

NOVEMBER 2020

GKAR MEMBER NEWSLETTER

Bearings

GKAR NEWS

COMMITTEE MEETINGS

November 3rd

- [MLS](#)

November 6th

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

November 11th

- [Membership](#)

November 13th

- [Risk Management](#)

GKAR REALTOR® Emeritus Benefit

The Board of Directors has recently approved the GKAR REALTOR® Emeritus Benefit for Members who have been with us a cumulative of 40 years. Once application for this benefit is approved, the Member qualifies to have their Local Dues only, waived beginning the following year, and for the remainder of their Membership. Members must apply for the GKAR REALTOR® Emeritus Benefit prior to August 10th of their 40th year for local dues to be waived for the following year, and must be approved by the Membership Committee. Any questions you have, may be directed to Heather Atteberry, HeatherA@gkar.com.

For 2020, please help us congratulate these three GKAR Members who have been with GKAR for a total of 40 years!

- Becky Doorlag - Doorlag Realty Company
- Sandy Jurich - Buyers Choice Realty
- Dave Philipson - Berkshire Hathaway

Quarter Century Club

Congratulations to the following who have been Members of GKAR for 25 years!

- Belinda Angell - L. M. Angell, Co.
- Dennis Bronson - Jaqua, REALTORS®
- Marcia Miller - Marcia Miller Realty, LLC
- Kathryn Peterson - Hughey, REALTORS®
- Carl Phalin - Jaqua, REALTORS®

2021 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.

Take advantage of the exciting opportunities available to you as a GKAR Member. Approximately 100 Members are selected each year to serve. Committees begin meeting the first week of January 2021, so if you are interested in participating, [please complete this online application form](#) by 4:00 pm, Friday, December 4th, 2020.

President's Message



Jeff Lee
2020 President
[Email Jeff](#)

[Contact a
2020 Board Member](#)

[Contact a
GKAR Staff Member](#)

Calling All Members! It's November!

November, a month that seems to team with activity and change. November is Homeless Awareness Month, daylight savings month, Veteran's Service Day Month, Thanksgiving month and, of course, the month that is the undeniable sign that winter is coming. It is also that time of year when GKAR reaches out with the opportunity to serve. You should have received the 2021 GKAR Committee Application form in your email by now. And help me please acknowledge the newly elected Members who have graciously volunteered their time and efforts to serve as your new 2021 President-Elect Joy Watts, 2021-2022 Treasurer Suzette Deaux and your new 2021 Directors Charlie Bradford, Tammy Dykema, Kathy King and Linda Hazelhoff.

And speaking of Thanksgiving, I want to say thank you! I have really been lucky to serve you and for that I am thankful. As President during COVID with committee meetings being on online I have been able to attend many meetings and seen how many of our Members produce, protect and provide you the support you need.

It is too early to sum up the year but I wanted to acknowledge some GKAR accomplishments we can all be proud of. For instance, we established a Michigan Real Estate Academy Advisory board to advise our GKAR Board enhancing relevant, career-oriented education to meet the current and future needs of our industry. We performed intense capital improvements to our building including new windows, plumbing, roof repairs- all done without borrowing money. We waived monthly fees to our assist our members to face COVID related business challenges. Our Membership, Risk Management and Professional Development committees worked to advise our best practices as we first entered and then emerged from the shelter order.

And now, looking forward, we will be rolling out our new Residential Buy and Sell Agreement. Please take advantage of the training sessions GKAR will be offering to help you become familiar and use this new form and its associated forms.

You have my sincere and heartfelt wishes for a wonderful Thanksgiving.

Best regards,

Jeff Lee
2020 GKAR President.

VIRTUAL PROGRAMS

UPCOMING

Professional Development Series—Industry Best Practices

- [November 2020](#)

Day of Service for Veterans

- [November 7th, 2020](#)

NAR 2020 REALTORS® Conference & Expo

- [November 2nd—18th, 2020](#)

GKAR Virtual Installation

- [December 4th, 2020](#)

GKAR HOLIDAY HOURS

The GKAR Office will be closed on the following dates:

Thanksgiving

- [November 26th—27th, 2020](#)

Christmas

- [December 24th—25th, 2020](#)

New Year's Day

- [January 1st, 2021](#)

Residential Buy & Sell Agreement Updates

Your GKAR Risk Management Committee is holding virtual forums this month to explain the recent changes to the RBS. Select the applicable Forum below to register. [View Updated RBS Now \(PDF\)](#) | [Register Now](#)

RBS Update Forum for Broker Owners/Managers—November 10th, 2020, at 2:00 pm

RBS Update Forums for General Membership—November 18th, 2020, at 10:00 am and 2:00 pm

GKAR Professional Development Series—November 2020

Look to the [GKAR Member Facebook Group](#) during the month of November for tips and best practices put together by your GKAR Professional Development Committee.

RSVP Today—Virtual Installation & State of the Association is December 4th

Now more than ever, we should celebrate what we've accomplished in 2020! Please plan to join us on Friday, December 4th, 2020, at 11:45 am, for our Annual Installation & State of the Association Program. We have fun and festivities planned, just for you.

