

Bearings

JANUARY 2022
GKAR MEMBER NEWSLETTER

COMMITTEE MEETINGS

Jan 7th

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

Jan 11th

- [MLS](#)

Jan 12th

- [Membership](#)
- [Advocacy](#)

Jan 14th

- [Risk Management](#)



Welcome 2022 GKAR Leadership



**Joy
Watts**
President
2022



**Lisa
Faber**
President-Elect
2022



**Suzette
Deaux**
Treasurer
2021-2022



**Robin
Pompey**
Chief Executive
Officer



**Charlie
Bradford**
Director-at-Large
2021-2023



**Tammy
Dykema**
Director-at-Large
2021-2023



**Marissa
Harrington**
Director-at-Large
2022-2024



**Kathy
King**
Director-at-Large
2021-2023



**Chuck
Kinnane**
Director-at-Large
2022



**Jeff
Lee**
Director-at-Large
2022-2024



**Erin
McEntee**
Director-at-Large
2022-2024



**Paul
Valentin**
Director-at-Large
2020-2022



**Jason
Veenstra**
Director-at-Large
2020-2022

GKAR NEWS

View Your GKAR 2022 Schedule!

Mark your calendar with the programs and events you don't want to miss this year. [Download the 2022 GKAR Schedule Now \(PDF\)](#)

GKAR *Bylaws* Membership Vote February 23-24, 2022 - Save the Date

The Board of Directors recently approved an amendment to the GKAR *Bylaws*. Any changes to the *Bylaws* must be approved by the Membership. Please watch your emails for more information on this upcoming electronic vote.

Member to Member Email Service Returning in February 2022

GKAR Members can promote a property or business to other Members for just \$25 per send. [Learn more at GKAR.com.](#)

President's Message



Joy Watts
2022 President

[Email Joy](#)

[Contact a
2022 Board Member](#)

[Contact a
GKAR Staff Member](#)

I hope all of you enjoyed the holidays being with family, eating great food and taking some much-needed time off. Now that the holidays are over, it is back to reality. It's time again to help our clients buy and sell homes to pay off those holiday bills. It is also the time of year that we get to make our resolutions for the New Year such as losing weight, exercising more, being fiscally responsible, to make more money, work less, take up a new hobby and more. One of your resolutions this year should include your involvement with GKAR. Whether it is to continue your involvement on a committee or task force, or increase it by taking advantage of the various opportunities and attending more events.

GKAR has a vast number of offerings in 2022 which you can view on the GKAR.com website under the calendar section. Some of those opportunities and events include:

Professional Development Series

- Economic Update from NAR and Southwest Michigan First
- Fair Housing
- Lead Generation
- REALTOR Safety
- Diversity & Inclusion

Community Relations Events

- Bowl for Kids' Sake
- Walk to End Homelessness
- Senior Ramp Build

- SkeleTour
- Day of Service for Veterans
- Kalamazoo Holiday Parade

Additional Offerings include

- Continuing Education – in person, hybrid and on demand
- National Speaker Programs – 2 different national speakers will be coming to GKAR
- Member Appreciation Wine Down
- The Membership Townhall/Forum
- Spring & Fall 4:01
- Classes – Broker Prep, Real Estate Negotiation Expert and Certified Residential Specialist
- Free Presentations – Cannabis in Real Estate and Cyber-Security
- Golf Outing
- Two different Governmental Legislative Updates and an RPAC Event

Please take the time to visit the GKAR website. View the events and dates and add them to your personal calendar so you do not miss them.

You may be called on from time to time by the Board of Directors, Committee members, Task Force members or me, asking for help with volunteer needs, answering questions or getting your feedback. We hope you will participate if asked.

UPCOMING

Jan 27th - 28th, 2022

[Michigan REALTORS®
Achieve Conference](#)

Feb 17th, 2022

[Professional Development
Series - Economic Update](#)

Feb 26th, 2022

Bowl for Kids' Sake
Save the Date

Mar 19th, 2022

Walk to End Homelessness
Save the Date

PROGRAMS

Professional Development Series: Economic Update

[RSVP NOW for the first program in the 2022 Professional Development Series, Economic Update on February 17th, 2022](#), featuring: National Report and Outlook by Dr. Lawrence Yun, Chief Economist, NAR (presented virtually); Local Report and Outlook by Carla Sones, President, Southwest Michigan First; and introducing Jonas R. Peterson, CEO, Southwest Michigan First.

Bowl For Kids' Sake 2022

Bowling is back! GKAR is excited to be supporting Big Brothers Big Sisters in the annual fundraiser, Bowl For Kids' Sake, and we hope you'll join us. In 2021 Cornhole Edition, GKAR raised more than \$7,000 with 15 teams. We will only have one shift this year: 11:00 am – 1:00 pm with only 30 lanes available at Revel & Roll.

