

# Bearings

OCTOBER 2022  
GKAR MEMBER NEWSLETTER

## GKAR NEWS

### COMMITTEE MEETINGS

Oct 7<sup>th</sup>

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

Oct 11<sup>th</sup>

- [MLS](#)

Oct 14<sup>th</sup>

- [Risk Management](#)

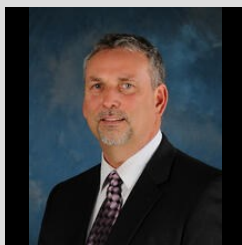
Oct 19<sup>th</sup>

- [Membership](#)



### GKAR 2022 Election Results

Thank you to everyone who participated in the 2022 GKAR Elections for 2023 Leadership, and congratulations to those elected!



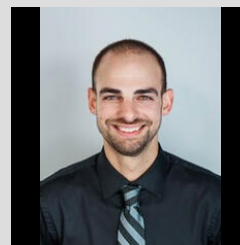
**Bill Evenboer**

2023 President-Elect



**Shelly Pattison**

2023-2024 Treasurer



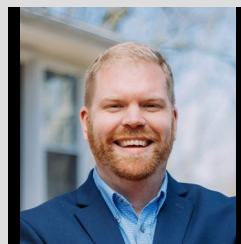
**Alex Jeffries**

2023-2025 Director-at-Large



**Chuck Kinnane**

2023-2025 Director-at-Large



**Jason Veenstra**

2023-2025 Director-at-Large

### GKAR 2023 Committee Application Opens November 1<sup>st</sup>

GKAR Committees and Task Forces are the lifeblood of the Association, serving and executing the vision for the Association, in alignment with the Bylaws, Strategic Plan, and National Association of REALTORS® Core Standards. Approximately 100 Members are selected to serve GKAR each year; contributing to the professionalism of our Membership and the real estate industry in Southwest Michigan as a whole.

**Committee Application Period:** November 1<sup>st</sup> - December 2<sup>nd</sup>, 2022

### No Monthly User Fees in October!

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

### Cast Your Vote November 8<sup>th</sup>, 2022

In August, the GKAR Advocacy Committee and Board of Directors endorsed the following candidates, as they support REALTOR® issues and local business initiatives. [Check your registered voting location now.](#)

#### State Representative

- Christine Morse (District 40)
- Julie Rogers (District 41)

#### State Senate

- Tamara Mitchell (District 19)

#### Kalamazoo County Commission

- Dale DeLeeuw (District 9)
- John Gisler (District 6)
- Monteze Morales (District 3)
- Peter Strazdas (District 5)
- John Taylor (District 5)

# President's Message



Joy Watts  
2022 President  
[Email Joy](#)

[Contact a  
2022 Board Member](#)

[Contact a  
GKAR Staff Member](#)

Hello Members,

Last week GKAR conducted our annual elections. 46% of eligible members voted which is similar to last year. I would like to congratulate the following winners:

Bill Evenboer – President Elect  
Shelly Pattison – Treasurer  
Alex Jeffries – Director-At-Large  
Chuck Kinnane – Director-At-Large  
Jason Veenstra – Director-At-Large

For those candidates that did not win, the Board and membership appreciate your willingness to run for a position on the Board. Unfortunately, not everyone can win so do not get discouraged, I encourage you to try again in the future. It took me three times before I was able to win and become a Director-At-Large. This may not have been your time to serve but it may be in the future so keep trying.

If you did not watch my video, here are your September Board of Directors Meeting highlights:

- Approved 6 new REALTOR® Members
- Approved 1 New Business Partner Offices
- Approved the July 2022 financial statements
- Approved a reciprocity agreement with the Greater Lansing Association of REALTORS®
- Approved revisions to the Condominium & Site Condominium Addendum to the Authorized Buy & Sell Agreement
- Approved revisions to the Buy & Sell Agreement specific to language for VA Buyers and the change that allows VA Buyers to pay their own wood destroying insect fee. Currently this change will only be made to the electronic forms so pay attention when using paper copies.

