

Bearings

GKAR NEWS

COMMITTEE MEETINGS

January 3rd

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

January 10th

- [Risk Management](#)

January 14th

- [MLS](#)

January 15th

- [Membership](#)



Congratulations and Welcome to Our 2020 Leadership



Jeff Lee
2020 President
REALTOR® and
Member since 1990



Rick Crepas
2020 President-Elect
REALTOR® and
Member since 1997



Shelly Pattison
2019-2020 Treasurer
REALTOR® and
Member since 2003



Robin Pompey
Chief Executive Officer
Member since 2004



Tim Brown
2019-2021



Colleen Dawson
2020



Suzzette Deaux
2020-2022



Lisa Faber
2020



Rich LaPorte
2019-2021



Paul Valentin
2020-2022



Jason Veenstra
2020-2022



Marty Wagar
2018-2020



Joy Watts
2018-2020

The 2020 Board of Directors appointed Colleen Dawson to fill the Director vacancy created when Rick Crepas was elected 2020 President-Elect. Ms. Dawson will serve a 1-year term.

Candidate Training Academy

Each year, NAR sponsors a one-day candidate school to train people interested in running for office.

The Candidate Training Academy gives REALTOR® Members, REALTOR®-friendly candidates, and potential candidates for public office, an introduction of how to run an effective campaign. All REALTORS® in Michigan are invited to participate.

This year's training will be held on Tuesday, January 14th, 2020, from 9:00 am – 4:00 pm, at the Battle Creek Area Association of REALTORS® (BCAAR). Please register online by January 10th. Contact our Michigan REALTORS® West Michigan Director, Doug Merriam at (517) 202-7563 with questions.

UPCOMING PROGRAMS

February 19th

- [Professional Development Series: Market Update](#)

February 22nd, 2020

- [Bowl for Kids' Sake & Mixer](#)

March 16th, 2020

- [Governmental Legislative Update Forum](#)
- RPAC Fundraiser

[VIEW FULL SCHEDULE](#)

UPCOMING CON ED

[Registration now open!](#)

- January 28th, 2020
- February 26th, 2020
- March 24th, 2020
- September 29th, 2020
- October 27th, 2020

Governmental Legislative Update Forum

Stay informed about legislative issues related to the local housing industry by attending the next Governmental Legislative Update Forum at GKAR on March 16th, 2020. [RSVP Today](#)

Professional Development Series: Market Area Updates

Save the date for the first program in the 2020 Professional Development Series on February 19th, 2020, at GKAR. Admission is included with your GKAR Membership!

1. February 19th, 2020 - *Market Area Updates Presented by Southwest Michigan First*
2. April 16th, 2020 - *Housing Resource Fair*
3. September 22nd, 2020 - *REALTOR® Safety*
4. November 17th, 2020 - *Industry Best Practices*

Registration for these programs will be available in early January.

Bowl for Kids' Sake 2020

GKAR is excited to be supporting Big Brothers Big Sisters in their annual fundraiser, Bowl for Kids' Sake, and we hope you will join us. In 2019, GKAR raised more than \$20,000 with 43 teams. Our goal this year is to have 60 teams! 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.

Teams are available now. [View Registration Instructions](#)

EDUCATION

Graduate REALTOR® Institute (GRI) Course*

The newly restructured Graduate Realtor Institute® (GRI) is the foundation for your success. The GRI designation is one of the most prestigious designations and most widely held among those who hold any designations, held by 19 percent of Realtors®, based on latest NAR Survey Data. Earn your GRI Designation while satisfying your 90 clock hours of approved course work in earning your Brokers License as offered through LARA.

Dates: February 18th, 19th, 20th, and 21st, 2020

Tuition: \$350 | [Register now through CE Marketplace.](#)

Instructor: Gwyn Besner

**If you have taken GRI I or II prior to 2019, you will receive new materials as part of your In Classroom registration fee for the next segment you take. GRI I or II taken In-Classroom after 11/1/2019, new materials are included as your initial registration fee and will be used for the next segment. If you have misplaced your materials, you will need to pay \$55.00 for an additional copy.*

SALES REPORTS



Sales reports are published the following month once all data is received.

- [Cumulative Sales Report](#)
- Sub-Area Residential Sales Report
 - [November 2019](#)
 - [November 2018](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

MEMBERSHIP

Transfers—REALTORS®

Casey Alger - Adrian Real Estate to Berkshire Hathaway HomeServices MI
Thomas Barnett - Keller Williams Kalamazoo to EXP Realty
Adrienne Berg - Berkshire Hathaway HomeServices MI to EXP Realty
Jane Pennings - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®

Drops—REALTORS®

Andrew Gyorkos - Kalamazoo Commercial Real Estate
Trisha Kidd - Jaqua, REALTORS®
James Souers - Kalamazoo Commercial Real Estate
TJ Ward - Kalamazoo Commercial Real Estate

Retiring—REALTORS®

Jie Henry - Berkshire Hathaway HomeServices MI

Drops—REALTOR® Offices

Kalamazoo Commercial Real Estate

[REALTOR® Member Birthday Calendar—January](#)

KEY BOX CORNER

SentriLock's App, SentriKey™ is free for you again in 2020, 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.

PEAK PERFORMANCE ARTICLE

Michigan Seller Disclosure Act

The form has gone through several revisions, however, the constants remain that:

- The licensee should not complete any portion of the form on behalf of the owner,
- The majority of residential transactions will require the form.

MLS NEWS

Review of MLS Policy Changes in 2019

In 2019, the MLS Committee continued to review and update MLS Policy to ensure the continued accuracy of MLS data and related products. Here are the policies and their updates that took place in 2019.

Section 1.2.10 Marketing Remarks: k. Statements that shift or attempt to shift responsibility for data accuracy to the buyer's agent (*Amended 06/19*)

Section 21.15 Supra Key Borrowing: If a Supra Key has not been returned within five (5) business days; is considered lost or stolen; or is returned damaged or unusable, a \$250 replacement fine will be charged to the member that borrowed the Supra key. If a Supra Key is returned and operational within thirty (30) days, the fine will be waived, less \$10 per day, from the date the replacement fine was charged. Agents charged a replacement fine will be suspended from borrowing Supra keys until the fine has been paid. (*Amended 02/19*)

Rapattoni MLS Free Trial Finished

The Rapattoni MLS free trial ended on December 31st, 2019. Those interested in switching to Rapattoni MLS may do so with no additional fees. Switching to Rapattoni MLS only will disable all but the Add/Change features in flexMLS. If you would like to use both flexMLS and Rapattoni MLS, an additional fee of \$21.00 must be paid quarterly and in advance.

If you are interested in having access to Rapattoni in either of these options, please contact Sam Bartlett at (269) 382-1597 or SamB@gkar.com.

MLS TRAINING

RPR - January 13th, 2020, from 2:00 pm - 4:00 pm
in the GKAR Classroom

- Set up your account and profile
- Navigate the site to your advantage
- Research properties, markets, neighborhoods, and schools
- Create branded property, seller's, and market activity reports, valuation workbooks and flyers

Training is included with your GKAR Membership and conducted by Sam Bartlett, your Director of Multiple Listing Service. **Reserve your seat online today** or call (269) 382-1597.

Dotloop - March 17th, 2020, from 2:00 pm - 3:30 pm
in the GKAR Classroom

- Create templates of forms
- Connect the MLS to pull information from the MLS system directly into forms
- Insert Common Clauses from the GKAR Clause Library into forms
- Add your own documents or forms into your dotloop transaction
- Email forms to your clients
- Use the free, built-in electronic signature option and go paperless
- Filter transactions based on Status