



## At A Glance

## Committee Meetings

February 1<sup>st</sup>

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

February 4<sup>th</sup>

- [Advocacy](#)

February 12<sup>th</sup>

- [MLS](#)

February 13<sup>th</sup>

- [Membership](#)

February 15<sup>th</sup>

- [Risk Management](#)

## GKAR News

### Annual Professional Standards Report

In 2018, there were 10 formal ethics complaints filed, 9 Professional Standards ethics hearings, and 1 ethics case appealed. The Articles of the Code of Ethics found in violation were Articles 1, 2, 8, 9, 11, 12, 13, and 14.

If you have any questions, you may direct them to Paula Novess, Director of Professional Standards, at [ProStandards@gkar.com](mailto:ProStandards@gkar.com) or (269) 382-1597, ext. 110.

### RPAC News

We join the National Association of REALTORS® in celebrating and honoring 50 years of REALTOR® success safeguarding the American Dream of Homeownership, as 2019 marks the 50<sup>th</sup> anniversary of the REALTOR® Political Action Committee (RPAC).

RPAC advocates on behalf of REALTORS® and real estate issues with the election of pro-REALTOR® candidates who understand and support our interests. RPAC also supports private property rights by advancing public policies that build strong communities. [Read more about the history of RPAC and the REALTOR Party.](#)

Supporting the REALTOR® Political Action Committee is key to protecting and promoting the real estate industry.

Thank you to our 2019 GKAR RPAC Investors and congratulations to the Professional Development Committee for being our first Committee to reach 100% participation this year!

Are you ready to make your 2019 investment? Please consider \$50 for 50 years, or attending our annual Major Investors Event, which is an excellent (and festive) way to support the REALTOR® Party.

### RPAC Major Investors Murder Mystery Night February 26<sup>th</sup>

Join us for a Mardi-Gras-themed Murder Mystery at Martell's to show your support! [Learn more...](#) and email Callie Reed, [CallieR@gkar.com](mailto:CallieR@gkar.com) to RSVP.



**Bill Evenboer**  
**2019 President**

[Email Bill](#)

[Contact Your  
2019 Board](#)

[Contact a GKAR  
Staff Member](#)

# President's Message

The Big Question is, "will Punxsutawney Phil be correct this year"?

I am trusting everyone got through the arctic blast and stayed warm.

It's hard to imagine that one month has already blown by so quickly. We have a great year to look forward to.

I would like to continue to encourage you all to read our Board Bearings and watch for email messages on the MLS sign in screen to keep abreast of the goings on at GKAR.

This month, I would like to highlight for the Membership, how to update your email preferences for notices that come from GKAR. I occasionally hear from Members who say that they do not receive certain emails.

Please follow these instructions and also make sure your email address is correct.

1. Go to [www.gkar.com](http://www.gkar.com)
2. Click on **Member Central** at the top of the home page
3. Click on **Email Preferences**
4. On that page, on the right side of the page, enter your name and email
5. Just below that click on the GKAR Email Distribution Lists
6. Click on all the items

Do not be concerned that you will be flooded with unnecessary emails. By doing this, you will receive the emails that may contain information that you might be missing; and it really is a good source to stay informed. If you look on the left side of the Email Preferences page, it tells you approximately how many emails you will receive.

Don't miss out on several great February events:

- February 16<sup>th</sup> the annual Bowl for Kids Sake
- February 21<sup>st</sup> at GKAR a great event brought to you by the Professional Development Committee, "Business Planning for the Self-Employed Contractor".

Go to [www.gkar.com](http://www.gkar.com), click on **Calendars**, then **Association Calendar** for more information.

Wishing you all a great February. THINK SPRING!

