

# Bearings



## GKAR NEWS

### COMMITTEE MEETINGS

Not Meeting in July

- Advocacy
- Board of Directors
- Community Relations
- Membership
- MLS
- Professional Development
- Risk Management

### GKAR Annual Dues for REALTOR® Members

Your 2022 annual GKAR dues statements, for REALTOR® Members, will be mailed and emailed to the preferred addresses on file on August 10<sup>th</sup>, 2021, and will be due no later than September 10<sup>th</sup>, 2021. Dues can be paid securely online at GKAR.com using the [Member Login](#), by check, or by credit card.

We are waiting on Michigan REALTORS® to set their annual dues amount before we can announce the total amount we will be billing. GKAR and NAR are not increasing our annual dues amount. Last year's total was \$735.

### Congratulations to GKAR Member, Natalie Rowe

Officer elections were held at the Michigan REALTORS® Board of Directors meeting on Thursday, June 10<sup>th</sup>, 2021. Pursuant to Michigan Realtors® Bylaws, President-Elect James Iodice will automatically assume the office of President in 2022. Current Treasurer, Natalie Rowe was unanimously elected as President-Elect. With a majority vote being present, Sandi Smith was elected as the 2022 Treasurer. Congratulations to the 2022 Leadership Team! [Email Natalie](#).

### GKAR Facility Restrictions Lifted

With the rescinding of the Emergency Rules, which included masking and distancing, the Board of Directors has removed the restrictions for the GKAR facility. Committee meetings will be held in our Classroom, which has been fitted with a special conference camera, so those who would like to attend virtually, will be able to do so. The staff have successfully returned to the facility and look forward to seeing your smiling faces again. We thank you for your patience while we transitioned back to in-person activity again.

### RPAC Update

Your GKAR Advocacy Committee would like to thank GKAR Members for their RPAC contributions to date. [Find out how your RPAC funds are making a difference in our state and local communities.](#)

Annual Goal	\$38,848
YTD Collected	\$11,342
Percentage of Goal	29.20%
Membership Participation	8.66%



# President's Message



**Rick Crepas**  
2021 President  
[Email Rick](#)

[Contact a](#)  
2021 Board Member

[Contact a](#)  
GKAR Staff Member

## INDEPENDENCE DAY

What does the Fourth of July mean to you? Is it a time to get together with family and friends? A time to celebrate the Country's independence? Or, maybe, a time to celebrate our independence as REALTORS®? When you think about how fortunate we are to help so many people, make a good living, and do this all while we run our own businesses.

As real estate faces another challenge, REALTORS® have the opportunity to help navigate their customers, and clients, through to a successful outcome. The housing shortage has made doing business challenging. Are you up to the task? Do you have the skills necessary to meet your client's needs and expectations? Now is the time to sharpen your skills. Independence comes at a cost. As the old saying goes, "Freedom is not free", it takes effort and determination to be successful. YOU can do this!

Fortunately, we have so many ways to improve ourselves. Take a class, either in person or online; attend a seminar, again either in person or online; attend a conference, or talk to a more experienced agent to get tips on how to write an offer that the sellers will accept, or put together a winning listing presentation. That's the beauty of INDEPENDENCE, it's YOUR future, and you are in charge.

Have a wonderful Fourth of July, and a spectacular summer!

# UPCOMING

July 5<sup>th</sup>, 2021

- [GKAR Office Closed for Independence Day \(Observed\)](#)

August 5<sup>th</sup>, 2021

- Summer 4:01

August 21<sup>st</sup>, 2021

- [Bowl for Kids' Sake: Cornhole Edition](#)

August 30<sup>th</sup>, 2021

- [Golf Outing](#)

# UPCOMING

September 1<sup>st</sup>, 2021

- [Alpha](#)

September 8<sup>th</sup>, 2021

- [Bravo](#)

September 13<sup>th</sup> - 15<sup>th</sup>, 2021

- [SRES Designation](#)

September 28<sup>th</sup>, 2021

- [Alpha](#)

September 29<sup>th</sup>, 2021

- [Charlie](#)

October 6<sup>th</sup>, 2021

- [Bravo](#)

October 28<sup>th</sup>, 2021

- [Charlie](#)

# PROGRAMS

## Summer 4:01 Member Networking Mixer—August 5<sup>th</sup>

We are thrilled to be able to gather in-person once again and are working on the final details for a Summer 4:01 Member Mixer! Save-the-date of Thursday, August 5<sup>th</sup>, from 4:01 pm—6:00 pm and stay tuned for a location.

## Big Brothers Big Sisters' Bowl for Kids' Sake: Cornhole Edition

We are excited to support Big Brothers Big Sisters in their annual fundraiser Bowl for Kids' Sake: Cornhole Edition, and we hope you will join us. This year, all GKAR Members will be together in one shift, from 3:00 pm—5:00 pm, on Saturday, August 21<sup>st</sup>, 2021, at the Growler's Homer Stryker Field. [Register your team today.](#)

## [Submit Your Nominations for the Day of Service for Veterans](#)

# EDUCATION

## 2021 Continuing Education with GKAR

As a GKAR Member, you receive up to 6 complimentary hours of Continuing Education. [Registration is now open for fall courses](#), and we have two formats to choose from.

