

Bearings

a newsletter for GKAR Members
January 2019



At A Glance

Committee Meetings

January 4th

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

January 8th

- [MLS](#)

January 16th

- [Membership](#)

January 18th

- [Risk Management](#)

GKAR News

Congratulations and Welcome to Your 2019 Leadership



Bill Evenboer
2019 President
REALTOR® and
Member since 1987



Jeff Lee
2019 President-Elect
REALTOR® and
Member since 1989



Shelly Pattison
2019 Treasurer
REALTOR® and
Member since 2003



Robin Pompey
CEO
Member since 2004



Dennis Bronson



Tim Brown



Rick Crepas



Suzzette Deaux

The 2019 Board of Directors appointed Suzzette Deaux to fill the Director vacancy created when Jeff Lee was elected 2019 President-Elect. Ms. Deaux will serve a 1-year term.



Lisa Faber



Jill Kingsbury



Rich LaPorte



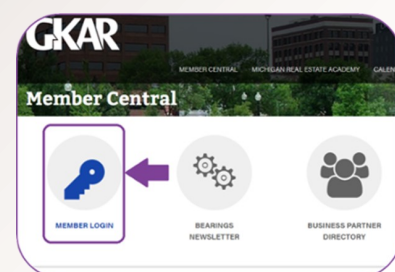
Marty Wagar



Joy Watts

GKAR's Bylaws, Policy Manual, and MLS Rules & Regulations Are Now Located Behind Your GKAR.com Member Login

The GKAR Bylaws Amendments vote took place at GKAR's Installation & State of the Association Holiday Luncheon on November 30th, 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 via [the Member Central Member Login icon](#).



CEO Robin Pompey
Editor Angela McMillan



Bill Evenboer
2019 President
[Email Bill](#)

[Contact Your
2019 Board](#)

[Contact a GKAR
Staff Member](#)

President's Message

Happy New Year!

Wishing everyone a wonderful and prosperous 2019.

As we start out the new year, I would like to share that for each edition of the *Bearings* I would like to highlight some items happening in and around our Association.

First, I thank you all for your support in allowing me to serve as your Association President for this year.

I would like to thank Suzzette Deaux and the retiring Directors: Linda K. Hazelhoff, Cheri Schulz, and Paul Valentin for their service and I look forward to serving with our 2019 Board of Directors and our GKAR staff.

One item I want to have out to you all is that you can feel free to contact me or one of our other Directors with any questions, comments, and/or suggestions you may have. I believe the best avenue for that would be via email. So, please let us know what is on your mind as we are here to serve you.

In the coming months I hope to be able to share what is going on at GKAR and the different decisions that come from our Board of Directors' meetings; maybe some State and National goings on with items that affect us and our industry.

Also, I would like to share more about Michigan REALTORS® Who Care and the different items the 501(c)3 non-profit has been involved in and some changes that will be made within this organization.

I encourage you to continue to read the *Bearings* for programs and happenings that will be going on throughout the year, the emphasis will be to keep our Members informed as best we can, so everyone has the information they need.

With our excellent staff, hard-working Directors, and all the people serving on different Committees, we have a wealth of talent that will continue to make our Association second to none.

All the best,

Bill

At A Glance

Programs

February 4th, 2019

- Legislative Update

February 16th, 2019

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

February 21st, 2019

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

March 13th, 2019

- Membership Appreciation Wine Down

2019 Continuing Education Course Dates

- February 19th
- March 27th
- April 23rd
- September 20th
- October 24th

[Get registered now!](#)

GKAR Programs



Join us for Bowl for Kids' Sake fellowship, fundraising, and fun!

We are excited to be supporting Big Brothers Big Sisters again in their annual fundraiser, Bowl for Kids' Sake. We are looking to fill two shifts this year; the 2:00 pm - 4:00 pm shift and the 4:30 pm - 6:30 pm shift. **In order to keep both shifts exclusively for GKAR, we need 36 teams committed to bowl by January 15th, 2019.** 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, skill not required.
2. Set a fundraising goal - we suggest \$60 per person. Money not due until Feb. 16th.
3. Share your team page with friends and family to help you reach your fundraising goal.
4. Celebrate your fundraising success with fellow GKAR Members on Feb. 16th!

First Up in the Professional Development Committee Presents 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 21st, at GKAR, beginning at 8:30 am. [Register today.](#)

Real Estate Education



Continuing Education - A 2019 REALTOR® Member Benefit

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

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

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.

Certification & Designation Line-Up For 2019

Online registration is now open for the following certification & designation courses at GKAR:

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

At A Glance

- [January 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
[November 2018](#)
[November 2017](#)

Membership News



Welcome New Business Partner Member

EST Home Mortgage - Kris McWilliams

Drops - REALTORS®

Bryan Babel - Keller Williams Kalamazoo
Cheyenne Joza - Every Corner Realty
Fred Junker - Mark III Realty
Rebecca Lonsbery - Berkshire Hathaway Home Services MI
Thomas Richmond - Appraisal Associates
Ashley Williams - Berkshire Hathaway Home Services MI

Transfers - REALTORS®

Christopher Adrian - O'Brien Real Estate to Adrian Real Estate
Jessica Angel - Keller Williams Kalamazoo to EXP Realty
Amy Krumm - RE/MAX Advantage to Five Star Real Estate
Richard LaPorte - CENTURY 21 C Howard to CENTURY 21 Affiliated
Monica Neyyer-Gill - Five Star Real Estate to ERA Reardon Realty
Alicia Swift - CENTURY 21 C Howard to CENTURY 21 Affiliated

Retiring - REALTORS®

Nova Schiavone - Michigan Lifestyle Properties/Gull Lake Realty

2019 NAR Code of Ethics

[Download a copy of the 2019 Code of Ethics \(PDF\).](#)

Changes for 2019:

- There was an amendment to Article 1, Standard of Practice 1-7
- [Read the details](#)

Leadership Opportunity - Serve on the MI REALTORS® Who Care 2019 Board

Michigan REALTORS® Who Care is looking to add 4 REALTORS® to the existing Board in 2019. To be considered for one of the open positions, [complete and submit the online application](#). Applications must be submitted by 4:00 pm on Thursday, January 31st, 2019.