Bill

## At A Glance

### Programs

February 4<sup>th</sup>, 2019

- [Legislative Update](#)

February 16<sup>th</sup>, 2019

- [Bowl for Kids' Sake](#)
  - 2:00 pm Shift
  - 4:30 pm Shift

February 21<sup>st</sup>, 2019

- [Business Planning for the Self-Employed Contractor](#)

March 13<sup>th</sup>, 2019

- [Membership Appreciation Wine Down](#)

## 2019 Continuing Education Course Dates

- March 26<sup>th</sup>
- April 23<sup>rd</sup>
- September 24<sup>th</sup>
- October 24<sup>th</sup>

[Register now!](#)

# GKAR Programs



## There's Still Time to Bowl for Kids' Sake!

We have almost filled two shifts this year; and we need your help to reach our 72-team goal. It's easy to sign up:

1. [Register your team with Joni Hoffman and Kathy Praedel at Big Brothers Big Sisters via email](#) - we suggest 5-6 people, no skills required.
2. Set a fundraising goal - we suggest \$60 per person. Money isn't due until Feb. 16<sup>th</sup>.
3. Celebrate your fundraising success with fellow GKAR Members on Feb. 16<sup>th</sup>.

## First Up in the Professional Development Series: Business Planning for the Self-Employed Contractor

The Professional Development Committee Presents Series is planned and executed by your GKAR Professional Development Committee Members. February's program is all about putting the right tools in your self-employed toolbox. Join us for this robust program on February 21<sup>st</sup>, at GKAR, beginning at 8:30 am. [Register today.](#)

## Membership Appreciation Wine Down is Next Month

Please join us for this popular Member fellowship gathering and Business Partner expo. Mix and mingle with your fellow REALTORS®, and catch up with your 2019 Business Partners as they showcase their products and services. [RSVP now.](#)

# Real Estate Education



## Legal Update VS Code of Ethics

Legal Update is a 2-hour, annual requirement of the State of Michigan. It is a course that must be taken in order to stay in compliance with License Law. These 2 hours (taken every cycle year) make up 6 of the 18 total hours required to renew your license at the end of the cycle, October 31<sup>st</sup>, 2021. These hours are not to be confused with NAR's Ethics requirement, that follows a separate cycle and is enforced by your Local Association. [Click here](#) for more information on the Code of Ethics.

## Certification & Designation Line-Up For 2019

Online registration is now open for the following certification & designations, to be held at GKAR:

- [NAR's e-PRO® Certification – April 8<sup>th</sup> & 9<sup>th</sup>](#)
- [Accredited Buyer's Representative® Designation \(ABR\) – May 21<sup>st</sup> & 22<sup>nd</sup>](#)
- [Seller Representative Specialist® Designation \(SRS\) – November 18<sup>th</sup> & 19<sup>th</sup>](#)

## Continuing Education Recommended Schedule

Be sure to stay ahead of the curve and follow this recommended schedule:

Cycle Year One-2019 Credits	Cycle Year Two-2020 Credits	Cycle Year Three-2021 Credits
2 Legal Credits Required +	2 Legal Credits Required +	2 Legal Credits Required +
4 Additional Credits =	4 Additional Credits =	4 Additional Credits =
6 Credits total	6 Credits total	6 Credits total

## At A Glance

- [February Member Birthday Calendar](#)

## 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  
[December 2018](#)  
[December 2017](#)

# Membership News



## Prospective New REALTOR® Members

Jessica Angel - Keller Williams Kalamazoo  
James Beebe - Berkshire Hathaway HomeServices MI  
Joseph Debiak - Jaqua, REALTORS®  
Christine Croy - Berkshire Hathaway HomeServices MI  
Jennifer Emmons - Five Star Real Estate  
James Fischer - Five Star Real Estate  
Michael Freeburn - Five Star Real Estate  
Gabe Hatfield - Live Local Properties  
David Lehane - Berkshire Hathaway HomeServices MI  
Sheena McKinney - Keller Williams Realty, Lansing  
Shannon Mitchell - Lakes & Country Real Estate  
Haley Otto - Keller Williams Kalamazoo  
Steven Roon - Redzone Realty Group, LLC  
Morgha Rustenholtz - CENTURY 21 Affiliated  
Michael Sandstrom - Jaqua, REALTORS®  
Adam Shultz - Berkshire Hathaway HomeServices MI  
Elisabeth Shumaker - Five Star Real Estate  
Katherine Skinner - Five Star Real Estate  
Kendra Sweeting - Cornell & Associates  
Rhea Terburg - Jaqua, REALTORS®  
Venus Tomczyk - Five Star Real Estate

