

# Bearings

a newsletter for GKAR Members  
November 2019



## At A Glance

## Committee Meetings

November 1<sup>st</sup>

- [Professional Development Meeting & Open House](#)
- [Community Relations Meeting & Open House](#)

November 8<sup>th</sup>

- [Risk Management](#)

November 12<sup>th</sup>

- [MLS](#)

November 13<sup>th</sup>

- [Membership](#)

## GKAR Holiday Hours

November 28<sup>th</sup>-29<sup>th</sup>

- Closed for Thanksgiving

December 5<sup>th</sup>

- [Closed for Installation](#)

December 24<sup>th</sup>-25<sup>th</sup>

- Closed for Christmas

January 1<sup>st</sup>

- Closed for New Year's Day

## GKAR News

### Cast Your Vote! Tuesday, November 5<sup>th</sup>, 2019

Shape your community by casting your vote on Tuesday, November 5<sup>th</sup>, 2019, in the General Election. [Check your registered voting location.](#)

In August, the GKAR Advocacy Committee and Board of Directors endorsed the following candidates as they support REALTOR® issues and are supportive of local business initiatives.

#### Kalamazoo

- David Anderson, for Mayor
- Patrese Griffin, for City Commissioner
- Jeanne Hess, for City Commissioner
- Chris Praedel, for City Commissioner

#### Portage

- Patricia Randall, for Mayor
- Chris Burns, for City Council
- Richard Ford, for City Council

### Application for 2020 GKAR Committees Now Open!

Details are available on page 5 of this newsletter.

### [Get Your Tickets Today!](#) 5 Weeks Until Installation and State of the Association, and the Roaring Red-Carpet Fundraiser

More than 100 Members are already registered for our annual Installation and State of the Association Holiday Luncheon on Thursday, December 5<sup>th</sup>, 2019, at the Radisson. We hope you will join us too! Hear our year-in-review, meet our 2020 Board of Directors, and find out who won 2020 REALTOR® of the Year. [RSVP today.](#)

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

### Business Partners - 2020 Annual Dues and Sponsorship Fund Being Mailed to You Today

Business Partner \$520 annual dues for 2020 are due no later than January 1<sup>st</sup>, 2020. Your invoices will be mailed and emailed to your designated contact on file, on December 1<sup>st</sup>. You will have the option of paying online, via check, or by calling the GKAR office with your credit card payment information.

It's time for GKAR's 2020 Sponsorship Fund. Choose the perfect level to support your 2020 business goals, which means even more exposure to greater Kalamazoo's real estate professionals. We will mail and email the 2020 Sponsorship form to the designated contact we have on file, on November 1<sup>st</sup>, and the form will be due back by January 1<sup>st</sup>, 2020. Contact Heather Atteberry with any questions, [HeatherA@gkar.com](mailto:HeatherA@gkar.com)



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

[Email Bill](#)

[Contact Your  
2019 Board](#)

[Contact a GKAR  
Staff Member](#)

# President's Message

Greetings to you all.

Well, it's time to turn back the clock, signaling another change of season.

I trust you've had a wonderful fall season and have enjoyed the colors that make Michigan such a great place to live.

During the month of October, our current Board of Directors and incoming Directors, attended the annual Strategic Planning Meeting. It is a time to focus on the upcoming year and the items that will be worked on and addressed by our 2020 Board. Even though, as outgoing President, I was not in attendance, I understand that President-Elect, Jeff Lee, put together a great day. Thank you to Jeff and to the GKAR staff for assisting with this important planning session.

Please remember to look at Rapattoni MLS, the new vendor that is available to our Members at no cost through the end of 2019. Be sure to see if it works for you.

Also I would like to point out a wonderful project that the *Michigan REALTORS® Who Care* Board Members and GKAR Members have been working on. You can go to <https://www.facebook.com/MIREALTORSWhoCare> to check on the progress of this project which benefits Open Doors of Kalamazoo. A shout out to John Buttery, Jaqua, REALTORS®, who is putting in many hours to help coordinate a large portion of the project (he is not the only one). Thanks again, everyone.

