



At A Glance

Committee Meetings

July 11th

- [Professional Development](#)

July 12th

- [Community Relations](#)

Not Meeting in July

- [Advocacy](#)
- [Membership](#)
- [MLS](#)
- [Risk Management](#)

GKAR News

2019 National Speaker Program a Success

We are happy to share that nearly 100 Members attended our 2019 National Speaker Program with top REALTOR® and social media strategist, Marki Lemons-Ryhal.

RPAC Oktoberfest Fundraiser

GKAR is teaming up with Michigan REALTORS® to bring you an Oktoberfest-themed Governmental Affairs Videocast; followed by beer and pretzels!

Brad Ward, VP of Public Policy & Legal Affairs and Brian Westrin, Public Policy & Legal Affairs Director for Michigan REALTORS® will record their October Governmental Affairs Videocast live in the GKAR auditorium. All GKAR Members are welcome to attend the recording, then make their \$15 RPAC Participation Investment to stay and enjoy the festivities. [RSVP's are appreciated](#), but not required.

Date: October 7th, 2019

Location: GKAR

Time:

- 2:00 pm Networking
- 2:30 pm Recording
- 3:00 pm Q&A
- 3:30 pm - 5:00 pm Oktoberfest Mixer



Michigan REALTORS® Who Care Rocked and Raised Funds

Thank you to the Members who supported the Summer Fun Raiser benefit concert for Kalamazoo Community! It was a beautiful day with more than 200 Members of the REALTOR® Family attending. Michigan REALTORS® Who Care raised just under \$6,000 to put toward their 2019 community project with [Open Doors](#). [View the photo gallery.](#)

Next up is the annual Red-Carpet Fundraiser following GKAR's Installation Holiday Luncheon. Be sure to save Thursday, December 5th, 2019, on your calendar for this 1920's-style event; tickets will be available soon.

2020 GKAR Annual Dues Mailed Out Next Month

Can you believe it has been a year already? For our REALTOR® Members, your annual GKAR Membership Dues will be mailed out at the start of August and are due in September for 2020.



Bill Evenboer
2019 President
[Email Bill](#)

[Contact Your
2019 Board](#)

[Contact a GKAR
Staff Member](#)

President's Message

Happy 4th of July

What a great country we live in.

I trust everyone had a great holiday and is enjoying the summer weather (finally).

On June 25th, there was an awesome fundraiser held at Bell's Brewery brought to you by Michigan REALTORS® Who Care. A sizable amount of money was raised through donations and ticket sales to the event which will all go towards the chosen project this year. Open Doors is an outstanding organization that works in our community to address homelessness. Thanks to all the organizers of this event.

If you have any questions about Michigan REALTORS® Who Care (MRWC) go to www.mirealtorswhocare.com. You can then see a list of the Board Members and also get news and information about MRWC.

Keep your eyes and ears open for the upcoming release of the Rapattoni MLS interface which will be a 2nd provider for MichRIC members. There will be news releases coming up both in the *Bearings* and on the MLS sign on screen. Not to worry, you will still have flexmls, this will just be a 2nd choice and there will be a free 2 month trial period to try it out. Stay tuned for more details.

Coming very soon, Battle Creek, Grand Rapids Branch County, and other area associations will be using Sentrilock. This is great news and will pretty much cut out needing Supra keys for our Members. Make sure to check for sure how to access listings in these areas. Also it will make it much easier for agents not in our association to show our listings. So use Sentrilock lockboxes every chance you get.

I want to again thank everyone who serves on a Committee or Board within GKAR, as volunteers it is very much appreciated that you would give of your time to make this the premier Association in the area. Thank You.

Have a wonderful July and have lots of sales.

Sincerely,

Bill

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 26th, 2019

- [Day of Service for Veterans](#)

2019 Continuing Education Course Dates

- September 24th
- 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



Save the Date for REALTOR® Safety 2019

September 19th, 2019 @ GKAR

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



Are You Ready to be a Seller Representative Specialist?

The Seller Representative Specialist (SRS®) Designation is the premier credential in seller representation and it is coming to GKAR. Designed to elevate professional standards and enhance personal performance, the Designation is awarded to real estate practitioners by the Real Estate Business Institute (REBI) who meet specific educational and practical experience criteria. Want to know more about the SRS® Designation and register? [Click here!](#)

Don't Forget 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.

Have You Claimed Your Free CE Marketplace Account? 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

- [July 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
[May 2019](#)
[May 2018](#)

Membership News



Congratulations to the following who has been a Member of GKAR for 40 years!

