

Bearings

a newsletter for GKAR Members
September 2019



At A Glance

Committee Meetings

September 6th

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

September 10th

- [MLS](#)

September 13th

- [Risk Management](#)

September 18th

- [Membership](#)

Not Meeting in September

- [Advocacy](#)

GKAR News

2020 GKAR Annual Dues—Due September 10th

For our REALTOR® Members, your annual GKAR dues statement was mailed and emailed to your preferred addresses on file on August 9th, 2019, and is due on September 10th, 2019, for the 2020 calendar year. In addition to paying by check and credit card, you can also pay your dues online at gkar.com using your Member Login information.

GKAR 2020 Board of Director Elections This Month

The official notice of the elections, including the list of all candidates running for Officers and Director-at-Large positions, will be sent to all Members on or before Tuesday, September 10th, 2019.

The elections will be held Tuesday, September 17th, 2019, through 4:00 pm on Thursday, September 19th, 2019, and will be held electronically.

Open GKAR Leadership Positions:

- 2020 President-Elect (one, 2-year term, President in 2021)
- Director-at-Large (three, 3-year terms, 2020-2022)
- Director-at-Large (one, 1-year term, 2020)

2019 GKAR Nominating Committee:

- Charlie Bradford, Chair (269) 760-5456
- Cathy Gasper, (269) 372-0003
- Amy Hamilton, (269) 303-0709
- Ryan Rider, (269) 720-3777
- Rick Zuiderveen, (269) 217-9202

[Tickets on Sale Now!](#) Installation and State of the Association and Roaring Red-Carpet Fundraiser

Save Thursday, December 5th, 2019, in your calendar now as a day of celebration! First, join us for our annual Installation and State of the Association Holiday Luncheon where you can catch up with over 450 GKAR Members; enjoy a beverage, break bread, and expand your sphere of influence; this is the largest gathering of real estate professionals in Kalamazoo. [RSVP's appreciated but not required.](#)

Then, continue the festivities at the Michigan REALTORS® Who Care Roaring Red-Carpet Fundraiser following GKAR's Installation Holiday Luncheon. 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 required.](#)



Bill Evenboer
2019 President

[Email Bill](#)

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

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

President's Message

Labor Day is here!

Hard to believe we have flown through the summer already and school is starting.

I trust everyone had a great Labor Day Weekend.

It has been a busy summer for sure and we are believing for the market to continue to be very active.

Hopefully all of you are aware that we have a 2nd MLS vendor that has been made available to all GKAR agents. Rapattoni is an MLS provider that was once GKAR's main MLS vendor. Arrangements have been made for a free 2-month trial for all agents to access and explore this alternate MLS. If you have not taken advantage of this trial period (good until the end of September) [please click on this link michric.rapmls.com](#) and follow the instructions.

If you desire to choose Rapattoni as your preferred MLS there would be no additional charge to do so provided it is your sole choice. If you want both Rapattoni and flexmls to use both of there features then there will be an additional monthly charge to you. Please contact GKAR for pricing which is nominal.

We have an upcoming election for the Board of Directors and for the future GKAR President. Please take the time to vote (it's all electronic) and will be held September 17th through the 19th. Every vote counts so please be part of this. And thank you to our Nominating Committee for taking the time to put together a slate of candidates.

Also not to be missed is the REALTOR® Safety program on September 19th, starting with a networking breakfast at 8:30 am. This is a free program for GKAR Members, brought to you by our Professional Development Committee. [Go to GKAR.com to sign up](#) as it is always a great event.

Have a great September and remember to vote in the GKAR Elections.

Sincerely,

Bill

At A Glance

Programs

September 19th, 2019

- [REALTOR® Safety](#)

October 2nd - 4th, 2019

- [Michigan REALTORS® The Convention](#) at The Renaissance Center, in Detroit; Registration is open

October 7th, 2019

- [RPAC Oktoberfest](#)

October 26th, 2019

- [Day of Service for Veterans](#)

[GKAR Golf Outing Photos](#)
[View Gallery](#)

2019 Continuing Education Course Dates

- September 24th (*course full*)
- 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



Professional Development Series: REALTOR® Safety

September 19th, 2019 @ GKAR, with Off the Cuff Catering
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



Become a Seller Specialist with the SRS® Designation

Includes:

- 2019 2-hour Legal Update
- 12 Hours General Continuing Education Credit

Understand and apply methods, tools, and techniques to provide the support and services that sellers want and need. [Get the details.](#)

Be Sure to Take Your 2019 Continuing Education

There is one more opportunity to take your Continuing Education at GKAR on 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.