As 2019 draws to a close, we celebrate two major holidays- Thanksgiving and Christmas.

I want to say how thankful I am to be part of such a great membership-driven organization, like GKAR. We can all be thankful for the many blessings and opportunities that we have in the real estate industry, and also living and working in this great country. During this season of thanksgiving, let's remember those who may be less fortunate and be mindful to encourage each other and look for ways to make GKAR, our cities, and state and country, even better as we live and work each day.

Have a wonderful Thanksgiving and keep on listing and selling.

Sincerely,

Bill

## At A Glance

### Programs

November 6<sup>th</sup>, 2019

- [Current Appraisal Updates and Concerns](#)

[Fall 4:01 Photo Gallery](#)

### SRS Designation Course

- November 18<sup>th</sup> & 19<sup>th</sup>

[Register now!](#)

# GKAR Programs



## Professional Development Series Part 4: Current Appraisal Updates and Concerns - November 6<sup>th</sup>

Panelists, Matt Buist, Manny Frederickson, and Marty Wagar, will speak on the topic of appraisals as well as answer your appraisal questions. [Save your seat now.](#)

## New Private Facebook Group for GKAR REALTORS®

We are excited to announce the creation of a GKAR Member Facebook Group and we hope you will join it! This is a private group for GKAR REALTOR® Members to discuss and exchange pertinent information.

First up, we will be streaming our Professional Development Current Appraisal Updates and Concerns Program, so if you can't join us in-person, join us online.

**To join**, simply search Facebook for "[GKAR Member Forum](#)" and ask to join the group, or use the shortcut on [GKAR's Facebook Page](#).

# Real Estate Education



**Experience Counts.  
Credentials Matter.**

**Get Your SRS.**

**Deadline to Register  
is November 11<sup>th</sup>.**

An SRS is a member of an elite group of trained seller advocates, specializing in seller representation. Your clients will feel confident working with an SRS.

### You will learn to:

- Increase listings and grow your business
- **Demonstrate and communicate your value package** to seller clients
- Understand state license laws when representing sellers
- Apply tools and techniques to provide the services your sellers want and need
- **Qualifies for 2019's 2-hour Legal Update and 12 hours of General Continuing Education credit** and is CE Marketplace Certified

**Date:** November 18<sup>th</sup> & 19<sup>th</sup>, 2019

**Instructor:** [Deanna DuRussel](#)

**Tuition:** \$390/Members | \$430/non-Members

[Register Now](#)



## At A Glance

- [November 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  
[September 2019](#)  
[September 2018](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

# Membership News

## Welcome New Member

James Gatza - Keller Williams Kalamazoo

## Welcome REALTOR® Office

KVB Real Estate | Dawn Cummins | Lawton | (269) 207-0102

## Welcome New Business Partner Office

Herbert Machnik Law Firm | Jason Machnik | Kalamazoo, MI | (269) 459-1432  
True Home Inspection | Eric Lehman | Kalamazoo | (269) 744-0915

## New SentiLock Access for Current Business Partner Office

Richard Downs Jr. - Advantage Companies Home Inspections  
Keith Kettwich - Homestead Inspectors, LLC  
Michael Kettwich - Homestead Inspectors, LLC

## Transfers - REALTORS®

Halley Bachmann - Re/MAX Advantage to KVB Real Estate  
Christie Boven - Keller Williams Kzoo to Five Star Real Estate  
Connie Bryant-Paynter - No Problem Listing Co to Evenboer Walton, REALTORS®  
Dawn Cummins - RE/MAX Advantage to KVB Real Estate  
Jody Heckman - No Problem Listing Co to Evenboer Walton, REALTORS®  
Mary Norris - Jaqua, REALTORS®, Drake Office to Milham Office  
Tom Seelbinder - No Problem Listing to Evenboer Walton, REALTORS®  
Charles Taylor - Midwest Realty Group to Keller Williams Kalamazoo  
Christopher Wermer - Berkshire Hathaway HomeServices MI to EXP Realty

