

Bearings

MAY 2022
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

May 6th

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

May 10th

- [MLS](#)

May 11th

- [Membership](#)

May 13th

- [Risk Management](#)



Join us on June 13th, at GKAR for Two Events!



GKAR Governmental Legislative Update Forum

Our next Governmental Legislative Update Forum is at GKAR, on June 13th, 2022, at 2:00 pm. This forum will feature Mary Balkema, Housing Director for the Kalamazoo County Housing Department. [Register Now.](#)



Mystery Wine Event - RPAC Fundraiser

Guests will mix and mingle and have the opportunity to enter to win one of several mystery bottles of wine. Light snacks, wine, beer, and hard seltzers will also be served. [Donate/Register.](#)

GKAR NEWS

New Business Partner
Office Years of
Membership Awards
on GKAR.com

We are thankful for our business partner members. Please help us recognize those who've achieved Years of Membership milestones with GKAR.



President's Message



Joy Watts
2022 President
[Email Joy](#)

[Contact a
2022 Board Member](#)

[Contact a
GKAR Staff Member](#)

Are you tired of frost, scattered snow showers, hot & cold weather? I don't know about you but I am definitely finished with winter and ready for the warm weather.

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

- Approved 11 new REALTOR® Members
- Approved 3 new REALTOR® Offices
- Approved 1 member reinstatements
- Approved 1 new Business Partner Office
- Approved Committee meeting minutes
- Approved the financial statements for February 2022
- The 3 task forces continue to meet and are progressing

Congratulations to John Buttery for receiving Life Member status.

Congratulations to Marty Wagar for receiving the 2022 Appraiser of the Year Award from the National Association of Appraisers.

The Membership Forum took place in March. Thank you for those that took the time to attend and provide feedback to your leadership team. Many questions were asked and answered, suggestions were made and notes were taken. It was mentioned several times that due to the lack of inventory, multiple offer situations and COVID, agent's professionalism and common courtesy has diminished. The Board is asking the Risk Management Committee to publish a reminder about best practices and common courtesies for membership. Please read it once the document is published. Also, if you have issues speak with your broker first. It is best to handle situations between brokers and agents rather than filing an ethics complaint. Sometimes a lack of understanding or a miscommunication takes place that can be resolved with a discussion rather than a filing. This would be the place to start and then if the issue cannot be resolved file a complaint with the association.

As a follow up to the phone calls the Board made to brokers and business partners in February, progress is being made. Many of the issues and suggestions were very specific to that particular company so staff has been contacting those people directly to provide information.

The Past President Forum took place in April. Thank you to everyone in attendance. You would not believe the wealth of knowledge we have at GKAR and all of the history your Past President's possess. Suggestions were made and notes were taken which will be added to the President's Book for future reference.

UPCOMING

May 12th, 2022

[GKAR Cannabis and Real Estate Forum](#)

May 17th, 18th, 19th, 20th, 2022

[Broker Prep](#)

Jun 7th, 2022

[Professional Development Series: Lead Generation](#)

Jun 13th, 2022

[Governmental Legislative Update Forum](#)

[RPAC Mystery Wine Event](#)

Aug 22nd, 2022

[Annual Golf Outing - Registration Available Now!](#)

PROGRAMS

Cannabis and Real Estate Forum Next Week - May 12th, 2022

What legal considerations exist? What might this mean for me when representing a buyer or seller? As a landlord, what rights do I have? Is there a different type of insurance needed? When it comes to cannabis and real estate, you may have many questions. At this GKAR Member Forum, panelists will discuss answers to these questions relative to residential real estate. [Register Now.](#)

Grow Your Business with Lead Generation - June 7th, 2022 @ GKAR

Dylan Handy, a National Business Development Consultant from Elevate, will be leading this interactive, high-energy session on proven and effective lead generation strategies. The audience will be exposed to new and fresh ideas on how to generate leads so they can diversify their efforts and grow their business at an escalated pace in 2022. [Register now!](#)

GKAR Annual GKAR Golf Outing Registration Now Open

We are excited to announce this year's golf outing is at [Gull Lake View Golf Resort](#); and we hope to see you on the course at this premier GKAR Member event! New this year, the golf outing will take place on Gull Lake View Golf Resort courses East AND West. [Be sure to register for this August 22nd event – teams go fast!](#) There will be an afternoon reception after golf concludes - more details to come. This is also a fundraiser for RPAC.

EDUCATION

GKAR Continuing Education

This year, we've offered three options: live, virtual, and self-directed continuing education opportunities. Go to GKAR.com/con-ed to view the full list of 2022 courses offered at GKAR.