[Download the 2019 GKAR Strategic Plan](#)

GKAR's mission is to effectively provide REALTORS® with the resources to be ethical, professional, and successful. The 2019 Strategic Plan provides the framework to accomplish our Mission by focusing on the National Association of REALTORS® Core Standards: Code of Ethics, Technology, Advocacy, Consumer Outreach, Unification, Financial Solvency, Leadership, and Education.

Key Box Corner

SentriSmart™ App

SentriLock's App
SentriSmart™ is free for you again in 2019, as a GKAR Member Benefit! Enjoy the convenience of showing property using SentriSmart, generating 1-Day Codes, the Agent Safety feature, assigning a listing, and so much more.



MLS News

Updated Data Sharing Agreements

MichRIC has updated the Data Sharing Agreement. This agreement must be completed and signed by the local association and MichRIC so an office, broker, or agent may receive IDX or VOW listing data. The agreement was updated to include the ability to pull a listing feed through Application Programming Interface (API) or Real Estate Transaction Standard (RETS). Those that are familiar with the previous agreement will also notice the agreement has been reformatted to make the document easier to follow. [View the new agreement.](#) Vendors and agents may also contact Sam Bartlett for additional questions or copies of the updated form.

New MLS Home Designs Available

On December 19th, 2018, two new Designs became available for Residential properties. Agents may now choose Craftsman and Mid Cent Mod (Mid-Century Modern), in the Design field of the MLS, if these designs fit the property.

New Document Privacy Terms in the MLS

MichRIC has added **MLS Data Share** to the privacy settings an agent can select from when uploading documents to the MLS. Use the radio buttons on the Add Document screen to select the appropriate privacy level. Please note, the document will default to **ALL REALTORS** if another selection is not made.

Understanding the privacy levels from least restrictive, to most:

- **Public** - Document is available to any viewer, public or inside the MLS system.
- **MLS Data Share** - Document is visible to members of MichRIC, as well as members of Data Sharing MLSs.
- **ALL REALTORS** - Document is visible only to members of MichRIC, not to members of Data Sharing MLSs.
- **Broker/MLS Staff** - Document is visible only to members who have the ability to edit the listing, typically the Listing and Co-Listing member, Broker, and MLS accounts.

Upcoming MLS Training at GKAR

RPR - January 18th, 2019, from 1:00 pm - 3:00 pm in the Classroom

MLS Statistics - January 22nd, 2019, from 2:00 pm - 4:00 pm in the Classroom

Intro to Dotloop - February 20th, 2019, from 10:00 am - 11:30 am 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.

Peak Performance

An Intro to Short Sales—Part 1 (The Short Sale Addendum to the Listing Agreement)

- What is a short sale?
- How do you ensure your buyer understands their options and the consequences of a short sale?

[Read full article to find out.](#)

Michigan REALTORS® Leadership Conference

ACHIEVE

- January 31st - February 1st
- JW Marriott, Grand Rapids

As the premiere leadership event of the Michigan REALTORS®, Achieve provides leaders of every level with the tools needed to be the change they want to see in their local associations, offices, and communities. Sharpen your leadership skills with top industry speakers and network with fellow REALTOR® professionals.

- [Register](#)
- [Agenda](#)

Michigan REALTORS® Education Conference & Trade Show

The Convention

- October 2nd - 4th
- 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

Are you ready to rock 2019? Of course you are! And GKAR is here to help.

As you set your 2019 goals and schedule, keep the following opportunities in mind:

2019 Professional Development Committee Presents Series

Join us for in-depth discussion on our industry's hottest topics, designed to increase your knowledge and in turn, your success in real estate.

- February 21st, 2019 - Business Planning for the Self-Employed Contractor
- April 18th, 2019 - Water Quality Issues, including PFAs and PFOs
- September 19th, 2019 - REALTOR® Safety
- November 6th, 2019 - Appraisal Requirement Updates

The Professional Development Committee Presents Series is planned and executed by your GKAR Professional Development Committee Members. Programs are included with your GKAR Membership, typically 60-90 minutes, and held at GKAR.

[Sign up to attend!](#)

2019 Certification & Designation Courses

Certifications and designations increase your skills, proficiency, and knowledge. We are proud to offer the following course at GKAR in 2019:



April 8th & 9th

The first part of the program provides high-level digital marketing theory, with practical suggestions for its consistent implementation. In the second half of the course you will learn about the importance of data privacy and security as well as how to develop data privacy policies and procedures and fulfill legal responsibilities created by a data breach. [Learn more.](#)



May 21st & 22nd

The goal of the two-day ABR® Designation Course is to establish a foundation of training, skills, and resources to help real estate professionals succeed as a buyer's representative. [Learn more.](#)



November 18th & 19th

The 2-day SRS® Designation Course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace. [Learn more.](#)