## Individual Drops - REALTORS®

Juliet Altman - Five Star Real Estate  
Jessica Angel - EXP Realty  
Paul Blacken - Michigan Lifestyle Properties  
Shawn Easley - Century 21 Affiliated  
Morgan Hardy - Keller Williams Kalamazoo  
Debra Keeley - Kalvan Realty  
Gabriel Kester - RE/MAX Advantage  
Betsy Nowak - Sharp Realty  
Doug Reeves - No Problem Listing Co.  
Adam Shultz - Berkshire Hathaway HomeServices MI  
Katti Skinner - Five Star Real Estate  
Lori Stirn - EXP Realty  
David Thompson - Every Corner Realty

## Retiring - REALTORS®

Bonnie Backhus - Jaqua, REALTORS®  
Jerry Carlson - Carlson, REALTORS® & Development  
Bobbie DeGraaf - Carlson, REALTORS® & Development

## Additions - Existing Business Partners

Gail Cummins - EST Home Mortgage

## Changes - Existing Business Partners

Jason Machnik - Veritas Law Group to Herbert Machnik Law Firm

## Drops - REALTOR® Office

Every Corner Realty  
Kal-Creek Appraisers  
No Problem Listing Co.



## Key Box Corner

Removing a lockbox from a listing and returning it to your office should include unassigning the lockbox from the property. When a box is not properly unassigned, the next agent attempting to utilize the lockbox will experience a number of difficulties.

To avoid this, when deshackling a lockbox, select **Unassign from Property**. This will unassign the lockbox from the property as well as unassign yourself as the listing agent.

**Important:** If utilizing the 1-day shackle release code to remove the shackle, you must go through the steps the unassign the property.

**Here's how to remove the shackle in the SentiKey app:**

1. Log into SentiKey
2. Select the hamburger icon
3. Select **My Lockboxes**
4. Select **Assign/Unassign Property**
5. Search the property or lockbox serial number
6. Select the serial number
7. Select **Unassign**



### [Sam Bartlett](#)

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

# MLS News

## Tech Helpline Renewed

The Member benefit, Tech Helpline, has been renewed for another year. This service is a Florida-based help desk that can assist you with items ranging from troubleshooting network issues to advice on hardware and software purchases. This service is included in your GKAR Membership. More than 40 agents have taken advantage of this service and find it to be very valuable. Don't forget to add the Tech Helpline email and/or phone number to your address book for quick access!

Support is available Monday - Friday from 9 am to 8 pm and Saturday from 9 am to 5 pm EST | Phone Number: (866) 619-8099 | Email: [support@techhelpline.com](mailto:support@techhelpline.com)

## Get Your Year-End Statistics

As we near year-end, many agents take the time to review their MLS statistics whether it be for production rate or seeing where they ranked for the year. This is a great time to ensure all sales in which you've been involved throughout the course of the year, have been added and updated in the MLS.

- [View Flexmls statistics options, short videos, and step by step instructions.](#)
- [Watch short videos on how to pull statistics in Rapattoni.](#)
- Don't forget that you can find GKAR-created MLS tips on the MLS Intranet of flexmls. These are quick step-by-step guides for both MLS systems.

## Extended Rapattoni MLS Trial

The free 60-day trial, offered by MichRIC®, has ended, however, your GKAR Board of Directors has decided to extend the free trial period for GKAR Members through December 31<sup>st</sup>, 2019. They are offering you an extended period to use and learn Rapattoni MLS, at no cost.

What will you find on Rapattoni MLS that you won't find on flexmls?

- Custom report writers for you to create and share
- Ability to search County-Recorded Sales in Southwest Michigan
- Clients can create their own searches in the client portal
- Email alerts so you may easily track the status of listings
- Help Center
- Much more!

If you are interested in taking advantage of the extended trial on Rapattoni MLS, please contact Sam Bartlett at [SamB@gkar.com](mailto:SamB@gkar.com) or (269) 382-1985.