Remaining 2022 Continuing Education Opportunities

Date	Time (s)	Format; Instructor
Ongoing	On-demand	Online Self-Directed; The CE Shop
November 10 th , 2022	9:00 am - 4:00 pm	Live In-Person; Mayo

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

Mar 2022

Mar 2021

Create a Custom Report

Ranking | Production

REALTOR® MEMBER BIRTHDAY CALENDAR - MAY -

New Member - REALTOR®

Sonya Mahoney | Berkshire Hathaway HomeServices MI

Transfers - REALTOR®

Randy Blankenship | Evenboer Walton, REALTORS to Five Star Real Estate

Taylor Boyer | Keller Williams Kalamazoo to Five Star Real Estate

Connie Bryant-Paynter | KVB Real Estate to Blu Ash Properties

Joe DeBiak | Michigan 1st Realty to Keller Williams Kalamazoo

Jody Heckman | KVB Real Estate to Blu Ash Properties

Karla Morris | Berkshire Hathaway HomeServices MI to Keller Williams Kalamazoo

Celinda Nash | Keller Williams Kalamazoo to Lakes & Country Real Estate

Deon Voss | Time Line, REALTORS to CENTURY 21 C. Howard

Reinstatements - REALTOR®

Christopher Jenkins | Five Star Real Estate

Drops - REALTOR®

Jeremy Armstead | Jaqua, REALTORS

Brittany Clark-Svendsen | eXp Realty

Nicole Conroy | Lakes & Country Real Estate

Allison Maxwell | Keller Williams Kalamazoo

Michael Palmer | eXp Realty

Nate Robinson | eXp Realty

James Souers | Kalamazoo Commercial Real Estate

Shannon Storino | Lakes & Country Real Estate

Charles Teunis | eXp Realty

David Thompson | eXp Realty

Dan Thornton | eXp Realty

Chad VanDerwall | Five Star Real Estate

Maeda VanTifflin | Lakes & Country Real Estate

Andrew Vergunst | Keller Williams Kalamazoo

Curtis Visser | Berkshire Hathaway HomeServices MI

New Offices - REALTOR®

Blu Ash Properties | Connie Bryant-Paynter, Broker

Five Star Real Estate, Portage St | Kim Anderson, Broker

Strong Properties | Sheila Strong, Broker

Drop - REALTOR® Office

Landmark Real Estate Agency

MEMBERSHIP

New Member - Business Partner Office

Rochelle Birmann | Cherry Creek Mortgage Company

New Lifetime Member - REALTOR®

John Buttery

Limited Service Only Member

Chad Vanderwall | Kalamazoo Commercial Real Estate

Drops - Business Partner Office

Guaranteed Rate

Huntington Bank

It's Moved

GKAR Years of Membership Award Recipients

Quarter Century Award

-Linda K. Hazelhoff, RE/MAX Advantage

-Christine Hadden, Chuck Jaqua, REALTOR®



KEYBOX CORNER

SentriLock is used across the United States by REALTORS®. Recently, SentiLock shared a report created by NAR, giving a summary of the showing activity through lockboxes.

Interested in seeing the report and seeing the statistics for yourself? [Find the SentiLock topic here.](#)

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.](#)

Claim Your Realtor.com Profile

As a Member of the National Association of REALTORS®, you already have a realtor.com profile that is visible on Google and in the realtor.com “Find a REALTOR®” experience. This makes finding you, as an agent, more simple for the public. However - you must first claim the profile, in order for your name to be searchable. This is a valuable and FREE feature to you as a REALTOR®.

Here's How: First, create a realtor.com professional account. [Then learn how to sync your NRDS ID so you may claim your profile and be searchable.](#) You will be given the option to confirm your MLS ID (your k number), to fully link your information. Once completed, your profile can be easily found on Google and realtor.com.

Tech Helpline's New App

Everyone has tech troubles from time to time. Fortunately, unlimited tech support is your included member benefit with Tech Helpline. They have recently launched a mobile app to their list of contact options! Now, you may connect with tech help via chat, email, phone, or mobile app. So, download the mobile app today and keep it handy. You never know when you'll need it.

- **Phone:** (866) 619-8099
- **Email:** support@techhelpline.com
- **Chat:** chat.techhelpline.com
- **App:** Tech Helpline



MLS NEWS

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

MLS Resources & Vendors

Access MLS Tips Library

Systems

- RapattoniMLS**
Phone: (866) 619-8099
Email: support@techhelpline.com
Live Chat: chat.techhelpline.com
Hours: Monday - Friday, 9:00 am - 5:00 pm
Saturday, 9:00 am - 5:00 pm
- SentiLock**
Phone: (866) 619-8099
Email: support@techhelpline.com
Live Chat: chat.techhelpline.com
Hours: Monday - Friday, 9:00 am - 5:00 pm
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Lockboxes

- SentiLock**
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MLS EMERGENCY HOTLINE
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Hours: Monday - Friday, 9:00 am - 5:00 pm
Saturday, 9:00 am - 5:00 pm

FLEXMLS SUPPORT