

# Bearings

APRIL 2022  
GKAR MEMBER NEWSLETTER

## COMMITTEE MEETINGS

Apr 8<sup>th</sup>

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

Apr 12<sup>th</sup>

- [MLS](#)

Apr 13<sup>th</sup>

- [Membership](#)

**GKAR**  
Greater Kalamazoo  
Association of REALTORS®

## Need Help Understanding Your Con-Ed Requirements?

We know that the recent changes made by LARA, to the continuing education cycle, may be confusing - so we developed this graphic to help you understand how these changes affect you.

[Download Now \(PDF\)](#)

## NAR Committee

### Application Open Now

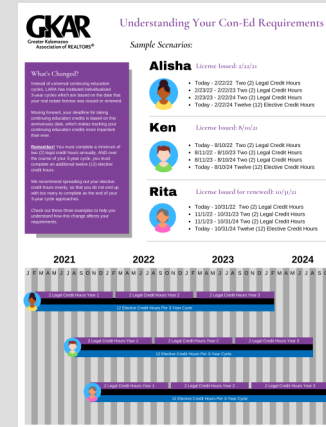
Interested in participating at the national level? To be considered for an NAR committee appointment, you must first submit an application.

Go to [NAR.REALTOR.com](https://www.nar.realtor.com) to learn more.

## Professional Development Series: Fair Housing Thursday, April 14<sup>th</sup> | Earn 1 Hour Legal Credit!

Sharlee Coffman-Cook, from the Fair Housing Center of Southwest Michigan, will be leading this interactive discussion about fair housing laws and what they protect, in addition to updates and trends in fair housing. This program is also CE Marketplace certified for one hour Legal Credit and provided at no cost for GKAR Members.

[Register now at GKAR.com/pro\\_development\\_programs](https://www.gkar.com/pro_development_programs).



## GKAR NEWS

### April is National Fair Housing Month

April is Fair Housing Month and a great time to affirm you're helping to build thriving, inclusive communities. Fair housing impacts all NAR members, all markets, and all neighborhoods.

Visit [nar.realtor/fhm](https://www.nar.realtor.com/fhm) to access tools to help you do your part, to prevent discrimination in real estate.



# President's Message



Joy Watts  
2022 President  
[Email Joy](#)

[Contact a  
2022 Board Member](#)  
  
[Contact a  
GKAR Staff Member](#)

The weather is changing to spring, and now we must prepare for allergy season. Many of you probably suffer from allergies like I do, so make sure to take those medications and precautions so you are healthy for the spring buying/selling season.

I was able to attend the first in-person con-ed event on March 22. It was so nice to have the auditorium packed like it used to be and to see people in person instead of on a computer screen. There were 131 people in attendance. COVID is still a concern for some which I completely respect. However, if you get a chance to attend in-person events at GKAR it is a great way to network with fellow members and not feel so isolated like we all have been the last two years. If you feel more comfortable wearing a mask while attending events, DO IT, we just want to see you in-person. People will respect your choice on whether you do or do not wear a mask to the association events.

I also attended the national speaker presentation by Pam Ermen in March. She did a wonderful job and had a lot of great ideas and information you can implement into your business. If you missed it, you missed a lot. Make sure you do not to miss the next national speaker on April 4 who happens to be Antoine DuPont. He will be taking about marketing, marketing & more marketing. This presentation is approved for 2 hours of con-ed. Who doesn't need more ideas about marketing your business?

If you missed the video cast following the March Board of Directors Meeting here are the highlights of that meeting:

Approved 7 new REALTOR® Members

Approved 1 new REALTOR® Office

Approved 1 member reinstatements

Approved Committee meeting minutes

Remember that April showers bring May flowers so prepare for a wet month.

# UPCOMING

Apr 4<sup>th</sup>, 2022

National Speaker - Antoine Dupont

- 2 Hours Con-Ed Elective Credit!

Apr 14<sup>th</sup>, 2022

Professional Development Series - Fair Housing

- 1 Hour Con-Ed Legal Credit!

