



CENTRAL MICHIGAN ASSOCIATION OF REALTORS

NEWSLETTER

VOLUME 12, ISSUE 8

August 2020

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2020

Leadership

PRESIDENT

Paul Bigard

PRESIDENT ELECT

Shelley Kemmerling

PAST PRESIDENT

Adam Vibber

TREASURER

Jim Parsons

SECRETARY

Melissa Gross

DIRECTORS

Gretchen Meeker

Emma Fuller

Sandra Jeffery

Marci Browne

AFFILIATE

DIRECTOR

Lori Young



Click Above for MI REALTORS COVID-19 Information



For MI REALTORS Toolkit Click Image

Directors Corner

New Business- The upcoming election was discussed and ideas to create interest in volunteering and Board nominations.

Motion was made to extend paying for the memberships ekey for 1 year. Supported APPROVED

Motion was made to support the MLS advisory recommendation regarding “active taking backups”. APPROVED

A motion was made to approve changes to the 2020 committee list with the addition of Shelly Kemmerling. Supported APPROVED

Motion was made to register and pay for attendance at the virtual Michigan Realtors Convention at a cost of \$200.00.



The Convention goes virtual in 2020. Register now (click the Banner above) for this redesigned experience featuring the same hallmark components our attendees have come to know and love. Choose from two great attendee options. The Express Pass is complementary and grants you access to the main stage events, networking, and Expo. Looking to earn CE? The Full Registration option gets you everything that is included in the Express Pass plus up to 7 CE credits during the event for \$50.

CMAR Mission Statement

Central Michigan Association Of REALTORS® is dedicated to serving the community by preserving private property rights and providing educational, ethical, and professional services while holding the REALTOR® to a high standard of accountability.

SEPTEMBER CALENDAR

1st	
<i>Education Committee</i>	9am
2nd	
<i>Election</i>	2pm
8th	
<i>Board of Directors Meeting</i>	9am
9th	
<i>Standard Forms</i>	9am
15th	
<i>MLS Advisory</i>	9am
24th	
<i>6-hour Continuing Education via ZOOM</i>	9am

OCTOBER CALENDAR

5th	
<i>Membership Committee</i>	9am
6th	
<i>Education Committee</i>	9am
12th-16th	
<i>CMAR ELECTIONS</i>	
13th	
<i>Board of Directors Meeting</i>	9am
20th	
<i>General Membership Meeting</i>	12pm

[**For Up To Date Google Calendar Click Here**](#)

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Carl D. Crawford
Home Inspector

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cdcrawford65@yahoo.com
certifiedhomeinspectionsofmichigan.com



Certified Inspected

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Legal Lines – Questions of the Month

With the help of McClelland & Anderson, we are taking the most recently asked questions from our Legal Hotline and putting them in E-News. We will be featuring different questions each issue.

QUESTION: Can a broker advertise in a name other than the one in which its license is issued?

ANSWER: Yes, but only if it has an assumed name on file with the Corporations Bureau and with DLARA.

QUESTION: Can we use a team name that does not include any of our team members' individual names – for example, "Best in the West Team?" Each advertisement also will contain a particular team member's individual name (and of course the broker's name).

ANSWER: Yes. The Occupational Code does not prohibit this. However, there may be liability issues if the team name/advertisement suggests that the team name is a legal entity apart from the brokerage firm. Your broker's corporate shield and insurance coverage does not protect you if you are not viewed as doing business in the broker's name. You and your broker will want to discuss this matter with your broker's insurance agent.

QUESTION: Should I sign listing contracts and agency disclosure contracts using my team name?

ANSWER: No. Both forms should be signed on behalf of your broker using your individual name.

For more legal resources, visit law.mirealtors.com.

CMAR SALES SINGLE FAMILY COMPARISON

August	2019	2020
Units Sold	116	128
Average Sale	\$137,406	\$177,522
Total	\$15,939,171	\$22,722,830



CMAR In Co-Sponsorship with Rick Conley of Real Estate Education Services

Present



6 Hours of Continuing Education via



Classes: Michigan Legal Update—2020 (2 legal Credits)

Date: September 24th 2020

Code of Ethics (Required by NAR) (2 elective credits)

Time: 8:45 Join Zoom Meeting, Class 9am—2:20Pm

Personality Traits Management (2 elective credits)

Two 10 Minute Breaks and no lunch hour

Call 989-773-2564 or use [Online Registration](#) to Register.

Zoom Rules:

1. You must have a camera on your device. Live face required throughout the day. You may un-mute your microphone during discussions. Chats allowed.
2. You cannot be sitting by the pool reading magazines and sipping martinis; You cannot be driving in your car whereby I am looking up from your device at your steering wheel and headliner; You cannot be sleeping with drool running down your face; "Oh Yes, this has all happened."
3. If you are technologically challenged, you may double up with ONE other person whereby I see two faces.
4. I am not your Zoom trainer, nor can I help with technology issues. It is strongly advised you download a free Zoom account and practice. www.Zoom.us. Zoom account not required.
5. You are encouraged to have your materials printed and in front of you, but not required. You may just follow the Power Point presentations. Upon request, Rick will email you a copy at end of day.

AGENTS ON THE MOVE

New REALTOR Members:

Danelle Schafer, Results Realty

Jennifer Hubble, Praedium Realty

Transferred Agents/Brokers:

Jessica Vinciguerra, to Five Star Real Estate

Gaylor Koutz to Five Star Real Estate

Instructor Rick Conley has over 30 years of residential real estate experience. Rick the leading instructor in Michigan teaching real estate continuing education classes and NAR/REBAC/CRB Designation and Certification courses. Rick strives to engage his students in a practical open forum maintaining interest for a positive and lasting experience and promotes himself as an ongoing resource for all.

