

Bearings

GKAR NEWS

COMMITTEE MEETINGS

October 2nd

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

October 5th

- [Advocacy](#)

October 9th

- [Risk Management](#)

October 13th

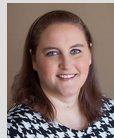
- [MLS](#)

October 14th

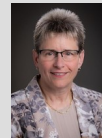
- [Membership](#)

2020 GKAR Election Results

Congratulations to our newly-elected Board Members!



Joy Watts
2021 President-Elect



Suzette Deaux
2021-2022 Treasurer



Linda K Hazelhoff
2021 Director-at-Large



Charlie Bradford
2021-2023 Director-at-Large



Tammy Dykema
2021-2023 Director-at-Large



Kathy King
2021-2023 Director-at-Large

Shape Your Community—Cast Your Vote on Tuesday, November 3rd, 2020

In August, the GKAR Advocacy Committee and Board of Directors endorsed the following candidates as they support REALTOR® issues and local business initiatives. [Check your registered voting location.](#)

Michigan House

- [Julie Rogers, for District 60](#)
- [Christine Morse, for District 61](#)
- [Matt Hall*, for District 63](#)

[Click here to see the candidates endorsed by Michigan REALTORS®](#)

Kalamazoo County

- [Mary Balkema, for Treasurer](#)
- [Valarie Cunningham, for District 5 Commissioner](#)
- [John Gisler, for District 8 Commissioner](#)
- [Charley Coss, for District 10 Commissioner](#)

RBS Updates Forums— Save the Date

Your GKAR Risk Management Committee will be holding virtual forums to explain changes on the following dates. Full details will be announced in the coming weeks.

RBS Update Forum for Broker Owners/Managers

- November 10th, 2020, at 2:00 pm

RBS Update Forum for general Membership

- November 18th, 2020, at 10:00 am and 2:00 pm

President's Message



Jeff Lee
2020 President

[Email Jeff](#)

[Contact a
2020 Board Member](#)

[Contact a
GKAR Staff Member](#)

Hello valued GKAR Members,

Welcome to the 4th quarter of 2020! We are now in the homestretch, so hang tight and make every effort to prepare for 2021. This year began normally enough but as we all found out things can go askew. We have faced many challenges but for most of us, new strength and value has been found in the association of membership as we have embraced change. For instance, Last year we celebrated side-by-side at installation; This year we will celebrate virtually. That's right, the 2022 installation is still on! I hope you will join us on the virtual platform.

During my brief acceptance speech, last year, I encouraged you all to appreciate your importance in real estate transactions and your role in building and stabilizing this chief economic engine in our state. In 2019 our industry accounted for \$84.6 billion of gross sales product in Michigan's economy - That amounts to 16% of Michigan's GSP. Makes you wonder how we could ever be considered nonessential! Nevertheless, we continue to demonstrate our importance, with a wonderful association in our corner.

In 2020, your GKAR leadership quickly and efficiently transferred operations to virtual platforms to continue providing great service. Further, we waived two months of fees knowing the impact COVID-19 might have had on your business. We also produced forms that facilitated safe and orderly procedures to help keep you and our community functioning. However, we did not rest there. We established a groundbreaking Education Advisory Board to help develop educational offerings at GKAR's Michigan Real Estate Academy. We are working to compose the advisory board by the end of this year; If you wish to be considered to serve on this board please contact me by November 27th.

As we race into the 4th quarter, I want to promise you that we will continue membership centered benefits for every member. With that in mind, our board approved a National Association of REALTORS® Strategic Audit to be performed in the 1st quarter of 2021. This is the first audit of its kind for GKAR and NAR has promised a fair and professional evaluation to help GKAR maintain its exceptional standing.

Lastly, several years ago the Risk Management Committee began to produce a revised GKAR Authorized Buy & Sell Agreement - Many thoughtful hours and commitment were behind this effort. On September 25th, the GKAR Board of Directors authorized a November 2020 rollout of this new agreement. We all know that change can be difficult but are hopeful that this new agreement will continue to be a successful roadmap in the numerous transactions we are all involved with. I encourage you to seek association guidance and education opportunities to familiarize yourself with this new agreement.

Best regards,

Jeff Lee
2020 GKAR President.

VIRTUAL PROGRAMS

UPCOMING

Michigan REALTORS® Virtual Convention & Expo

- [October 7th—9th, 2020](#)

NAR 2020 REALTORS® Conference & Expo

- [November 13th—16th, 2020](#)

GKAR Virtual Installation

- [December 4th, 2020](#)

UPCOMING 2-HOUR CON ED VIA GKAR

[Register Today!](#)

- October 13th, 2020
- October 27th, 2020

Michigan REALTORS® The Convention—October 2020

If you've registered, be sure to attend the redesigned experience featuring the same hallmark components you have come to know and love over the years. During this two-day event you will have your choice of CE Marketplace certified classes, virtual networking, and an online expo.