**The Board approved waiving the October 2022 monthly user fees!**

If you were not aware, last week Michigan REALTORS® held its annual convention. Several Board members and I were fortunate enough to attend. Various educational programs were available throughout the convention in addition to receiving con-ed credit. If you did not attend the convention or were unable to attend the last session called “Within the Law”, I encourage you to download the handout from the MR website. The link for the handout is <https://convention.mirealtors.com/> and it has wonderful examples of legal situations and outcomes. I also encourage you to attend future MR Conventions because it offers great education sessions you can apply to your business immediately. During the convention our very own Natalie Rowe was sworn in as your 2023 Michigan REALTORS® President. Congratulations to Natalie as she is the first GKAR member in 31 years to hold this honored position.

Don't forget about upcoming GKAR events and deadlines:

- Fall 4:01 at Fletcher's Pub in Texas Corners is on October 20 – it is free to attend
- Cyber Security Panel is on October 25 – find out how to prevent security issues
- A Diversity Program is November 10 which is provided by our PD Committee
- Check the calendar on GKAR.com for more events and deadlines

Thank you for reading and stay safe this month especially on Halloween with the little ones.



## UPCOMING

Oct 7<sup>th</sup>- 31<sup>st</sup>, 2022

SkeleTour

Oct 20<sup>th</sup>, 2022

Fall 4:01 Networking Mixer

Oct 25<sup>th</sup>, 2022

Cyber-Security Panel

Nov 10<sup>th</sup>, 2022

Diversity Program / At Home  
With Diversity Certification

Nov 11<sup>th</sup> - 13<sup>th</sup>, 2022

NAR REALTORS® Conference &  
Expo

Nov 24<sup>th</sup> - 25<sup>th</sup>, 2022

GKAR Closed for Thanksgiving

Dec 2<sup>nd</sup>, 2022

Installation & State of the  
Association Luncheon

*GKAR Office Closed*

## PROGRAMS

### Community Relations Committee Skeleton #6, on Michigan Avenue

Get into the Halloween spirit and check out the skeleton designed by your GKAR Community Relations Committee. The SkeleTour kicks off on Friday, October 7<sup>th</sup> and runs through October 31<sup>st</sup>. [Download SkeleTour Map \(PDF\)](#)



### Fall 4:01 Member Networking Mixer - October 20<sup>th</sup>, 2022

Join us at Fletcher's Pub in Texas Corners on Thursday October 20<sup>th</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—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.

### October is NAR's Cybersecurity Month - Join us for a GKAR Cyber Security Panel on 10/25

Join panelists, Don Mitchell from Arienne Associates Business Technology Solutions and Adam Jackson from Ron Jackson Insurance who will discuss: Cyber Security Insurance Coverage; Ransomware versus Malware; Security: Email, Network, Wi-Fi, Cyber Assistant; Safeguarding Accounts, Phishing and Hacking Prevention, *and more!* Current GKAR Members are invited to attend and learn how to enhance their online security and keep their client's information safe.

## 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
<a href="#">At Home With Diversity</a> November 10 <sup>th</sup> , 2022	9:00 am - 4:00 pm	Live In-Person; Mayo <i>Only 5 Seats Left!</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](#)

[August 2022](#)

[August 2021](#)

[Create a Custom Report](#)

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

REALTOR® MEMBER  
BIRTHDAY CALENDAR  
- [OCTOBER](#) -

# MEMBERSHIP

## TRANSFERS - REALTOR®

- Randy Blankenship | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Schoolcraft
- Taylor Boyer | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Schoolcraft
- Vikender Jaglan | Five Star Real Estate, Old Centre Rd to Five Star Real Estate, Schoolcraft
- Katharine McCune | Five Star Real Estate, Stadium Dr to O'Brien Real Estate
- Jennell Robinson | Five Star Real Estate, Portage St to Five Star Real Estate, Old Centre Rd
- Bryant Stuut | Evenboer Walton, REALTORS® to Midwest Realty Group
- Joshua Weyandt | Keller Williams Kalamazoo to eXp Realty
- Shelly Worden | Five Star Real Estate, Old Centre Rd to Chuck Jaqua REALTOR®, Inc.

