

# Bearings

a newsletter for GKAR Members  
May 2019



## At A Glance

## Committee Meetings

May 3<sup>rd</sup>

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

May 10<sup>th</sup>

- [Risk Management](#)

May 14<sup>th</sup>

- [MLS](#)

May 15<sup>th</sup>

- [Membership](#)

## Holiday Hours

GKAR will be closed on  
Monday, May 27<sup>th</sup> for Memorial  
Day.

CEO Robin Pompey  
Editor Angela McMillan

## GKAR News

### GKAR Strategic Plan with First Quarter Updates

GKAR's Mission is to provide REALTORS® with the resources to be ethical, professional, and successful; this Mission, in combination with the NAR Core Standards, guides our development of the Annual Strategic Plan.

The Board of Directors develops our Strategic Plan at their planning session and continues to review it throughout the year at their regular meetings. We encourage you to read the Strategic Plan, which is why we email it to all our Committee Members and it is always available on GKAR.com. From the Website, go to Member Central and select **Member Login**. Then, you will be prompted to enter your MLS login/ric.k... username and your unique GKAR.com password. Once logged in, you will have access to the Bylaws, Policies, and Strategic Plan. Contact GKAR if you need your password.

### GKAR Members Celebrated National Fair Housing Month

Our local [Fair Housing Center of Southwest MI](#) held their annual Conference last week. We are happy to report that GKAR was a conference sponsor and several GKAR Members attended the conference. This year's speakers included Cashauna Hill, Education Director of the New Orleans Fair Housing Center; and Lisa Rice, President and CEO of the National Fair Housing Alliance.

### April's Spring 4:01 Member Networking Mixer was a Hit!

Over 170 GKAR Members joined us at the new Delta Hotels by Marriott location on 11<sup>th</sup> Street, to mix and mingle at the Spring 4:01. Thank you to our 2019 Business Partner Sponsors for ensuring the event was festive. Thank you Members for attending. It was wonderful to see you!

[View photos gallery](#), compliments of Next Door Photos.

### Reserve Your Spot for the National Speaker Program in June

Your Board of Directors is committed to helping you reach your goals and is proud to be able to bring national speaker and top REALTOR®, Marki Lemons-Ryhal, to GKAR to share her knowledge and experience with you. This program is exclusively for GKAR Members and is included with your GKAR Membership.

Thursday, June 13<sup>th</sup>, 2019, at GKAR

Marki's keynote presentation, *Your Perfect Morning for Sustainable Growth in Real Estate* is from 10:00 am - 11:00 am followed by a protein power-up break and her deep dive into *More than Just Likes Your Social Media Blue Print* from 11:30 am - 1:00 pm.

[RSVP now.](#)



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

[Email Bill](#)

[Contact Your](#)  
[2019 Board](#)

[Contact a GKAR](#)  
[Staff Member](#)

# President's Message

Happy May!

As I write this, we should definitely have May flowers, as we are getting April showers (not to mention snow recently).

The selling season is really upon us and it's kind of the same old story "lots of buyers -not enough sellers." Hopefully that will turn around and make our lives and buyers lives a little less hectic. So, remember to be patient and be kind.

In two weeks, some of us will be traveling to Washington D.C. for the NAR mid-year conference. When we get back, I look forward to sharing anything new that may be coming our way, as it relates to legislation from our nation's capital, that may impact our industry.

Locally, in the near future, we will have the opportunity to explore a 2<sup>nd</sup> MLS vendor, so stay tuned for updates.

As we are 1/3<sup>rd</sup> of the way through this calendar year, I want to thank all of you who serve in some way, shape, or form, either on a committee, as a director, or as a volunteer of some sort. Without the involvement of our REALTORS® and Business Partners, our Association would be hard-pressed to provide the outstanding quality of service and satisfaction that we are accustomed to here at GKAR. And, also a big thanks to our staff who do a wonderful job.

Have a great month of May!