## Prospective New REALTOR® Offices

Keller Williams Realty, Lansing  
Redzone Realty Group, LLC  
Ted Vlieg, REALTOR®

## Welcome New Business Partner

Gordon Water Systems - Tamara Carter  
618 East Crosstown Parkway Kalamazoo, 49001 | (269) 382-0068

## Drops - REALTORS®

Lori Beard - Berkshire Hathaway HomeServices MI  
Keith Sellers - Berkshire Hathaway HomeServices MI

## Transfers - REALTORS®

Jessica Fox - Jaqua, REALTORS® to Jaqua, REALTORS®, Richland  
Linda Hazelhoff - Berkshire Hathaway HomeServices MI, Stadium Office to Oakland Office  
Jessica Ward - Carlson, REALTORS® & Development to Advanced Realty Global  
Karen Gustafson - Berkshire Hathaway HomeServices MI to Five Star Real Estate  
Dain Webster - Lakes & Country Real Estate, Bloomingdale Office to Paw Paw Office  
Shari Riopel - Evenboer-Walton, REALTORS® to Jaqua, REALTORS®, Richland  
Hollie Harvey - Carlson, REALTORS® & Development to Berkshire Hathaway HomeServices MI  
Jennell Robinson - Keller Williams Kalamazoo to Five Star Real Estate, Kalamazoo  
William Howson - CENTURY 21 C Howard to Michigan Lifestyle Properties / Gull Lake Realty  
Jeffrey Bohnsack - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®  
Alyssa Wenzel - Jaqua, REALTORS®, Drake Office to Milham Office  
Jessica Steele - Five Star Real Estate, Kalamazoo Office to Paw Paw Office

## Key Box Corner

Did you know that you can now request Supra Keys on GKAR.com?\*

Supra Keys can be borrowed, by GKAR Members up to 24 hours in advance and kept for two business days. Available keys are included as a Member benefit.

### Supra Key Request Options:

Phone – (269) 382-1597

Email – [Support@gkar.com](mailto:Support@gkar.com)

Website – [www.gkar.com/lockboxes](http://www.gkar.com/lockboxes)

*\*Requests subject to Supra Key availability*



### [Sam Bartlett](#)

Director of Multiple Listing Systems at GKAR

(269) 382-1985



# MLS News

## Portage School Information

While searching for a new home, some families may want to know which districts offer Schools of Choice options. Portage Schools do not participate with Schools of Choice within the District or County. However, they do offer the opportunity to apply to attend using their transfer program.

- Portage School District boundary assignments by street name/address: [PPS Street-Guide](#)
- Greatschools.org Interactive Boundary Map for all districts: [School and District Boundaries Map](#)

It is suggested a family or REALTOR® call to confirm the district if the property falls on boundary lines.

*All information provided by Janet W. M. Johnstone, Coordinator of Instructional Services for Portage Public Schools.*

## flexmls Custom Flyers

Last month, flexmls introduced custom flyers to users. There are nine pre-set options to choose from that you may customize. Changes can be made to items including, property details, and color theme. Learn more [here](#).

## Single Sign-On Options in flexmls

As one of the many Member benefits, flexmls offers single sign on (SSO) options for related MLS products. SSOs offer users a simple way to log into related products without the need of remembering usernames and passwords. Simply log into flexmls and select **Menu**. Next, select the product you would like to use. Immediately, you will be redirected to the product and find it has logged you in.

Products that can be found as SSO options, include; SentiLock, zipForms, AgentSquared, dotloop, RE Technology, Zillow Dashboard, RPR, and ShowingTime.

