

# Bearings

## GKAR NEWS

### COMMITTEE MEETINGS

September 4<sup>th</sup>

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

September 8<sup>th</sup>

- [MLS](#)

September 11<sup>th</sup>

- [Risk Management](#)

September 16<sup>th</sup>

- [Membership](#)

### GKAR Elections Happening This Month

The elections for 2021 Board of Directors' leadership will be held September 22<sup>nd</sup>, 2020, through September 24<sup>th</sup>, 2020, and will be held electronically. All REALTOR® Members in good standing are eligible to run for any open position. [View Nominating Committee Report.](#)

Please note that other Members may place their name on the ballot by completing and submitting the online [Nomination by Petition Form](#) no later than 4:00 pm on Friday, September 4<sup>th</sup>, 2020.

Open GKAR Leadership Positions:

- 2021 President-Elect (one, 2-year position, President in 2022)
- 2021 Treasurer (one, 2-year position, 2021-2022)
- Director-at-Large (three, 3-year positions, 2021-2023)
- Director-at-Large (one, 1-year position, 2021)

### 2021 REALTOR® of the Year Nominations Now Open

The GKAR REALTOR® of the Year is recognized by their peers for their contributions to the real estate profession and to the greater Kalamazoo community. [Nominations for the 2021 REALTOR® of the Year will be accepted September 1<sup>st</sup> - September 15<sup>th</sup>, 2020, online.](#)

### Save the Date for Virtual Installation & State of the Association

2020's Virtual Installation & State of the Association is happening Friday, December 4<sup>th</sup>, and we want you with us (virtually of course)! Mark your calendars and stay tuned for details coming later this fall.

### September is REALTOR® Safety Month

Your GKAR Professional Development Committee has prepared a whole month of REALTOR® Safety education for you. For more information, visit [GKAR.com](#) and the [GKAR Member Group](#) on Facebook.

### No Monthly User Fees Again This Month!

The Board of Directors approved the recommendation from the Budget & Finance Committee to waive all monthly REALTOR® user fees for August and September.

# President's Message



Jeff Lee  
2020 President  
[Email Jeff](#)

[Contact a  
2020 Board Member](#)

[Contact a  
GKAR Staff Member](#)

It's Back to school Members!

Hard to believe it is that time already! This is the time when normally the real estate market takes a brief pause before picking up again into the final stretch of the year. But, this is no ordinary year. All of us know educators personally, many of us are married to one.

This year we know these very important people face an incredible challenge as they adjust to virtual platforms and the prospect of in-person contact. Earlier this year we all struggled with the same issues, how to be effective virtually, how to balance safety and efficacy. It's important to support our teachers! And, your association understands how important it is to support you, our valued members. And, GKAR has come through for you during this challenge. We have prioritized your safe and effective real estate practice with securing your association assets, keeping staff support ready and able, providing necessary forms and advice.

And, speaking of back to school, the GKAR leadership encourages Members to continue honing their negotiation and market pricing skills with educational offerings through The National Association of REALTORS®. There you will find tools that will help you be successful in the current market.

Locally your GKAR Association is happy to support you in your professionalism and market success. Please visit the [gkar.com](#) Website and the Member's Facebook page to find valuable resources.

Very best regards for your success,

Jeff Lee

# VIRTUAL PROGRAMS

## UPCOMING

MichRIC® Study Hall

- [Learn More](#)

Professional Development Series—REALTOR® Safety

- [September 1<sup>st</sup>—30<sup>th</sup>, 2020](#)

Labor Day

- [GKAR Closed Monday, September 7<sup>th</sup>, 2020](#)

Michigan REALTORS® Virtual Convention & Expo

- [October 7<sup>th</sup>—9<sup>th</sup>, 2020](#)

NAR 2020 REALTORS® Conference & Expo

- [November 13<sup>th</sup>—16<sup>th</sup>, 2020](#)

## UPCOMING 2-HOUR CON ED VIA GKAR

[Register Today!](#)

- September 29<sup>th</sup>, 2020
- October 13<sup>th</sup>, 2020
- October 27<sup>th</sup>, 2020

### Professional Development Series: REALTOR® Safety—September 2020

Join your GKAR Professional Development Committee on Facebook for a whole month of REALTOR® Safety education. [Visit GKAR.com to see what's in store!](#)

### Michigan REALTORS® The Convention—October 2020

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. [Register now for The Convention](#) happening October 7<sup>th</sup>—8<sup>th</sup>, 2020.

### 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 13<sup>th</sup>—16<sup>th</sup>, 2020, and [stay tuned for registration details](#).

## EDUCATION

### 2020 Virtual Continuing Education with GKAR

- All courses qualify for 2 hours Legal Credit.
- Members may attend one course per day to earn a total of 6 hours CE Credit, OR
- Attend only one course to meet the State requirement for year two of the three-year CE Cycle.

