

Bearings

SEPTEMBER 2022
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

Sep 2nd

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

Sep 9th

- [Risk Management](#)

Sep 13th

- [MLS](#)

Sep 14th

- [Membership](#)



GKAR Elections - This Month

The annual GKAR Election will be held from 8:00 am, on Tuesday, September 27th, 2022, through 4:00 pm on Thursday, September 29th, 2022, and will be held electronically. All REALTOR® Members in good standing are eligible to run for any open position, in accordance with GKAR *Bylaws*, Article XI.

[View Leadership Pamphlet \(PDF\)](#)

[View Nominating Committee Report](#)

[Submit Your Name to the Ballot](#)

Due by 4:00 pm, Tuesday, September 6th, 2022

Open GKAR Leadership Positions:

- 2023 President-Elect (one, 2-year position; 2024 President)
- Treasurer (one, 2-year position, 2023-2024)
- Director-at-Large (three, 3-year positions, 2023-2025)

Please Note: Candidates cannot run for multiple positions in one year; no more than three (3) Directors, including Officers, from any one firm, partnership, or corporation may serve on the Board of Directors at the same time.

No Monthly User Fees in September!

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

Calling All Young Professionals!

GKAR is reviewing Member interest in creating a Young Professional Network (YPN). The YPN helps young real estate practitioners become more business savvy by hosting regular networking events, communicating with other YPN Members, and sharing tips and tricks.

Are you interested? [Complete a brief YPN Interest Form.](#)

GKAR NEWS

REALTOR® Safety Month

REALTORS® face job-related risks every day. Being aware of potential dangers and taking precautions will help you avoid risky situations.

In an ongoing effort to keep safety top-of-mind for our Members, the National Association of REALTORS® and GKAR dedicate September as REALTOR® Safety Month.

You'll see messages from us this month empowering you to take action with a variety of resources, including daily Safety Tips posted to the [GKAR Member Facebook Group](#), and details about GKAR's [REALTOR® Safety Program \(9/15/22\)](#) and NAR's upcoming [REALTOR® Safety Webinar \(9/22/22\)](#).

REALTOR® of the Year Nominations Open Now

REALTOR® of the Year Nominations for 2023, will be accepted September 1st - September 15th, 2022, on GKAR.com. 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. [Nominate a fellow GKAR Member today!](#)

President's Message



Joy Watts
2022 President

[Email Joy](#)

[Contact a
2022 Board Member](#)

[Contact a
GKAR Staff Member](#)

You know summer is over when you see those big yellow buses in the morning and afternoon, it gets darker earlier in the evenings, the mornings are cooler and of course FOOTBALL!. So much for the summer, I blinked and it is already September. Hopefully you all had the chance to enjoy summer while it lasted.

The GKAR Golf Outing and after event was on August 22. This year it was at a new location, Gull Lake View East & West. I heard wonderful feedback from the golfers about the location, the streamlined process by staff and the good food at the after event. I am not a golfer so I helped out that day and attended the after event. I encourage you to sign up next year for golf or the after event if you are not a golfer because it is a great opportunity to socialize with your fellow REALTORS® and Business Partners.

The Board of Directors resumed monthly meetings after taking July off. Here are the August Meeting highlights:

- Approved 11 new REALTOR® Members
- Approved 1 new REALTOR® Office
- Approved 1 new REALTOR® Office for an Existing Member
- Approved 4 REALTOR® Member Reinstatements
- Approved 2 New Business Partner Offices
- Approved the May & June 2022 financial statements
- Accepted the 2021 Financial Statement Audit by Seber Tans
- Extended the Sentrilock contract for another 7 years at a reduced cost
- Approved MICHRIC Specifications Committee policy language
- Lisa Faber provided a report on the NAR Leadership Summit she attended

Please congratulate Steve Nuss and Bill Reed for receiving approval for Life Membership. Also, congratulate Randy Hughey for receiving GKAR Emeritus status and his 40 years of membership.