NAR 2020 REALTORS® Conference & Expo—November 2020

The REALTORS® Conference & Expo is the largest annual event for the most successful real estate professionals; you'll find information, connections, and advice specifically geared toward your career level, interests, and goals. Mark your calendar for November 13th—16th, 2020, and [register now](#).

GKAR Professional Development Series—November 2020

Your GKAR Professional Development Committee is currently finalizing November's program—Industry Best Practices. Look for information on this program in the coming weeks.

GKAR Virtual Installation & State of the Association—December 2020

Now more than ever, we should celebrate what we've accomplished in 2020! Please plan to join us on Friday, December 4th, for our Annual Installation & State of the Association Program. We are working on the details to ensure you have a fun and festive time. Registration will open soon—stay tuned for details.

EDUCATION

2020 Virtual Continuing Education with GKAR—Course Dates Added!

- All courses qualify for 2 hours of Legal Credit.
- To earn a total of 6 hours CE Credit, attend 1 Alpha Session, 1 Bravo Session, and 1 Charlie Session.
- OR to [meet the State requirement for year two of the three-year CE Cycle](#), attend only 1 Session on 1 date.
- Available courses are below.

Alpha	Bravo	Charlie	Bravo	Charlie
October 21 st	October 13 th	October 27 th	October 28 th	October 30 th
10:00 am - 12:00 pm	2:00 pm - 4:00 pm	2:00 pm - 4:00 pm	10:00 am - 12:00 pm	10:00 am - 12:00 pm

[REGISTER NOW](#)

SALES REPORTS



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

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

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

[REALTOR® EMERITUS ELIGIBILITY DETAILS](#)

Welcome New REALTOR® Members

Jamauri Bogan - RE/MAX Advantage
Carrie Burns - Jaqua, REALTORS®
Kendra Dillard - Lockett-Jones Realty Group
Amanda Morgan - Lakes & Country Real Estate
Daniel O'Brien - O'Brien Real Estate
Jerry Thick - ERA Reardon Realty
Kerri Thomas - Lockett-Jones Realty Group

Transfer—REALTORS®

Kathy Barnitz - Jaqua, REALTORS®, Drake to Milham
Terri Feltner - Berkshire Hathaway HomeServices MI to Jaqua, REALTORS®
Michael Hussar - Berkshire Hathaway HomeServices MI to RE/MAX Advantage
Jaime Gram - Jaqua, REALTORS® to Berkshire Hathaway HomeServices MI

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

Here When You Need Us

GKAR Member Tech Helpline

Phone: (866) 619-8099
Email: support@techhelpline.com
Live Chat: chat.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

While you are busy with showings on your listings, always tracking who has entered a lockbox on your listing is a good practice.

SentriLock gives agents the ability to view an Access Log of the lockboxes assigned to their listings.

Here is how you can view the Access Logs on your lockboxes:

1. Log into the SentriKey™ app on your phone.
2. Select the hamburger icon found in the top, right-hand corner.
3. Select **Access Logs**.
4. All recent access to your lockboxes will be listed for your review.

PEAK PERFORMANCE ARTICLE

[Writing Outside the Box - Finding Clear Sales Agreement Language](#)

MLS NEWS

New Feature! Realtor.com Flood Risk Tool

Recently REALTOR.com released a new property listing feature called, Flood Factor™— an online flood risk visualization tool, developed by the First Street Foundation. This was created to support the NAR policy of providing consumers more accurate flood mapping data. REALTOR.com is the first to integrate a feature like this that gives consumers the ability to access flood risk information, including FEMA flood zone and risk score. The National Association of REALTORS® (NAR) put together two resources for you:

- [Flood Factor™ Frequently Asked Questions \(PDF\)](#)
- [How to Discuss Flood Insurance Pamphlet \(PDF\)](#)

Tech HelpLine

Did you know that you, as a GKAR Member have FREE access to technical support? As many continue to work virtually or on the run, tech support can be beneficial for you while you are working hard for your clients. As a GKAR Member you have full access to Tech HelpLine, a service that can assist you with items ranging from printer help and advice on hardware purchases to assistance with video conferencing. [Watch a quick video to learn more!](#) How can you contact Tech Helpline? Call: (866) 619-8099 | Email: support@techhelpline.com

Realist Tax Data

MichRIC® is updating the tax data information found in the MLS to a CoreLogic® tax information product, Realist®. Realist® is a public-record database that seamlessly integrates with our MLS systems, allowing you to quickly research properties and listings, assess market conditions and trends, value homes, identify comparable sales, market to buyers and sellers, and create custom exports. Realist® allows more up-to-date tax data to be available to you and all MLS users. Tax data will now update more frequently than once a year.

You will be able to access tax information for all Counties in Michigan. The best part is you now have an autofill feature when adding a new listing. Auto-filling a listing with Realist® will allow the tax ID, tax information, and more autofill in the listing for you.

MLS RESOURCES

Virtual MLS Training Available

RPR®—October 29th, 2020, from 9:00 am - 11:00 am

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 spot, visit www.gkar.com/mls](http://www.gkar.com/mls) or call (269) 382-1597.

[MLS Tips](#)

[Using FloPlan is Easy!](#)

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.