartlett](#)

Director of Multiple Listing Service at GKAR
(269) 382-1985

MLS News

Rapattoni Optional MLS Interface Now Available

Rapattoni is live! The 60-day free trial began for all MichRIC Members on July 30th, 2019. You should have received your login credentials from Rapattoni in an email on the launch date. Please check the email on file with the MLS if you did not see this. Your username and password is your ric.k number without the ‘ric.’ (ex. Username in FBS flexmls is ric.k123456, making your Rapattoni username and password k123456).

Access Rapattoni at <https://ric.flexmls.com> or <https://michric.rapmls.com>.

Did you miss the training but still want to learn the Rapattoni MLS system? [Find the help center here](#) to assist you in learning the new secondary MLS system. Or utilize their fantastic support line at (866) 730-7114 or mls@rapattoni.com. [View the informational seminar we held at GKAR.](#)

Marketing Remarks Policy Change

Recent Michigan REALTORS® (MR) Letter of the Law addressed legal cases pertaining to MLS data accuracy and agent liability. MR suggests listing agents verify the source of square footage and buyers should be encouraged to independently verify square footage calculations. To keep with MR’s recommendation the MLS Committee made updates to the current GKAR MLS Rules and Regulations on remarks in the MLS.

Agents may not place statements that shift responsibility of data accuracy to the buyer’s agent on a listing, but a buyer may be asked to verify data.

Section 1.2.10 Marketing Remarks: k. Statements that shift or attempt to shift responsibility for data accuracy to the buyer’s agent (*Amended 06/19*)

[View the full policy here.](#)

2019 MLS Tax Files

The 2019 Tax Files for Kalamazoo and surrounding areas are now available on flexmls. When viewing the Tax Info tab on a property, the information for most municipalities will have 2019 Tax Year information.

Your MLS Training Available at GKAR

[Dotloop](#) - August 28th, 2019, from 10:00 am - 11:30 am in the Classroom

[MLS Customization](#) - September 16th, 2019, from 2:00 pm - 3:30 pm in the Classroom

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.

Peak Performance Article

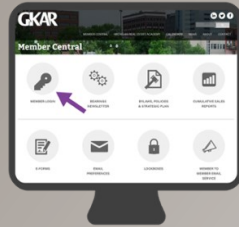
[11 Communication Habits to Enhance Your Effectiveness and Keep You Out of Hot Water](#)

Want to know more? Your Risk Management Committee has created a full library of articles covering topics like breaking down inspections, disclosing and listing, navigating the Buy & Sell Agreement, and so much more! [Check out the library here](#), or anytime on your flexmls MLS Intranet.



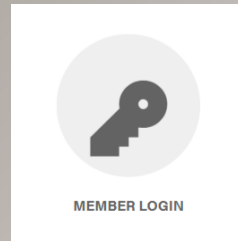
Maximize Your Membership

You Can Pay Your Annual REALTOR® Dues Online



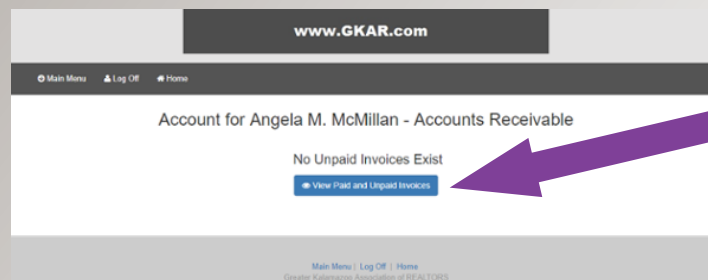
1. Go to www.GKAR.com.
2. Select **Member Central**.
3. Select **Member Login**.

Use this information to log in:



- **Your Login ID:** Your MLS ID, including "ric.k..."
- **Your Password:** Is unique to you; let us know if you need assistance retrieving or resetting it by sending an email to Networking@gkar.com.

4. Under Accounts Receivable, select **Accounts Receivable**
 - On August 9th, 2019, your 2020 annual dues invoice will appear here.



To maintain your Member Contact/Personal Information:

1. Log in.
2. Select **Personal Information**.