Claim Your Free CE Marketplace Account and 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

- [August 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
[July 2019](#)
[July 2018](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

Membership News



Welcome New Members

Ambrosia Adams - Berkshire Hathaway HomeServices MI
Douglas Baker - EXP Realty
Sally Bulgarelli - Jaqua, REALTORS®
Leslie Durbin - Keller Williams Kalamazoo
John "Scott" Frazee - Jaqua, REALTORS®
Sarah Huber - Jaqua, REALTORS®
Anne LaCoss - EXP Realty
Taylor Long - CENTURY 21 Affiliated
Alyssa Marino - Keller Williams Kalamazoo
Amber Patridge - Keller Williams Kalamazoo
Ashley Sayles - Berkshire Hathaway HomeServices MI
John "Billy" Sloan - Michigan 1st Realty

New SentiLock Access for Current Business Partner Offices

Pest Pros of Michigan

Amber Byars

Michael Coward

StageRight Home Staging

Shannon Piper

Christine Solberg

Transfers - REALTORS®

Jean Brenton - Keller Williams Kalamazoo to Neighborhood Realty Group
Cathy Smolinski - Jaqua, REALTORS®, Portage Office to Richland Office
Maeda VanTifflin - ERA Reardon Realty to Neighborhood Realty Group

Individual Drops - REALTORS®

Kimberly Dunham - Keller Williams Lansing
Matthew Hayhow - Five Star Real Estate
Katherine Hawley - O'Brien Real Estate
Dan Kajpust - Berkshire Hathaway HomeServices MI
Anthony Leonard - CENTURY 21 Affiliated
Sheena McKinney - Keller Williams Lansing

Retiring - REALTORS®

Sharon Collins - Jaqua, REALTORS®

Additions - Existing Business Partners

Donna Baptista - Great Lakes Waterproofing
Molly Chase - United Bay Community Credit Union

Drops - Existing Business Partners

Carley Smith - Great Lakes Waterproofing



Key Box Corner

SentriLock batteries are quoted to last between seven to nine years. We hope this means you will not have a need to change batteries in a Bluetooth lockbox for a good deal of time. With that being said, some batteries are bound to fail before the quoted time frame, whether the batteries be defective, placed in a heavily used lockbox, or accelerated draining of the battery due to weather.

What to do if the battery is dying or dead in a lockbox?

In the event you receive an email notification that the battery is dying, or you come upon the lockbox and it simply won't light up after trouble shooting, you'll need to collect replacement batteries and possibly an external Power Port kit. These can be found at your office or GKAR.



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

MLS News

Rapattoni Optional MLS Interface Now Available

Rapattoni is live! The 60-day free trial is set to end on September 30th, 2019. There is still time to sign in and see how well Rapattoni fits your MLS needs and wants. If you would like to continue using Rapattoni, with no interruption after the free trial period, please contact GKAR by September 15th, 2019.

The cost to use both flexmls and Rapattoni MLS will be under \$10 a month. If you choose to use only flexmls or only Rapattoni MLS, there is no additional cost.

Users will find their username and password is their ric.k number omitting the 'ric.' (ex. Username in FBS is ric.k123456, making your Rapattoni username and password k123456).

SentriLock Fine

A GKAR Broker Member was issued a fine of \$1,000 for the sharing of their SentriCard.

Don't let this happen to you! For a refresher on the MLS and SentriLock policies, view the full policy in your Member Login.

Vendor Support

GKAR is here to help, answer questions, and trouble-shoot MLS products but we're not always available. Using the vendor support is the best route for a quick response. Whether you need help adding a search to a contact or updating your information in your e-Forms account, the vendor is an excellent resource.

Adding the vendor's support number will make reaching the help that much easier. Here are just a few vendors that should be in your phone contacts:

- FBS: (888) 525-4747
- SentriLock: (513) 618-5800
- Dotloop: (513) 257-0551
- ZipLogix: (866) 693-6767

Your MLS Training Available at GKAR

[MLS Customization](#) - September 16th, 2019, from 2:00 pm - 3:30 pm in the Classroom

[MLS Contacts](#) - October 2nd, 2019, from 2:00 pm - 3:30 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 - [Common Clauses](#)

The "Common Clause" Sub-Committee of the Risk Management Committee of GKAR has developed 20 Common Clauses that have been approved by the GKAR Board of Directors. These Common Clauses can be incorporated into a Sales Agreement Addendum when one of these specific situations comes up.