Sincerely,

Bill

## At A Glance

### Programs

June 3<sup>rd</sup>, 2019

- [Legislative Update Form](#)

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

- [National Speaker Program w/Marki Lemons-Ryhal](#)

August 26<sup>th</sup>, 2019

- [GKAR Golf Outing](#)

October 2<sup>nd</sup> - 4<sup>th</sup>, 2019

- [Michigan REALTORS® The Convention](#) at The Renaissance Center, in Detroit; Registration opens June 2019

## 2019 Continuing Education Course Dates

- September 24<sup>th</sup>
- October 24<sup>th</sup>

[Register now!](#)

# GKAR Programs



## Save-the-Date for the June 3<sup>rd</sup> Legislative Update Forum

This forum is a GKAR Member-exclusive and speakers will discuss legislative issues related to the housing industry. Join us as we welcome State Representative Matt Hall (63<sup>rd</sup> District), State Senator Aric Nesbitt (26<sup>th</sup> District), and State Senator Sean McCann (20<sup>th</sup> District) on Monday, June 3<sup>rd</sup>, at GKAR, from 2:00 pm - 3:00 pm.

[RSVP today.](#)

## Annual GKAR Golf Outing Registration is Open!

We are excited to be back at The Moors Golf Club in Portage for this year's outing and hope to see you on the course at this is a premier GKAR Member event. We expect to have 200+ Members in attendance and teams are limited, so [register now!](#) This is also a fundraiser for both RPAC and Michigan REALTORS® Who Care, [download the registration form for details](#). For full outing details, [visit GKAR.com/golf-outing-2019](#).

# Real Estate Education



## Why Earn Your ABR®?

The Accredited Buyer's Representative (ABR®) Designation is for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process. Not only do ABR® designees [earn more](#), but Member benefits such as publications, [marketing tools](#), a referral network, and other resources, help them maintain that edge. [View ABR® Video Now](#)

GKAR will be holding ABR® May 21<sup>st</sup> - May 22<sup>nd</sup>. [Click here to register.](#)

## 2019 Continuing Education

There are two Continuing Education courses remaining this year. Be sure to check out the 2019 Education Calendar and [register](#) A.S.A.P.

**Reminder:** within the 3-year cycle, a licensee must complete at least a total of 18 hours of Continuing Education. 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 Con Ed 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 CE Marketplace Account?

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



## At A Glance

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

# Membership News



## Congratulations to the following who have been Members of GKAR for 40 years!

Kathy King - Jaqua, REALTORS®  
Tom Seelbinder - No Problem Listing Company

## Quarter Century Club - Congratulations to following who have been Members of GKAR for 25 years!

Maria Diaz - Evenboer Walton REALTORS®  
Ron Ekema - RE/MAX Advantage  
Dan Leonard - Kalvan Realty  
Jim Rigdon - Park Place Realty  
Tami Slocum - ERA Reardon Realty

## Welcome New Members

Justin Baldwin - Lukeman Group LLC  
Jason Davis - EXP, Realty  
Robert Gray - Five Star Real Estate  
Robert Hancock - Keller Williams Realty  
Melissa Langerak - Berkshire Hathaway HomeServices  
Tramar McShan - Jaqua, REALTORS®  
Loren Souers - Kalamazoo Commercial Real Estate  
Kara Spieth - Berkshire Hathaway HomeServices MI  
Bryant Stuit - Evenboer Walton, REALTORS®  
Emily Vinic - Five Star Real Estate  
Randi Weckerle - Five Star Real Estate  
Joshua Whitmore - Jaqua, REALTORS®

## Welcome New Business Partners

Dan Wood Company  
Dan Wood | Portage, MI | (269) 329-0050  
HomeSpec Certified Inspectors  
Todd Miller | Richland, MI | (941) 626-6954

## Business Partner SentiCard Request

HomeSpec Certified Inspectors  
Todd Miller | Richland, MI | (941) 626-6954

## Transfers - REALTORS®

Gregory Hudspeth - EXP Realty to Keller Williams Kalamazoo  
Laura Koziarski - EXP Realty to Jaqua, REALTORS®  
Zac Folsom - Every Corner Realty to EXP Realty

## Drops - REALTORS®

Becca Lonsbery - Berkshire Hathaway HomeServices MI  
Mandy Nelson - Jaqua, REALTORS®  
Kristin Stermer - Berkshire Hathaway HomeServices MI  
Courtney Wesley - Century 21 Affiliated

# MLS News

## MLS Support Line

When trying to reach MLS Support at GKAR, use (269) 382-1985, which is a direct phone number to the MLS Department at GKAR. Available staff will help answer or direct your questions about MLS related products, i.e. flexmls, dotloop, ShowingTime, etc.