## DROPS - REALTOR®

- Rob Ailstock | Zuiderveen, REALTORS®
- Lycia Baskin | Jaqua, REALTORS®
- Steven Grike | Lakes & Country Real Estate
- Melissa Griffin | Keller Williams Kalamazoo
- Jonathon Hallberg | NAI Wisinski of West Michigan
- Michael Palmer | Advanced Realty Global
- Myles Preussel | Berkshire Hathaway
- Ashley Schneider | Jaqua, REALTORS®
- Tanner Sorenson | RE/MAX of Kalamazoo
- Shana Spinney | Khoury Real Estate
- James Steinberger | Keller Williams Kalamazoo
- Bryan Washington | eXp Realty
- Gayle Zientek | eXp Realty

## RETIRING - REALTOR®

- Gail Mitchell | Century 21 Affiliated

## DROP - REALTOR® OFFICE

- Reed Realty

## NEW OFFICES - BUSINESS PARTNER

- Oak Title Services | Megan Sheffer
- Transnation Title Agency | Courtney Kellogg

## DROPS - LIMITED SERVICE ONLY PARTICIPANT

- Stacy Andrews Damman | MI Choice Realty
- Katelyn McClanahan | MI Choice Realty

## DROP - EXISTING BUSINESS PARTNER INDIVIDUAL

- Andrew Alkrie | Advantage Companies Home Inspection

## ADDITION TO EXISTING BUSINESS PARTNERS

- Loretta Cetkovic | Horizon Bank



# ASK YOUR RISK MANAGEMENT COMMITTEE

Your Risk Management Committee recently updated the *Residential Buy & Sell Agreement* (RBS) to accommodate a Veterans Affairs (VA) update. VA loans now allow for buyers to pay for pest inspections and repairs.

[View the full VA statement and update 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](mailto:SamB@GKAR.com) for the Committee Members to review and answer.

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

## MLS NEWS

### Understanding Document Permission Options

When adding documents to Flexmls, you are given four options for document permission, i.e., visibility. This permission is determined by the *Document is* section of editing or adding documents. The system will default all documents to *All Realtors* but you, as the listing agent, have the option to update the visibility to be seen by a more broad or narrow audience. Here is a brief description of each permission option:

**Public** - most visible and seen by anyone viewing the listing

**Data Share** - visible to MichRIC® members and agents with reciprocal access

**All Realtors** - visible to MichRIC® members

**Broker/MLS Staff** - least visible and only seen by your broker or local association staff

### Updated Condominium Addendum and Residential Buy & Sell Agreement

Your Risk Management Committee updated two GKAR forms, the *Condominium Addendum* (CNABS) and *Residential Buy & Sell Agreement* (RBS). The CNABS has been revamped to better serve you and your client in condominium transactions. To accommodate recent updates to Veteran Affairs (VA) loans, the RBS has been updated to no longer require only the seller to pay for pest inspection and repair.

You will soon find them both available on the e-Form options GKAR offers, dotloop and zipForms.

### New Flexmls Feature

Flexmls created a one-click comparable search option. This comparable option, will give you quick information about surrounding sales, based on filters you set in your *General Preferences*. The new one-click comparable is already available on the desktop Website and will be available on the Flexmls Pro app, soon.

[View more information and how to find the one click comparable search here.](#)

## KEYBOX CORNER

Are you familiar with the Agent Safety feature in SentiKey? This is a built-in feature to periodically check on you while you are showing properties that hold SentiLock boxes. Find more information and an Agent Safety how-to in this short video.  
[SentiLock Agent Safety Video](#)