The Board approved waiving September 2022 monthly user fees! GKAR hired a new part-time employee. Say hello and welcome Aimee Potts.

The Board and the Advocacy Committee conducted Candidate Interviews for the November Elections after the August Board Meeting. We heard from those running for Kalamazoo County District Commission and the Michigan House of Representatives. If you have not made your RPAC contribution please do so immediately because the November Election clock is ticking.

Don't forget about upcoming GKAR events and deadlines:

- Annual dues for GKAR, MR & NAR are due by September 10
- REALTOR® of the YEAR nominations is September 1-15
- Professional Development Series on Safety is September 15 and it will be interactive
- The MR Convention in Grand Rapids is September 21-23
- GKAR elections are September 27-29
- The Real Estate Negotiation Expert Course is October 4-5 with a cost of \$199
- Check the calendar on GKAR.com for more events and deadlines

Thank you for reading and enjoy the start of the fall season.

UPCOMING

Sep 15th, 2022

[REALTOR® Safety](#)

Sep 21st - 23rd, 2022

[Michigan REALTORS®
The Convention](#)

Oct 20th, 2022

[Fall 4:01 Networking Mixer](#)

Oct 25th, 2022

[Cyber-Security Forum](#)
Save the Date!

Don't Forget!

**On-Demand Leigh Brown
Course - Special GKAR
Member Rate**

- 5-Module Masterclass
 - Instructor: Leigh Brown
 - 10% off | \$199 Regular Price
- Use Code: **GKAR** at checkout. [Learn more...](#)



PROGRAMS

REALTOR® Safety Program - September 15th, 2022

Join us for this action-packed program, coordinated by your GKAR Professional Development Committee. This program is offered at no charge to GKAR Members, exclusively as a GKAR Member Benefit. Breakfast and networking begin at 8:30 am and the program will start at 9:00 am. [Save your seat now!](#)

Submit Your Nominations by October 14th - GKAR's Day of Service for Veterans

If you know a veteran who owns a home in the greater Kalamazoo area, nominations will be accepted until Friday, October 14th, at 5:00 pm. [Nominate a veteran now.](#)

Interested in volunteering to provide a day of service free fall clean-up for veterans in our community? [Sign up to volunteer.](#)

Fall 4:01 Member Networking Mixer - October 20th, 2022

Join us at Fletcher's Pub in Texas Corners on Thursday October 20th, 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

This year, we've offered three options: live, virtual, and self-directed continuing education opportunities. Go to [GKAR.com/con-ed](https://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
October 4 th and 5 th , 2022	8:30 am - 5:00 pm	Live In-Person; Madison <i>Special Pricing for GKAR Members!</i>
November 10 th , 2022	9:00 am - 4:00 pm	Live In-Person; Mayo <i>Special Pricing for GKAR Members!</i>

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](#)

[July 2022](#)

[July 2021](#)

[Create a Custom Report](#)

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

**REALTOR® MEMBER
BIRTHDAY CALENDAR
- SEPTEMBER -**

New Members - REALTOR®

- Emily Boller | Jaqua, REALTORS®
- Nathan Bonney | Five Star Real Estate
- Michelle Morton | Coldwell Banker Sneller Real Estate
- Shana Pflibsen | Lakes & Country Real Estate
- Ryan Rarick | Kalamazoo Realty
- Shannon Rasmussen | Keller Williams Kalamazoo
- Amy Scamazzo | Five Star Real Estate
- Misty Segraves | Keller Williams Kalamazoo
- Naomi Solorzano | Five Star Real Estate
- Alex Stump | Berkshire Hathaway HomeServices MI

Transfers - REALTOR®

- Tim Brown | RE/MAX of Kalamazoo to Five Star Real Estate
- Angel Calnin | Jaqua, REALTORS® to Five Star Real Estate
- Lori Knoll Ambts | RE/MAX of Kalamazoo to Five Star Real Estate
- Mary-Frances Oliphant | Five Star Real Estate to Jaqua, REALTORS®