Apr 21<sup>st</sup>, 2022

Spring 4:01 Networking Mixer

May 12<sup>th</sup>, 2022

GKAR Cannabis and Real Estate Forum

May 17<sup>th</sup>, 18<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup>, 2022

Broker Prep

Jun 7<sup>th</sup>, 2022

Professional Development Series: Lead Generation - Save the Date

Jun 13<sup>th</sup>, 2022

Governmental Legislative Update Forum

RPAC Mystery Wine Event

# PROGRAMS

## You Can Earn 2 MORE Con-Ed Credits on April 4th!

We are excited to welcome National Speaker, Antoine Dupont in April for: Marketing Makeover – How Real Estate Professionals Grow Their Businesses in a Content Saturated World AND How to Get Leads on Social Media With Video Marketing (Fast) [Don't miss this opportunity to learn how you can grow your business! Register Now!](#)

## Spring 4:01 Member Networking Mixer

Join us at 600 Kitchen & Bar located in downtown Kalamazoo, on Thursday, April 21<sup>st</sup>, from 4:01 - 6:00 pm. Come network with fellow GKAR Members and enjoy complimentary beverages\* and hors d'oeuvres. There is no cost to attend, because 100% of this event is paid for by GKAR's 2022 Business Partner Sponsors. There is no RSVP necessary as the more the merrier!

\*The first 100 GKAR Members in the door will receive two complimentary beverage tickets. A cash bar will also be available.

# EDUCATION

## GKAR Continuing Education - Registration Open Now

This year, we are offering three options: live, virtual, and self-directed continuing education opportunities. Go to [GKAR.com/con-ed](https://GKAR.com/con-ed) for a full list of available 2022 courses at GKAR.

### Remaining Virtual - Live/Online Opportunities

Date	Time (s)	Format; Instructor
Ongoing	On-demand	Online Self-Directed; The CE Shop
April 4 <sup>th</sup> , 2022	9:00 am - 11:15 am	Live In-Person, Dupont
April 14 <sup>th</sup> , 2022	8:30 am - 10:30 am	Live In-Person
April 19 <sup>th</sup> , 2022	9:00 am - 2:00 pm	Live In-Person; Besner
April 26 <sup>th</sup> , 2022	10:00 am and 2:00 pm	Live Virtual; DuRussel

## Self-Directed Online

Take up to six hours of self-directed (online) CE through The CE Shop as part of your complimentary CE GKAR Member Benefit!. You must register with GKAR first to receive your unique CE Shop GKAR Member Code. [Go to CEMarketplace.net](https://CEMarketplace.net) for a full list of courses available in Michigan.

## SALES REPORTS



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

### Cumulative Sales

### MarketStats

### Sub-Area Residential Sales

Feb 2022

Feb 2021

### Create a Custom Report

Ranking | Production

## REALTOR® MEMBER BIRTHDAY CALENDAR - APRIL -

### New Members - REALTOR®

Erica Allen | Keller Williams Kalamazoo  
Matt Barnes | Five Star Real Estate  
Brett Bissett | Michigan Lifestyle Properties  
Taylor Boyer | Keller Williams Kalamazoo  
Karrie Brunner | Campbell Caron Real Estate  
Andrea Butler | Lockett-Jones Realty Group  
Brittany Clark-Svendsen | eXp Realty  
Ethan Epplett | Whitmore Realty Group  
Jeremy Hembree | Jaqua, REALTORS  
Doug Hubbell | eXp Realty  
Amelia Jones | eXp Realty  
Andrea Lambert | CENTURY 21 Affiliated  
Jannette Poehlman | Premier Properties Southwest  
Danielle Pojar | RE/MAX of Kalamazoo  
Caiden Price | Berkshire Hathaway HomeServices MI  
Christi Rice | eXp Realty  
Augustus Sandigo | CENTURY 21 Affiliated  
Daniel Schultz | Five Star Real Estate

### Transfers - REALTOR®

Juliet Altman | Neighborhood Realty Group LLC to Bellabay Realty  
Teresa Blount | Five Star Real Estate to eXp Realty  
Michele Brown | Lakes & Country Real Estate to Century 21 Affiliated  
Erin Doerschler | Evenboer Walton to Keller Williams Kalamazoo  
Erin Harris | Neighborhood Realty Group LLC to Five Star Real Estate  
Tammy Shimmel | Coldwell Banker Sneller R.E. to eXp Realty  
Kala Stafford | RE/MAX of Kalamazoo to Berkshire Hathaway HomeServices MI  
Kacey Wright | Keller Williams Kalamazoo to FitzWright Real Estate LLC