Why RSVP? 1. RSVP is required to gain access to the livestream on the big day. **2.** When you RSVP, we know to count you in for the celebration we have planned...maybe we want to mail you something or recognize you during the program...[RSVP Now!](#)

EDUCATION

MREA Closes the Year with Successful Transition to Virtual Education

The Michigan Real Estate Academy (MREA) held two, in-person courses in January and February 2020—later converted the traditional 6-hour program (previously delivered live) into virtual, two-hour sessions, and held nine courses in September and October. More than 2,400 hours of Continuing Education was provided to GKAR Members in 2020 overall!

As we look forward to 2021, we will continue to offer virtual education in two-hour sessions during the first quarter, and plan for in-person, live education later in the year. Watch for dates and details in the *Bearings* and on GKAR.com, as the MREA schedule is finalized.

SALES REPORTS



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

- [Cumulative Sales Report](#)
- [Sub-Area Residential Sales Report](#)
[September 2020](#)
[September 2019](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

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

[REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

Welcome New Members—REALTORS®

Blaine Allen - Five Star Real Estate
Justin Barker - Berkshire Hathaway HomeServices MI
John Davis - Berkshire Hathaway HomeServices MI
Matthew Dunfield - Five Star Real Estate
Melissa Edlund - Berkshire Hathaway HomeServices MI
Josh Gettig - EXP Realty
Jordyn Leiter - Berkshire Hathaway HomeServices MI
Sarah Lewis - Jaqua, REALTORS®
Samuel Murray - Five Star Real Estate
Nate Robinson - Jaqua, REALTORS®
Shannon SaintAmour - Advanced Realty Global
Skyler Sebring - EXP Realty
Alison Surdy - CENTURY 21 Affiliated

[Read full list of Membership Changes for November 2020...](#)

Here When You Need Us

GKAR Member Tech Helpline

Phone: (866) 619-8099
Email: support@techhelpline.com
Live Chat: [chat.techhelpline.com](https://www.techhelpline.com)
Hours: Monday - Friday, 9 am - 8 pm
Saturday, 9 am - 5 pm

MLS Support

Phone: (269) 382-1985
Hours: Monday - Friday, 8 am - 5 pm

MLS Emergency Hotline

Phone: (269) 382-1985
Hours: Monday - Friday, 5 pm - 8 pm
Saturday - Sunday, 9 am - 5 pm

Member Central

www.GKAR.com/membercentral

GKAR

(269) 382-1597
Info@gkar.com
www.GKAR.com

Limited staff now working at the GKAR facility and are available by appointment while the remaining staff continues to operate remotely via phone, email, and Zoom. If you need to make an appointment, please call us at (269) 382-1597.



GKAR Page

[@GreaterKalamazooAssociationofREALTORS](#)

GKAR Member Group

A private group for GKAR REALTOR Members

Michigan REALTORS Page

[@MiREALTORS](#)

NAR Page

[@NARdotREALTOR](#)

MichRIC Page

[@MichRICLLC](#)

KEYBOX CORNER

As we head into the holiday season, SentiLock support will begin to have limited hours.

SentiLock offers a number of resources and guides to learn or troubleshoot the system.

[You can find their FAQs, how-to-videos, and help topics on their Website.](#)

Outside of the holiday hours below, SentiLock support is available for you seven days a week from 8:00 am – midnight EST at (877) 736-8745 or support@sentrilock.com.

SentiLock Support Holiday Hours:

- November 8th, 2020 – Closes at 6:00 pm EST
- Thanksgiving Day – November 26th, 2020 – Closed
- December 4th, 2020 – Closes at 6:00 pm EST

PEAK PERFORMANCE ARTICLE

[Legal Descriptions—What They Are, Why They Matter](#)

MLS NEWS

Updated Residential Buy and Sell Agreement

Your GKAR Risk Management Committee has worked tirelessly to provide you with an updated Residential Buy & Sell Agreement (RBS). Committee Members will be holding forums to explain the updates and answer your questions. On November 18th, 2020, the updated RBS will be available on both e-Form platforms—dotloop and zipForms—and the committee is hosting two virtual forums. The forums will take place at 10:00 am and 2:00 pm.

[To attend either virtual forum, you can register here.](#) Unable to make it to the live, virtual forums? Recordings of the forums will be available for you to review after November 18th.

[View Updated Residential Buy & Sell Agreement Now \(PDF\)](#)

Year-End Statistical Resources

As the year nears an end, many agents and offices begin pulling their year-to-date statistics. The last few months of the year are a great time to pull your own production statistics or gather information on the market. MichRIC® has introduced additional statistical products in 2020 on top of the resources to which you already had access.

- [View flexMLS statistics options, short recorded videos, and step by step instructions](#)
- [View upcoming flexMLS webinars](#)
- [View InfoSparks FAQs, recorded videos, and step by step instructions](#)
- [View market trends using Realist Tax Info](#)
- [View the GKAR monthly cumulative sales report](#)
- [Visit the MLS Intranet for various MLS tips](#)

Looking for reports and statistics on more than your area? [Michigan REALTORS®](#) and [National Association of REALTORS®](#) offer various reports as well.

MLS RESOURCES

Training in 2021—What MLS Training would you like to see in the coming year?

We are beginning to schedule MLS training classes for 2021 and would love to hear your suggestions! What trainings are you interested in attending? Email [Sam Bartlett](mailto:Sam.Bartlett@mls.com), your Director of Multiple Listing Service, with your suggestions.

In the meantime, you can find vendor offered trainings on www.gkar.com/mls. A collective calendar can be found here for trainings from dotloop, flexMLS, RPR, and more.

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.