

Bearings

MARCH 2022
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

Mar 4th

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

Mar 7th

- [Advocacy](#)

Mar 8th

- [MLS](#)

Mar 11th

- [Risk Management](#)

Mar 16th

- [Membership](#)



GKAR NEWS

You Can Earn 2 MORE Con-Ed Credits on April 4th! National Speaker Opportunity - Antoine Dupont

Thank you to everyone who attended our National Speaker program on March 2nd. We are excited to welcome 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!



Fair Housing - Professional Development Series

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. This informative program is coordinated by your GKAR Professional Development Committee and sponsored by the 2022 GKAR Business Partner Fund. [Register now at GKAR.com/pro_development_programs](https://www.gkar.com/pro_development_programs).

GKAR Member Forum - This Month

What's been on your mind concerning GKAR? Do you have questions, or ideas for improvement that you'd like to share with Association leadership? Your 2022 GKAR Board of Directors is holding a Member Forum on Tuesday, March 29th, 2022 from 10:00 am - 11:00 am, in the GKAR auditorium. Current GKAR Members are invited to attend and discuss constructive improvements which will benefit Membership as a whole. [Register now.](#)

Summary of 2021 GKAR Professional Standards Cases

In 2021, there were 11 formal ethics complaints filed and 5 Professional Standards ethics hearings. The Articles of the Code of Ethics found in violation were Articles 4 and 12. If you have any questions, you may direct them to Robin Pompey at RobinP@gkar.com or (269) 382-1597, ext 114.

President's Message



Joy Watts
2022 President

[Email Joy](#)

[Contact a
2022 Board Member](#)

[Contact a
GKAR Staff Member](#)

We hope spring is in the air but it is Michigan so you never know. I do not know about all of you but this back and forth of warm and cold weather is getting to me. I am ready for the snow to be gone, the temperature to get warmer and those sellers that do not want to move in the winter to list their homes now so we can get all of those lingering buyers in homes. Let's all pray Michigan has turned the corner with winter and is moving toward to spring.

By now you should have received information that the GKAR Bylaw vote has concluded and membership has spoken. Membership has decided to make a change to the Bylaws allowing no more than three (3) people from a brokerage to serve on the Board of Directors at the same time. Now that the vote has concluded the Board and staff will be working on policy changes relating to the bylaw change. Thank you to everyone that voted and remember your vote does count when making changes to the Association.

The Professional Development Committee had a fabulous Economic Update in February. We heard from Dr. Lawrence Yun from NAR, Carla Sones and new CEO Jonas Peterson from Southwest Michigan First. If you missed the presentation, you missed a lot. Many statistics were provided for the local and national level as well as local trends, population demographics, job market stats, grants given, the expansion of the WMU Business Park and much more. GKAR has handouts of the presentation if you are interested.

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

- Approved 19 new REALTOR® Members
- Approved 1 new REALTOR® Office
- Approved 4 member reinstatements
- Approved 2 new Business Partner Offices
- Approved Committee meeting minutes

- Approved changes and additions to MLS policies required by NAR
- Reported that all 3 Task Forces have met in February and scheduled their next meetings
- The Directors are all making their phone calls to Brokers and Business Partners

If you are not aware, March offers a lot of opportunities for our membership so make sure to add them to your calendar to take advantage of them. Go to GKAR.com to register for the events:

- March 2 – National Speaker – Pamela Ermen (approved for 2 hours of con-ed)
- March 7 – Governmental Legislative Update Forum (via Zoom)
- March 9 – Membership Appreciate Wine Down with Business Partner table tops
- March 19 – Walk to End Homelessness
- March 21 – Continuing Education (via Zoom)
- March 22 – Continuing Education (in-person, this event is full)
- March 29 – Membership Forum/Townhall
- March 31-April 1 – CRS Course (this does have a fee)

The March 29th Membership Forum/Townhall is new this year. It is your opportunity to address the Board of Directors with any questions, ideas, suggestions, likes and dislikes and ways to improve. This event is open to all members - brokers, agents, appraisers and business partners. Many in our membership feel their voices are not heard so we hope you take this opportunity to speak with us openly about the association. We look forward to seeing you.