Irene Zuiderveen - Zuiderveen, REALTORS®

Welcome New Members

Jermiah Boggerty - CENTURY 21 Affiliated
Jeremy Cole - Neighborhood Realty Group
Erin Doerschler - Evenboer Walton, REALTORS®
Erik Droste - Berkshire Hathaway HomeServices MI
Niloufar Keshavarz - RE/MAX Advantage
James Kropp - Keller Williams Kalamazoo
Amy McCash - CENTURY 21 Affiliated
Andrea Melchiori - Evenboer Walton, REALTORS®
Joseph Patterson - GNSA Real Estate
Maria Pennington - Five Star Real Estate
Amy Preston - Adrian Real Estate
Hannah Schulz - Berkshire Hathaway HomeServices MI
Christopher Wermer - Berkshire Hathaway HomeServices MI
Lauren White - Five Star Real Estate

Welcome New REALTOR® Reinstatements

Cheyenne Joza - CENTURY 21 Affiliated

Welcome New REALTOR® Office

Neighborhood Realty Group
Jeremy A. Cole | Kalamazoo, MI | (269) 301-0829

Welcome New Business Partner Offices

Kalamazoo Excavation & Septic
Ryan Rarick | Kalamazoo, MI | (269) 888-1195

VanKal Capital Mortgage
Beth Grochowski | Portage, MI | (269) 775-1200

Transfers - REALTORS®

Rebecca Spence - Five Star Real Estate, Kalamazoo Office to Three Rivers Office
Fred Taber - Jaqua, REALTORS®, Kalamazoo Office to Portage Office

Individual Drops - REALTORS®

David Scott Parker - Berkshire Hathaway HomeServices MI
Heidi Truckey - Five Star Real Estate



Key Box Corner

Improvements were made to SentiLock's Smartphone App on June 27th, 2019. The app is now referred to as SentiKey™ rather than SentiSmart. You'll still have all the same features, accessing lockboxes, lockbox management, End of Showing notifications, and more.

What will change?

- The home screen will no longer show a list of nearby lockboxes, instead you will see instructions to begin opening a key compartment or choose to see a list of nearby boxes.
- The My Lockboxes tab will be moved to the more section.
- Access Logs will combine all your SentiCard and SentiLock App accesses to Bluetooth® lockboxes.

Don't forget! Summer 2019, Contractor Codes are no longer supported on Bluetooth® lockboxes. You can utilize SentiConnect to give extended access to a lockbox. [Read more about SentiConnect here.](#)



Sam Bartlett

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

MLS News

Rapattoni Optional MLS Interface Training

View Rapattoni before it's live at an informational Rapattoni promo held at GKAR on July 11th, 2019, from 1:30 pm to 2:30 pm. See a live preview of what the Rapattoni MLS system has to offer you. [RSVPs are appreciated, register now.](#)

A [free 60-day trial](#) will be offered from July 30th, 2019 - September 30th, 2019, to all MichRIC members. Rapattoni will send you an email invite on or before July 30th, 2019, containing your username and password, to begin your free 60-day trial. Hands-on training will be held at GKAR for interested Members on July 24th, 2019, from 2:00 pm - 4:30 pm. Attendees will enjoy root beer floats during training! [RSVPs are appreciated, register now.](#)

Updates to the Tax ID Field in Flexmls

Did you miss the message on flexmls last month? Flexmls no longer accepts tax ID numbers containing special characters or spaces. This is to encourage tax ID accuracy in the MLS.

Examples of accepted entries: "390006123456" or "TBD"

Examples of entries NOT accepted: "39-10-009-1234-56O" or "To Be Determined"

This change was implemented on June 6th, 2019, and applies to all listings added to the system after that date.

New Flexmls Help Feature

A new feature to help answer your questions has been added to flexmls. [Visit the help site now](#) or find it on flexmls and select **Guided Help** (found next to the Quick Launch Bar).

Whether you're an experienced flex user or new, this help site makes it easy to look up your questions and get quick answers. The homepage lists commonly asked questions, however if you don't see what you're looking for, you can search by keyword to find more answers.

Your MLS Training Available at GKAR

[Tips to Save Time](#) - July 23rd, 2019, from 9:00 am - 10:30 am in the Classroom

[Tips to Save Time](#) - July 23rd, 2019, from 3:00 pm - 4:30 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

Sales Agreement Differences: Regional Purchase Agreement

Even though Kalamazoo and Battle Creek are in close geographic proximity, they use different sales agreement forms. Battle Creek uses the same document as Grand Rapids. As market overlap has increased, so has the occasion to receive offers on forms with which we are less familiar. [This article is intended as an introduction to some of the differences between the forms to assist you in handling offers on your Kalamazoo area listing from a Battle Creek or Grand Rapids area agent.](#)



Maximize Your Membership

Shop at GKAR's REALTOR® Store

Our mission is to provide you with the tools and resources to be professional and successful. Which is why we have a fully-stocked REALTOR® Store on-site at GKAR for your convenience.

Featured Items...



New Masterlock Lockboxes
\$29.00 (includes tax)



InfoPak Outdoor Clear Plastic Flyer Dispenser
\$15.00 (includes tax)



Door Knob Bags - 100 Count
\$8.00 (includes tax)

[View our full stock of items](#), then stop by GKAR to make your purchase.



Sign Riders
Heavy Duty Plastic



Outdoor Info Box
Available in Black or White