Alpha	Bravo	Charlie
September 29 <sup>th</sup>	October 13 <sup>th</sup>	October 27 <sup>th</sup>
Select up to one session.	Select up to one session.	Select up to one session.
10:00 am - 12:00 pm	10:00 am - 12:00 pm	10:00 am - 12:00 pm
2:00 pm - 4:00 pm	2:00 pm - 4:00 pm	2:00 pm - 4:00 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](#)  
[July 2020](#)  
[July 2019](#)
- [Create a Ranking Report](#)
- [Create a Production Report](#)

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

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

### Welcome New REALTOR® Members

Tommy Cerven - RE/MAX Advantage  
 Rob Evenboer - Evenboer Walton, REALTORS®  
 Emily Guilford - EXP Realty  
 Alisia Herrygers - Century 21 Affiliated  
 Deb Higgins - Evenboer Walton, REALTORS®  
 Gina Molinari - Evenboer Walton, REALTORS®  
 Montiella Robertson - Lockett-Jones Realty  
 Chris Rogers - Keller Williams Kalamazoo  
 Madelyn Rome - Jaqua, REALTORS®  
 Teresa Steinburg - Berkshire Hathaway HomeServices MI

### Transfer—REALTORS®

Joe DeBiak - Jaqua, REALTORS® Drake to Milham  
 Scott Frazee - Jaqua, REALTORS® Drake to Milham  
 Emily Vinic - Five Star Real Estate, Portage to Kalamazoo

### Reinstatement—REALTORS®

Erika Brown - Century 21 Affiliated  
 Shauna Knight-Major - RE/MAX Advantage

### Welcome New Secondary REALTOR® Member

Dave Gore - EXP Realty

### Drop—REALTORS®

Treshawn Black - Five Star Real Estate  
 Chad Ream - RE/MAX Advantage  
 Erienne Smith - RE/MAX Executive  
 Hillary Wilcox - RE/MAX Executive

### Retiring—REALTOR®

Christin Stafford - Jaqua, REALTORS®

### Here When You Need Us

#### GKAR Member Tech Helpline

Phone: (866) 619-8099  
 Email: [support@techhelpline.com](mailto:support@techhelpline.com)  
 Live Chat: [chat.techhelpline.com](http://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](http://www.GKAR.com/membercentral)



(269) 382-1597  
[Info@gkar.com](mailto:Info@gkar.com)  
[www.GKAR.com](http://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 SENTRICONNECT®

SentriConnect® is the best way to give non-SentriLock users access to a lockbox. The SentriConnect® app allows you to grant-SentriLock users prolonged access your listing's lockbox. This option is a replacement to formerly used Contractor Codes.

Watch a [quick video on how to utilize SentriConnect®](#) on your lockboxes. Or [print a guide to share with non-SentriLock users](#), so they can easily use the feature to open the lockbox.

## PEAK PERFORMANCE ARTICLE

[Who May Evaluate a Property's Well, Water, and Septic System?](#)

## MLS NEWS

### FlexMLS FloPlan Now Available

FloPlan is now available! As listings have continued to move online and more consumers are searching for homes from their phones, customers continue to expect more information available online. Home buyers have repeatedly voiced their desire for floor plans to help them with their purchasing decisions for several years. It's time we level up and give them what they want!

MichRIC® is one of only two associations and groups to offer this product. FloPlan is an app created by FBS (your MLS provider) to easily create floor plans of a property that may be used on a listing, all while simply using your smartphone. You, as a GKAR Member, will be able to utilize this product for a discounted price of \$12.00 per floor plan. Jason Veenstra, a MichRIC® Manager and GKAR Board of Director, shared his experience with the app on GKARs Facebook page. [If you missed his video, it's available in the GKAR Member Facebook Group.](#)

### RPR®: The Wow Factor

RPR® launched a Web show early in 2020 geared to give tips and tricks to help build REALTOR® business. Each episode features a real estate industry guest interview. Topics this year have ranged from geographic farming to navigating virtual real estate. Episodes are 20 minutes or less allowing you a quick opportunity to learn tips to add to your real estate toolbox.

[Watch the most recent episode here.](#)

### Quick Learning with REALTORS® Property Resource, RPR®

RPR® is a Member benefit for GKAR Members and offers a range of reports from flyers to CMAs, listings throughout the state, county recorded sales, and more.

[Check out these quick video tutorials from RPR®](#), especially if you are new to the platform. Each topic, covered in seven minutes or less, covers all of the essentials, such as pricing properties, reports, maps, neighborhoods, and schools, and the RPR® app.

Ready to dive right into the RPR® platform? Try searching for your own address and running a report.

## MLS RESOURCES

### Virtual MLS Training Available

RPR®—October 29<sup>th</sup>, 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

[Tax IDs—How to Make Sure You Have them Right!](#)

[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.