Don't forget about Daylight Savings Time on Sunday, March 13 and have a great month.

UPCOMING

Mar 7th, 2022

[Governmental Legislative Update Forum](#)

Mar 9th, 2022

[Membership Appreciation Wine Down](#)

Mar 19th, 2022

[Walk to End Homelessness](#)

Mar 29th, 2022

[GKAR Member Forum](#)

Apr 4th, 2022

[National Speaker - Antoine Dupont](#)

Apr 14th, 2022

[Professional Development Series - Fair Housing](#)

Apr 21st, 2022

[Spring 4:01 Networking Mixer - Save the Date](#)

PROGRAMS

Membership Appreciation Wine Down

More than 100 Members have already registered to attend, and we hope you will join us too for this popular fellowship gathering and Business Partner expo. Mix and Mingle with your fellow REALTORS® and catch up with your 2022 Business Partners as they showcase their products and services; we have 30+ booths to explore.

[Learn More and/or RSVP Today](#)

Walk to End Homelessness

GKAR and HRI are teaming up again to assist those who experienced homelessness in Kalamazoo – we hope you’ll join us in-person for this outdoor walk! Gather a team and raise or donate a minimum of \$35 per person (donations are not required to participate, but you’ll get a cool t-shirt with \$35 or more). Walk, run, or jog on March 19th. *[Visit the HRI website to register \(be sure to use “GKAR” or “REALTOR®” in your team name\).](#)

Be sure to let GKAR know how you are participating, so we can promote you and recognize your participation. Have a Walk team? Email TaylorM@GKAR.com and we’ll add you to the list!

EDUCATION

GKAR Continuing Education - Registration Open Now

This year, we are offering three options: live, virtual, and self-directed continuing education opportunities.

Remaining Virtual - Live/Online Opportunities

Date	Time (s)	Format; Instructor
Ongoing	On-demand	Online Self-Directed; The CE Shop
March 21 st , 2022	10:00 am and 2:00 pm	Live Virtual; DuRussel
March 22 nd , 2022 <i>At Capacity</i>	9:00 am - 2:00 pm	Live In-Person; Besner
April 4 th , 2022	9:00 am - 11:15 am	Live In-Person, Dupont
April 19 th , 2022	9:00 am - 2:00 pm	Live In-Person; Besner
April 26 th , 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 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](#)

[Jan 2022](#)

[Jan 2021](#)

[Create a Custom Report](#)

[Ranking](#) | [Production](#)

**REALTOR® MEMBER
BIRTHDAY CALENDAR
- MARCH -**

New Members -REALTOR®

Hayley Duffy | Jaqua, REALTORS®

Staci Huber | Berkshire Hathaway HomeServices MI

Chara Viktora | eXp Realty

Transfers - REALTOR®

Kara Jacobs | Berkshire Hathaway HomeServices

MI to eXp Realty

Madison Jonkman | Inspired Living Real Estate to

eXp Realty

Tami Koning | Inspired Living Real Estate to eXp Realty

Matthew Robertson | Berkshire Hathaway HomeServices

MI to Five Star Real Estate

Kelli Scheffers | Inspired Living Real Estate to eXp

Realty

Dan Thornton | Advanced Realty Global to eXp Realty

Chelsea Visser | Inspired Living Real Estate to eXp

Realty

New Secondary Member - REALTOR®

Jack Tubbs | HomeSmart LLC

Drops - REALTOR®

Todd French | Berkshire Hathaway HomeServices MI

Cody Jenkins | Live Local Properties

Sandra Rose | Berkshire Hathaway HomeServices MI

Elisabeth Schumaker | Five Star Real Estate

Alan Wartman | Golden Star Realty

MEMBERSHIP

New Secondary - REALTOR® Office

HomeSmart LLC | Jack Tubbs, Broker

Drops - REALTOR® Office

Five Star Real Estate, Three Rivers

Inspired Living Real Estate

Drops - Limited Service Only Participants

Trisha Kidd | Treystar

John Sheehan | Red Bell Real Estate, LLC

Tech Helpline is here for you!