## MLS Training Available at GKAR

- **Intro to Dotloop** | February 20<sup>th</sup>, 2019 | 10:00 am – 11:30 am | Classroom
- **MLS Searching** | March 11<sup>th</sup>, 2019 from 2:00 pm – 4:00 pm | Classroom
- **Top 10 MLS Tips** | March 18<sup>th</sup>, 2019 from 10:00 am – 11:30 am | Classroom

Reservations are required. To reserve a seat visit [www.gkar.com/mls](http://www.gkar.com/mls) or call (269) 382-1597.

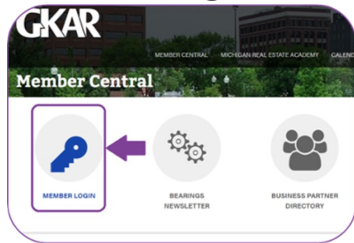
## Peak Performance

### An Intro to Short Sales—Part II (The Short Sale Addendum to the Buy and Sell Agreement)

**The Dilemma:** A buyer wants to buy—if the price is right. A seller owes more than the house is worth and is unable or unwilling to bring funds to closing.

**The Solution:** What you may need to do is negotiate a “short sale” and use GKAR’s Short Sale Addendum to the Listing Agreement. [Read full article...](#)

## Now Available on GKAR.com Member Login



The GKAR Bylaws Amendments vote took place at GKAR's Installation & State of the Association Holiday Luncheon on November 30<sup>th</sup>, 2018. The amendments to the Bylaws and the proposed MLS Rules & Regulations documents were approved. These documents, along with the GKAR Policy Manual, may now be found on [www.GKAR.com](http://www.GKAR.com) via the [Member Central Member Login icon](#).

## Michigan REALTORS®' Education Conference & Trade Show

### The Convention

- October 2<sup>nd</sup> - 4<sup>th</sup>
- The Renaissance Center, Detroit

The Convention is the premier real estate education and trade show event in the state of Michigan. Hosted by the Michigan REALTORS®, The Convention offers a full slate of CE Marketplace certified knowledge sessions, networking opportunities, and new products and services for our REALTORS® and industry professionals in an upscale environment. [Registration opens June 2019.](#)

# Maximize Your Membership

## GKAR Membership Directories

Did you know that via GKAR.com, you can access contact information for your fellow GKAR Members? GKAR Membership directories are split into three categories: REALTORS®, REALTOR® Offices, and Business Partners.

### GKAR.com

*For REALTOR® Offices and Business Partner Directories:*

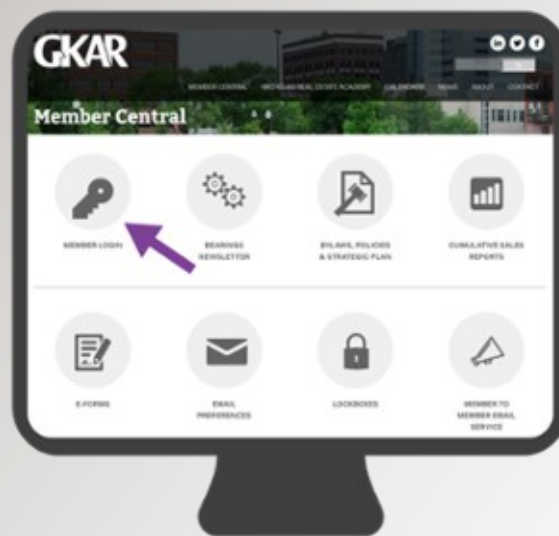
1. Hover over **Contact** in the upper, right-hand of the GKAR homepage.
2. Hover over **Directories** from the drop-down menu.
3. Select the directory you wish to view.

### Member Login

*For REALTOR® Directory:*

1. Select **Member Central** in the upper, left-hand of the GKAR homepage.
2. Select the **Member Login** icon (figure a).
3. Enter your login information which is your MLS ID, including "ric.k..." and your Member login password.
4. In the footer of the **Member Services Menu**, select **Members/Offices** to go to the REALTOR® Directory (figure b).

a.



b.