## Your MLS Training Available at GKAR

**Top 10 MLS Tips** - November 4<sup>th</sup>, 2019, from 3:00 pm - 4:30 pm in the Classroom  
**MLS Searching** - December 11<sup>th</sup>, 2019, from 2:00 pm - 4:00 pm 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 - Michigan Lead Abatement Act

The Federal Lead-Based Paint Act requires disclosure. The law requires that sellers and landlords disclose the presence of lead-based paint hazards that they are aware of in "residential" properties constructed prior to 1978. [Read full article...](#)

## Serve on a 2020 Committee - Application Available Now!

We invite you to apply for a GKAR Committee because when you get involved, you open up a world of opportunities to build your network, your resume, and your business. The Application for 2020 Committees is open November 1<sup>st</sup>, 2019, until 4:00 pm on December 6<sup>th</sup>, 2019. 2020 Committee descriptions are available on page 5.

## [Apply now.](#)

*Member involvement is the lifeblood of the Association, serving and executing the vision for the Association, in alignment with the Bylaws, Strategic Plan, and [National Association of REALTORS®' Core Standards](#).*

# Maximize Your Membership

## 2020 GKAR COMMITTEE DESCRIPTIONS

### ADVOCACY

**Chair:** Patrick Bird  
**Vice Chair:** Nita Snyder  
**Staff Liaison:** Callie Reed  
**Schedule:** Every other month; 1<sup>st</sup> Monday at 1:00 pm

**2020 Assignments:** Meet the NAR minimum standards for participation in 2020 Calls for Action of 20% by enrolling three (3) new Brokers to NAR Broker Involvement Program; exceed RPAC Goal set by NAR by 120% by promoting Member participation in RPAC and hosting two participation fundraiser events; provide endorsement of State and local legislators; and host semi-annual Legislative Update Forums open to all Members.

### COMMUNITY RELATIONS

**Chair:** Shelby Meyer  
**Vice Chair:** Charlie Bradford  
**Staff Liaison:** Angela McMillan  
**Schedule:** 1<sup>st</sup> Friday at 10:00 am

**2020 Assignments:** Coordinate, promote, and participate in Community Events - Bowl for Kids' Sake; Walk to End Homelessness; Habitat for Humanity Build; Day of Service for Veterans; and Kalamazoo Holiday Parade to enhance the REALTOR® Brand.

### MEMBERSHIP

**Chair:** Colleen Dawson  
**Vice Chair:** Steve Revor  
**Staff Liaison:** Heather Atteberry  
**Schedule:** Two Wednesdays prior to Board of Directors' meeting

*REALTORS® Only*

**2020 Objective:** Support and promote Membership through New Member Orientation and the New Member Welcome Program.

**2020 Assignment:** Review Appraiser Member benefits to enhance their value and recognition.

### MLS

**Chair:** Scott Kellogg  
**Vice Chair:** Carl Phalin  
**Staff Liaison:** Sam Bartlett  
**Schedule:** 2<sup>nd</sup> Tuesday at 1:30 pm

*REALTORS® Only*

**2020 Objective:** Develop, interprets and enforce MLS policies and rules.

**2020 Assignment:** Provide solutions for streamlining MLS system.

### PROFESSIONAL DEVELOPMENT

**Chair:** DeAnna Phillips  
**Vice Chair:** Michele Brown  
**Staff Liaison:** Callie Reed  
**Schedule:** 1<sup>st</sup> Friday at 8:30 am

**2020 Assignments:** Coordinate Professional Development Series; topics include - Market Area Updates presented by Southwest Michigan First, Housing Resource Fair, REALTOR® Safety, and Industry Best Practices.

### RISK MANAGEMENT

**Chair:** Greg Miller  
**Vice Chair:** Carol Oudsema  
**Staff Liaison:** Sam Bartlett  
**Schedule:** 3<sup>rd</sup> Friday at 8:30 am

**2020 Objective:** Review and revise standard forms, contract language, and disclosures.

**2020 Assignment:** Provide GKAR Members Forms Update session by individual or panel.