As a reminder, Tech Helpline is a GKAR Member Benefit offering support for hardware, software, networking, and digital devices. The best part, is you have the choice of contacting their friendly and knowledgeable analysts via phone, email, or online chat.

Tech Helpline will troubleshoot problems and offer solutions, often by connecting remotely to your computer and fixing it while you relax. They can even advise you on hardware and software purchasing, and most importantly, they understand your needs as a REALTOR®. Tech Helpline is available at (866) 619-8099, support@techhelpline.com, or chat.techhelpline.com.

KEYBOX CORNER

At times you may find you're showing a property that has a Supra keybox. Accessing Supra boxes require you to either have a lease through the Southwest Michigan Association of REALTORS® or the ask the listing agent to provide you with one-time-only access to the Supra app.

[Here, you will find instructions for the listing agent to provide you with the one-time-only access.](#) The second page of the instructions will be for you as the showing agent, once the access has been 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.](#)

Northern Great Lakes REALTORS® MLS (NGLRMLS)

There is exciting news about a new agreement between MichRIC® and Northern Great Lakes MLS (NGLRMLS)! The agreement allows for cooperation and compensation between all boards in both organizations. This agreement went into effect in late 2021.

A secondary agreement was made to allow NGLRMLS listings to be viewable in flexmls. Their listings are expected to be visible in flexmls this month! When their listings are live, you will find them under the MLS of MIRealSource/MM when narrowing your fields in a *Quick Search*.

Sharing MLS Listings on Social Media - What You Need to Know First

You, as a flexmls user, have the option to share MLS listings on social media. It is highly recommended you receive permission to share from the listing agent if the listing doesn't belong to you. Each office has different policies and procedures on sharing their listings through social media sites and may choose not to.

In fact, some GKAR offices HAVE opted-out of their listings being shared on social media. A full list of the offices can be found on <https://mlshelp.com/idx-info> or on the MLS Intranet.

What does this mean for you when you see a listing you would like to share on facebook, instagram, twitter, etc?

You will need to review the list of opted-out offices prior to posting anything.

If the listing office appears on this list, it is required that you obtain permission from the listing agent before sharing the listing. As a best practice, you may contact the listing agent on every listing you would like to share, whether their office has opted-out or not.



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>

Member Central

MEMBER CENTRAL | MICHIGAN REAL ESTATE ACADEMY | CALENDARS | ABOUT | CONTACT

MLS Resources & Vendors

Make the Most of your Membership!

When you get involved, you open up a world of opportunities to build your network, your resume, and your business. Take advantage of the training benefits and opportunities available to you at GKAR.

Access MLS Tips Library

Systems

- Flexmls**
- RapattoniMLS**

Lockboxes

- SENTRILOCK**
- Supra**

GKAR MEMBER TECH HELPLINE
Phone: (800) 610-0239
Email: support@membercentral.com
Chat Chat: chat.techhelp@gkar.com
Hours: Monday - Friday, 9:00 am - 8:00 pm
Saturday, 9:00 am - 5:00 pm

GKAR HELP SUPPORT
Phone: (202) 292-1200
Email: support@gkar.com
Hours: Monday - Friday, 9:00 am - 5:00 pm

MLS EMERGENCY HOTLINE
Phone: (800) 262-1997
Hours: Monday - Friday, 8:00 am - 8:00 pm
Saturday - Sunday, 9:00 am - 5:00 pm

FLEXMLS SUPPORT