Reinstatements - REALTOR®

- Tracy Burgess | Five Star Real Estate
- David Lambe | Five Star Real Estate
- Phillip Reed | American Professional Homes
- Dan Thornton | Advanced Realty Global

New Secondary Members - REALTOR®

- Danica Cureton | Keller Williams Kalamazoo
- Rachele Evers | NextHome One

Drops - REALTOR®

- Nick Adams | eXp Realty
- Nick Bobo | Five Star Real Estate
- Wayne Caldwell | Keller Williams Kalamazoo
- Tim Carra | Five Star Real Estate
- Linda Dean | Five Star Real Estate
- Amy Garber | Five Star Real Estate
- Melissa Holtz | eXp Realty
- Derek Meschke | eXp Realty
- Joe Starr | Keller Williams Kalamazoo

New Offices - REALTOR®

- Five Star Real Estate, Schoolcraft | Kim Anderson, Broker
- Kalamazoo Realty | Ryan Rarick, Broker

New Secondary Offices - REALTOR®

- NextHome One | Rachele Evers, Broker

Lifetime Members

- Steve Nuss
- Bill Reed

Drop - Limited Service Only Participant Member

- Jeffrey Jonas | homegenius Real Estate

MEMBERSHIP

GKAR Years of Membership Award Recipients

Quarter Century Award

- Jane Pennings, Chuck Jaqua, REALTOR®



View full lists of Award Recipients at GKAR.com/Awards.

ASK YOUR RISK MANAGEMENT COMMITTEE

You asked and the Risk Management Committee answered. View recent questions submitted to the Risk Management Committee and their answers.

Does the Seller have to accept the highest offer?

My Buyer wants to write and have me submit a "Buyer Letter." Is this allowed?

How do I write an Escalation Addendum?

[Find the answers to these questions here.](#)

What questions do you have for your Risk Management Committee? Maybe you need more information on the newest scams to avoid. Or maybe you would like clarification on verbiage in one of the Risk Management created forms. Submit your questions to SamB@GKAR.com for the Committee Members to review and answer.

Find a complete list of the Peak Performance Articles.

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

Sharing MLS Listings via Text Message

Did you know the average person takes 90 minutes to open an email, but only 90 seconds to open a text message? Flexmls has added the option to text message your contacts a listing, directly from your desktop. This has been a feature of the Flexmls Pro app for several years and now you will have the option on more devices, reaching clients in the most convenient way.

Before you can start sharing listings with your clients, Flexmls will require a one-time opt-in from the client. Text messages from your desktop will only be sent to the client once they have opted-in. An opt-in request can be found on the Contact Management page for each client.

Flexmls Field Updates

The MichRIC Specifications Committee has approved updates and additional fields be added to Flexmls.

Here is a full list of the additional or updated fields:

Field Category	Update
Design Type	Addition of Barndominium and Shipping Container
Additional Items	Addition of Vehicle Charging Station, Generator Hook-up, and
Outbuildings	Addition of Accessory Dwelling Unit
Agent-only Remarks	Character Limit increased to 800
Property Type: Condominium	Condo Project Name, Association Contact, and Association Phone to be required fields

Discontinuing Secondary MLS

Rapattoni MLS has been a secondary MLS option for GKAR for the last three years. As of September 16th, 2022, Rapattoni MLS will be discontinued. Flexmls will continue to be the primary MLS system offered to GKAR Members.

KEYBOX CORNER

While you are busy with showings on your listings, tracking who has entered a lockbox on your listing is a good habit to be in. SentiLock 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:

- Log into the SentiKey™ app on your phone
- Select the hamburger icon found in the top right-hand corner
- Select Access Logs
- All recent accesses to your lockboxes will be listed for your review