Maximize Your Membership

Get to Know Your REALTOR® Party

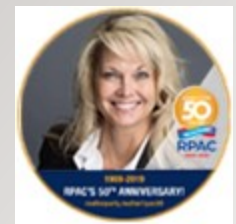
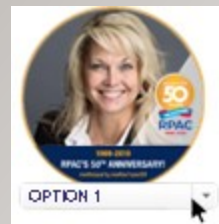
The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests, and promote a vibrant business environment.

2019 marks the 50th Anniversary of RPAC. Take a look at all we've accomplished...

[1970-1979](#) - [1980-1989](#) - [1990-1999](#) - [2000-2009](#) - [2010-2018](#)

Download your 50th Anniversary RPAC Profile Picture Frame

Select "Upload a photo" below to create yours today!



1. [Upload a photo.](#)

2. Select a frame.

3. Download your photo.

RPAC 1 vs. RPAC 2

Did you know RPAC has different investment options?

RPAC 1: also known as an independent Political Action Committee. The proceeds of this fund are only used to support candidates for office. RPAC 1 can only accept donations (both monetary or in-kind) from personal funds from qualified donors under state and federal law. This includes Members, Business Partners, Member spouses, and managerial employees of local associations.

RPAC 2: also called a Ballot Question Committee. The proceeds of this fund are used to support or oppose ballot questions initiatives in which Michigan REALTORS® or affiliated local boards have interest. RPAC 2 can accept donations (both monetary or in-kind) from personal and corporate funds from qualified donors and non-Members. Although RPAC 2 can take funds from non-Members, members of the public cannot be solicited for RPAC.

RPAC investments must be made with a personal credit card/account paid with personal funds. However, if you would like to make an investment with your corporate credit card/check, you may invest in RPAC 2. [Contact Callie Reed to make your RPAC contribution.](#)

How RPAC Supported Your Business in 2018

[Download the brochure \(PDF\)](#)

50 YEARS OF GOVERNMENT AFFAIRS ACCOMPLISHMENTS

OWNING IT FOR 50 YEARS REALTORS® RPAC 1969-2019

- 2000** Supported the Clinton Administration's livability agenda, promoting the development of smart growth and quality of life programs in state and local governments.
- 2001** Supported Congressional efforts to approve \$25 million in FEMA funding for floodplain mapping.
- 2002** Prevented the Federal Reserve and Treasury from promulgating its banks in real estate proposal.
- 2003** Successfully supported legislation reducing the capital gains rate from 20% to 15% as well as a bonus depreciation provision that included tenant leasehold improvements.
- 2004** Successfully supported legislation reauthorizing the flood insurance program through 2008.
- 2005** Prevented HUD from instituting its Valuation Conditions form and its Homebuyer Summary form related to the FHA appraisal process.
- 2006** Prevented large corporations from owning Industrial Loan Companies that would have hurt competition in real estate.
- 2007** Successfully supported legislation providing mortgage forgiveness debt relief.
- 2008** Successfully supported a \$7500 first-time homebuyer tax credit.
- 2009** After an 8 year fight, successfully supported legislation preventing banks from engaging in real estate brokerage.
- 2010** Successfully secured extensions of the temporary higher loan limits for FHA and GSEs.
- 2011** Successfully opposed proposals to increase FHA's down payment requirement to 5 percent.
- 2012** Successfully opposed proposed provisions of the Qualified Residential Mortgage (QRM) rule that would have required a 20% down payment.
- 2013** Successfully supported the American Taxpayer Relief Act which extended the 50% bonus depreciation rule for qualifying property.
- 2014** Successfully supported the Flood Insurance Affordability Act that slowed flood insurance rate increases for homes and commercial properties.
- 2015** After a Call for Action which generated the highest response rate in NAR history, Congress removed the use of guarantee fees (G-fees) as a financing mechanism for programs other than supporting the GSEs.
- 2016** Improved the Consumer Financial Protection Bureau's "Know Before You Owe" mortgage disclosure policy by seeking explicit clarity on the ability to share the Closing Disclosure with third parties, including real estate agents.
- 2017** Successfully opposed the repeal of 1031 like-kind exchanges and supported creation of provision that allows REALTORS® to deduct 20% of their qualified business income.
- 2018** After decades of NAR advocacy, the U.S. Department of Labor issued final rules enabling independent contractors to join association health plans.