If emailing is easier, you can utilize [support@gkar.com](mailto:support@gkar.com). This email will open a ticket with GKAR staff to help answer questions, reserve Supra keys, and more.

## flexmls Pro Updates

Recently flexmls made changes to their smartphone app, with updates to Listing Collections and Saved Searches. Both are renamed in the app to match the browser version of flexmls.

Do you like knowing about these updates before they happen? Flexmls announces upcoming changes on the product: *news gadget*. This gadget can be added by logging into flexmls, selecting **Customize**, followed by **Add Gadgets**. Under the category, **Forums**, select **Add Gadget** when you see *Product News: What's New in flexmls*. This will pin the forum to your homepage and allow you to stay up-to-date.

## MLS Training Available at GKAR

[Entering a Listing](#) - May 7<sup>th</sup>, 2019, from 3:00 pm - 4:30 pm in the Classroom  
[ZipForms](#) - May 28<sup>th</sup>, 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](http://www.gkar.com/mls) or call (269) 382-1597.

## Peak Performance Article Selling a Foreclosed (Bank-Owned Property)

Many agents and most buyers are unaware of all the differences between buying a normal resale home and a bank-owned property. Moreover, each lender varies in their approach to the sale.

Your GKAR Risk Management Committee has created a Foreclosed Property Disclosure, which can be found on zipForms and dotloop, that will assist your buyer prospects with having realistic expectations and a clearer understanding of their risks and obligations.

[Read the full article to learn about the differences between buying a normal resale home and a bank-owned property.](#)

## GKAR Policy of the Week Video

### MLS ADDRESSES



[Watch our Policy of the Week Video about Addresses](#)

## Key Box Corner

This year, SentiLock will be introducing system updates to better secure their Website.

### Here's what you can expect:

**Spring 2019** - SentiLock username will update to agent email

**Summer 2019** - Contractor Codes no longer supported on Bluetooth® lockboxes; Challenge questions to validate agent's identity when calling SentiLock support

**Winter 2019** - Passwords will be unique to Sentrilock, no longer transferred from flexmls



### [Sam Bartlett](#)

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

It's time for some...



When was the last time you did a virtual clean-up? Here are some steps to take for a fresh start this spring:

- Reorganize the filters and folders in your email program.
- Purge your system of files and programs you seldom use. *Be sure to consult your office's IT department before deleting programs from your system.*
- Back up your important files to a cloud or external drive.
- Change your passwords.
- Make sure resources you need are at your fingertips in flexmls by adding the MLS Intranet to your **Favorites**.
- Take a look at the [Association Calendar](#) on GKAR.com and update your calendar accordingly.
- Clean up your computer's desktop and download folders.



# Maximize Your Membership

## Make Sure Your Email Preferences Are Up-to-Date on GKAR.com

Make sure you receive the news and resources you need by updating your email preferences on GKAR.com. Remember! This form resets every time you submit it, so be sure to select all distribution lists of which you want to be a part.

1. Go to [GKAR.com](#)
2. Select **Member Central** from the menu.
3. Select **Email Preferences** (3rd row down on the left).
4. Enter your first name, last name, and email.
5. Check the boxes for your desired distribution lists.
6. Select **Update**.

### Did you know?

Whenever you enter your email address into a form on GKAR.com, you are updating your contact record. This is why it is very important to make sure you only enter the email address at which you wish to receive email from GKAR. For example, if you do not want to receive GKAR emails to your personal address, you should not enter your personal email address into a GKAR form.

If you would like us to update your email address or contact name in our system, please email [networking@gkar.com](mailto:networking@gkar.com) with your preferred contact information.

## Important Documents—Make Sure You Have the Most Current Versions

If you have saved or printed copies of the GKAR Bylaws, Policies, and Strategic Plan, they may now be out-of-date. Current versions of these documents can be accessed using your Member Login on GKAR.com.

1. Go to [GKAR.com](#)
2. Select **Member Central** from the menu.
3. Select **Member Login** in the upper left-hand corner.
4. This will take you to the Member Login screen.
5. Enter your login information and select **Submit**.
6. If you experience difficulty, email [networking@gkar.com](mailto:networking@gkar.com) for assistance.

To access the most current version of the REALTOR® Code of Ethics:

1. Go to GKAR.com
2. Select **Contact** from the menu.
3. Select **Code of Ethics** from the drop-down menu.