Registration information is coming soon!

EDUCATION

GKAR Continuing Education - Registration Opens January 10th, 2022

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

Virtual - Live/Online

Date	Time(s)	Format; Instructor
Ongoing	On-demand	Online Self-Directed; The CE Shop
February 22 nd , 2022	10:00 am and 2:00 pm	Live Virtual; DuRussel
March 21 st , 2022	10:00 am and 2:00 pm	Live Virtual; DuRussel
March 22 nd , 2022	9:00 am - 2:00 pm	Live In-Person; Besner
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](#)

[Nov 2021](#)

[Nov 2020](#)

[Create a Custom Report](#)

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

**REALTOR® MEMBER
BIRTHDAY CALENDAR
- JANUARY -**

New Member - REALTORS®

Kate Henley - Adrian Real Estate

Brian Lewis - Berkshire Hathaway HomeServices MI

Victoria Vavra - Keller Williams Realty

New Office Existing Member - REALTOR®

Legit Realty Team - Ed Solis, Broker

Reinstated - REALTOR®

Nick Bobo - Five Star Real Estate, Paw Paw

Transfer- REALTORS®

Natasha Anderson - Five Star Real Estate

Kalamazoo to Paw Paw

Taneshia Crenshaw - CENTURY 21 Affiliated to

Five Star Real Estate, Kalamazoo

Kerry Keefer Fischer - Five Star Real Estate Portage
to Westnedge

David Thompson - Every Corner Realty to
EXP Realty

Rena Taylor - Five Star Real Estate Portage to
Paw Paw

Drop - REALTORS®

Wayne Caldwell - Keller Williams Kalamazoo

Douglas Maslanka - Keller Williams Kalamazoo

Montiella Robertson - Lockett-Jones Realty Group

Erica Saline - Berner Real Estate

Joseph Vergunst - Keller Williams Kalamazoo

Josh Winer - Jaqua, REALTORS®

MEMBERSHIP

Retiring - REALTORS®

Jeri Holcomb - Lockett-Jones Realty Group

Paul Kurlowicz - Jaqua, REALTORS®

Drop - REALTOR® Office

Every Corner Realty - David Thompson, Broker

Drop - Existing Business Partner Individual

Andrew Alkire - Advantage Home Inspection

KEYBOX CORNER

SentriLock's App, SentriKey® is free for you again in 2022, as a GKAR Member Benefit! Enjoy the convenience of showing property using SentriKey®, generating 1-Day Codes, the Agent Safety feature, assigning a listing, and so much more.

Find a number of guides on SentriLock's Website or watch short videos on how each function works 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.](#)

MLS NEWS

Recap of 2021 *MLS Rules and Regulations* Updates

Your MLS Committee works to keep *GKAR MLS Rules and Regulations* up-to-date according to NAR requirements and local agent needs. Here is a quick recap of the new or updated *Rules and Regulations* that were made in 2021. Click below to view the new or altered language as was submitted to the Board of Directors.

- [Implemented Section 1.2.23 Virtual Staging and Section 1.2.24 Virtual Alteration](#)
- [Updated Section 1 Listing Procedures to further define type of listings permitted in the MLS system](#)
- [Updated Section 21.1 Lockbox Equipment through Section 21.15 Supra Key Borrowing to remove language referring to the discontinued SentriCard. Language related to the SentriLock smartphone app, SentriKey, was added](#)
- [Updated Section 1.2.4 New Residential Construction Listings, Section 1.2.10 Marketing Remarks, and Section 1.2.22 Redundant Listings to relabel "Marketing Remarks" to "Public Remarks" to align with the language change in flexMLS](#)

Reminder: The full GKAR *MLS Rules and Regulations* can be found in the [Member Login](#).

ZipForms Renewal Information

GKAR will continue to offer zipForms as a Member benefit in 2022. As a Member benefit you will not pay additionally for the e-Form service, but it will be included in your monthly fees you already pay.

Just as you have done in previous years, you will need to renew your zipForm account. This typically takes place around February of every year.

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.

MLS RESOURCES

Receive Monthly MLS Tips in Your Inbox

[Update your email preferences on GKAR.com to include the MLS Tips distribution list.](#)

Remember! Always select EVERY list you want to join each time you submit the form.

GKAR
Member Central

Email Preferences

Update Your Preferences

First Name*

Last Name*

Email*

GKAR Email Distribution Lists*

GKAR Newsletter (Bearings)

Read the Listings, GKAR's update of all Association activity, Membership, programs, events, News, policy, professional members, Board of Director's decisions, etc.

Education Opportunities

Email Notifications

Member to Member Board Communication (MLT) Tips and Training