## MEMBERSHIP

### Reinstatements - REALTOR®

Wayne Caldwell | Keller Williams Kalamazoo  
Andrea Jutzi | Keller Williams Kalamazoo  
Nicholas Jutzi | Keller Williams Kalamazoo

### Drops - REALTOR®

Bruce Harvey | Live Local Properties  
Abigail Johnson | eXp Realty  
Maria Pennington | Five Star Real Estate  
Ryan Post | Five Star Real Estate

### GKAR Years of Membership Award Recipients

#### Quarter Century Award

-Rick Crepas, Chuck Jaqua,  
REALTOR®  
-Lee Crossley, Chuck Jaqua,  
REALTOR®  
-Susan Maurer, RE/MAX  
Executive  
-Theresa Page, Jaqua REALTORS®  
-Larry Reed, American Professional  
Homes



#### GKAR Emeritus Award

-Susan Ells, Appraisal Associates  
-Walter Hansen, Hansen &  
Associates  
-Ronald Henry, Kalvan Realty  
-Rich Kurth, Berkshire Hathaway  
-Daniel Martz, Evenboer Walton



## KEYBOX CORNER

From time to time, you may show a property that has a Supra keybox. Accessing a Supra box requires you, to either have a lease through the Southwest Michigan Association of REALTORS® or the listing agent must provide you with one-time-only access to the Supra app.

[Here, you will find instructions for the listing agent to provide you with one-time-only access.](#)

Please Note: The second page of the instructions is for you, as the showing agent, once access is granted.

## PEAK PERFORMANCE ARTICLE

Your Risk Management Committee created various Peak Performance Articles to assist you in understanding more about forms, real estate terms, processes you may encounter during a transaction, and more.

[View a complete list of Peak Performance Articles.](#)

## MLS NEWS

### Updated ZipForms Renewal Information

As a GKAR Member benefit, you will not pay an additional fee for the e-Form service. Just as you have done in previous years, you will need to renew your zipForm account in 2022. When renewing, you will add the MichRIC bundle to your cart for \$0.00, and then checkout. The MichRIC bundle will include the zipForm Agent Edition Transaction Management System, zipForm Mobile, zipLogix Digital Ink, LionDesk CRM, and zipForm MLS Connect. [Here you will find step by step instructions on updating your zipForms account, if you have not already.](#)

### RPR Update - You May Need to Verify Your Membership

Realtors® Property Resource (RPR) is a valuable resource to use in conjunction with your MLS. Last year an update was released on the RPR website that combined GKAR with MichRIC®. This update may have affected your verification of MLS ID in their system. Consequently, you may be required to verify your membership again to obtain access to RPR information and tools.

**Here are the steps for verifying your RPR ID.**

1. Log into RPR
2. Select Profile
3. Under MLS or CIE Info, select MI
4. Select Michigan Regional Information Center
5. Enter your agent ID\*

\*Your agent ID is your MLS login minus the 'ric.'. For example, a MLS login of ric.k123456 would be entered in RPR as k123456.

### Spring Cleaning Your Technology?

Tech Helpline is a GKAR Member Benefit offering support for hardware, software, networking, and digital devices. They can even advise you on hardware and software purchasing.

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

## MLS RESOURCES

### Find MLS Resources on GKAR.com

Find MLS training dates, helpful links, and answers to the most frequently asked questions at <http://www.gkar.com/mls>

The screenshot displays the 'Member Central' section of the GKAR website. It features a navigation bar with links to 'MEMBER CENTRAL', 'MICHIGAN REAL ESTATE ACADEMY', 'CALENDARS', 'ABOUT', and 'CONTACT'. The main content area is titled 'MLS Resources & Vendors' and includes a link to 'Access MLS Tips Library'. Below this, there are four distinct support boxes: 'Systems' (with a 'Ricmls' logo), 'Lockboxes' (with a 'Sentrilock' logo), 'RapattoniMLS', and 'Supra'. To the right of these boxes, there is a section titled 'Make the Most of your Membership!' which lists various programs and benefits. At the bottom right, there is a 'FLEXIBLE SUPPORT' section with contact information for the 'GKAR MEMBER TECH HELPLINE', 'GKAR MLS SUPPORT', and 'MLS EMERGENCY HOTLINE'.