### Virtual (live, online)

Alpha	Bravo	Charlie
<b>September 28<sup>th</sup></b>	<b>October 6<sup>th</sup></b>	<b>October 28<sup>th</sup></b>
10:00 am - 12:00 pm OR 2:00 pm - 4:00 pm	10:00 am - 12:00 pm OR 2:00 pm - 4:00 pm	10:00 am - 12:00 pm OR 2:00 pm - 4:00 pm
<b>September 1<sup>st</sup></b>	<b>September 8<sup>th</sup></b>	<b>September 29<sup>th</sup></b>
10:00 am - 12:00 pm	10:00 am - 12:00 pm	10:00 am - 12:00 pm

### NEW—Self-directed (online)

Take up to 6 hours of self-directed (online) CE through The CE Shop as part of your complimentary CE GKAR Member Benefit!

Registration with GKAR first is required to receive your unique CE Shop GKAR Member Code.

[View a Full List of Courses Available in Michigan, at CEMarketplace.net](#)

## [Earn Your Senior Real Estate Specialist® \(SRES\) Designation with GKAR](#)

The SRES three-day course instills the knowledge and understanding necessary to meet the needs of clients over the age of 50. Join us virtually September 13<sup>th</sup> - 15<sup>th</sup>; GKAR Members save \$40 off tuition (\$390/Members; \$430/non-Members).

# SALES REPORTS



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

- [Cumulative Sales Report](#)
- [MarketStats](#)
- [Sub-Area Residential Sales Report](#)  
[May 2021](#)  
[May 2020](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

## [REALTOR® MEMBER BIRTHDAY CALENDAR— JULY](#)

## [NAR REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

## [GKAR EMERITUS BENEFIT DETAILS](#)

# MEMBERSHIP

## Welcome New Member—REALTORS®

James Barber - Berkshire Hathaway HomeServices MI  
Emily Birtles - Keller Williams Kalamazoo  
Barbara Bos - West Michigan Real Estate Co.  
Pamela English - Jaqua, REALTORS®  
Brendan McCaw - Adrian Real Estate  
Derek Meschke - EXP Realty  
Kelly Reicherts - Evenboer Walton, REALTORS®

## Transfers—REALTORS®

Ambrosia Adams - Berkshire Hathaway Home Services MI to Jaqua, REALTORS®  
Kara Jacobs - CENTURY 21 Affiliated to Berkshire Hathaway HomeServices MI  
Janaan Meyers - Khoury Real Estate to Keller Williams Kalamazoo  
Teresa Steinburg - Berkshire Hathaway HomeServices MI to EXP Realty  
Dan Thornton - Advanced Realty Global to Jaqua, REALTORS®

## Drop—REALTORS®

Erika Brown - CENTURY 21 Affiliated  
Cameron Tran - Jaqua, REALTORS®

## Change of Business Partner Name

TCF Bank to Huntington Bank

## Additions to Existing Business Partner

Kelli Peterson - PrimeLending, A PlainsCapital Company

## Drop—Existing Business Partner Individual

Jason Baker - HouseMaster Home Inspections



**Congratulations to John Buttery,**  
Jaqua, REALTORS®, for achieving  
50 years of Membership with  
GKAR!

## KEYBOX CORNER

Caring for SentiLock lockboxes is the best way to keep them in tip top shape for many years to come. As the boxes move from property to property, there are ways you can keep them in the best working order. Here are four best practices.

1. Close the lockbox key compartment after each access. This will prevent internal mechanical error and battery damage.
2. The lockboxes are not waterproof. Keep the box in a covered area to prevent water damage.
3. When releasing the shackle, always be sure to hold the bottom of the lockbox to prevent it from dropping.
4. When asked if you would like to update the lockbox firmware, it is advised you go through the update. It is a quick process through the app, and ensures all features are working and up-to-date, on the box.

## PEAK PERFORMANCE ARTICLE

### The Agency Responsibility Act

The Agency Responsibility Act imposes a minimum set of required duties for a real estate salesperson or broker relating to a “service provision agreement” (listing contract or buyer agency contract). [More...](#)

### Updated Addendum is Available

Your Risk Management Committee has updated the Addendum to Authorized Buy & Sell Agreement (ABS). The new form correlates with the Residential Buy and Sell Agreement that was updated in 2020. You can now begin using the updated ABS form in printed carbon copies or in all e-Form options offered by GKAR, dotloop and zipForms.

### Jackson Area Association of REALTORS® (JAAR) Coming to MichRIC®

It's official; the Jackson Area Association of REALTORS® (JAAR) will be joining MichRIC® August 2<sup>nd</sup>, 2021. JAAR will be joining MichRIC® in the flexmls system with their designated Area of JX. The addition of JAAR listings in the MLS will make it even easier for you and your clients to search for available listings in much of southwest Michigan.

### So, Your Sellers Have Asked You to Hold Offers, Now What?

[View the Risk Management Committee's recommendation on this subject.](#)

## MLS RESOURCES

### What MLS Training Would You Like to Attend at GKAR?

We want to offer the MLS trainings you find the most valuable. What trainings are you interested in attending? [Email Sam Bartlett](#), your Director of Multiple Listing Service, with your suggestions.

In the meantime, find vendor offered trainings on [GKAR.com/mls](https://www.gkar.com/mls).

[A collective calendar can be found here for trainings from dotloop, flexMLS, RPR, and more.](#)

### [Continuing in July—MLS Summer Series](#)

Busy summer? We bet! That's why we've compiled all of the best tips, tricks, and timesavers the MLS has to offer, and we'll be showcasing them for you all summer long. Each month—through August—we will share resources with you to make your job easier. Be on the lookout, because your GKAR MLS Summer Series is here for you! [View the latest week's feature in the GKAR Member Group on Facebook.](#)

**Frequently using Supra lockboxes?** [You are able to lease the Supra app by contacting the Southwestern Michigan Association of REALTORS®.](#) They will assist you in a monthly lease to have full access to the Supra app without the need of One-Time Only access from the Listing Agent.