SRES, ePRO, ABR, GREEN, SFR, GRI, HAFA, SRS, RENE, and REBAC Hall of Fame Inductee.



Adam Florian, Owner

Licensed and Insured

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Presidents Report

I hope August finds you healthy, very successful and stress free! The Central Michigan Real Estate market is in full summer momentum and is very exciting. Realtors are back to work with great focus and dedication. After a forced layoff, it is great to see great people coming together to serve the buyers and sellers in our community once again. As I have mentioned in the past, Realtors are step up people. As our market continues to open up, please continue to do your great work in a safe manner.

The Election committee is hard at work searching for candidates who are ready, willing and able to serve our great association. As I have mentioned in the past, I have been asked a number of times to run for an elected position. It took me years to realize that I had more to offer than I realized. When someone asks you to run for office, consider that a compliment. I am honored to serve our Association even in this crazy year of 2020! As we have witnessed all year long, Realtors are step up people. Please seriously consider serving your association by putting your name on the ballot for an elected office or as a committee chair or as a committee member. Volunteer service pays you back in many ways. The short time commitment is rewarding because you are helping your fellow peers to become more professional, you are helping your industry to be a leader in your community and your are helping by giving of yourself.

I want to thank the members who contributed to the relief effort in Midland and Gladwin Counties. Do remember the need of these communities will be ongoing. Thank you to Director Emma Fuller for taking the time to deliver the items that were gathered at the CMIAR office. She did say that laundry soap and bleach would be an item in continuous need in that area.

Your Board of Directors encourages all of our committees to meet on a regular basis. You have the ability to meet online through our Zoom account or you can meet outside as your Directors did this past week. We met at island park. The response was very gratifying to once again feel one step closer to normal. Please continue to discuss the SWOT goals that your committee identified way back in January of this year. Thank you for doing the food committee work for our association.

I talked with a member today who told me that life is what you make of it. So very true. Stay safe and stay strong. Work hard for a better future.

That's who we R.

MLS Advisory Committee

New Business:

- Correctly Identifying and listing home styles: Concern was expressed that home styles are not being entered correctly. The question was raised of whether this is an agent attempting to better promote their listing or a need for more education due to lack of knowledge. The committee felt that, since this is a required field, it should be reported correctly. Some felt that education as to home styles may help. Committee asked NGLRMLS to take this issue to their next NGLRMLS meeting for discussion.

Old Business:

- Confidential Listings: Discussion took place. Suggested changes will be brought to the committees next meeting
- MLS Survey: Review and discussion took place. Some members would like a breakdown of violations and fines: Can this be done? A question was raised regarding the quality of photo's, question was asked weather it would help to reduce the total number of Photo's allowed. We will have to check on these items with Lora. Committee decided that we could now release the survey to the total membership.
- Covid Listing/showing abuse. Discussion continued from our last meeting
- Committee member replacement: Policy and procedures stated that the committee will have a minimum of 7 members. We have functioned with 6 for the past 2 months. This vacant position needs to be filled.

Education Committee

Rich Conley Con Ed, discussion about September 24th Class

October GMM, Discussed if we need more than elections on the program. General feel was no. Will it be a Zoom call or in person or hybrid. It is planned to be a lunch meeting. Common consensus was that executive orders will determine what we can do.

Next Meeting 9/2/2020



Bill Winter
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REALTORS OWN IT COINS

REALTORS® Own It Coins celebrate REALTORS® Own It Spirit -- *that when we take ownership of our associations, change happens, and when we each bring our unique gifts and insights to the table, our organization evolves.*

Current Owners of coins and number they have:

Emma Fuller—II

Shelley Kemmerling—III

Cheryl Reeves—I

Douglas Labelle—I

Dallas Agle—II

Randy Golden—II

Sandra Jeffery—I

Steven Stressman—II

Krystal Campbell—I

Greg Hall—I

Adam Vibber—I

Sandi Jeffery—I

Lori Gamble—I

Marci Browne—I

Lori Young—I

Alaina Wills—I

Gretchen Meeker—I

Susan Massaway—I

If you have received a coin you can register it [here](#)

If any you have changes to above information contact:

Trevor@cmiar.com



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Members Leaving CMAR

Rene Pastotnik, Century 21 Pioneer
Pam Janes, RE/MAX Mt Pleasant Realty

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For questions or to learn more about Wildfire's commercial real estate lending, please contact:

Angela Hine
VP, Business Service
ahine@wildfirecu.org



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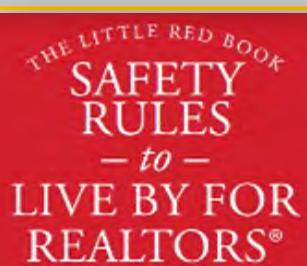


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Never talk about your clients to their friends, neighbors, etc. Don't keep sensitive info on your computer. Have clients send that information to the closing attorney or lender directly.

DESPINA K., BETHANY BEACH, DE



Contributors

June CMAR dues 2020 Billing Cycle

Dallas	Agle	Gayleen	Eberhart
Michael	Ward	Daniel	Johnson
Jayson	Sumerix	Carol	Franklin
Marci	Browne	Julie	Short
Gretchen	Meeker	Matthew	Robertson
Cindy	Rank	Mary Rose	Beard
Burton	Schoder	Randi	Wynne-Parry
Renee	McConnell	Kristi	Bush
Carme	Schafer	Rene	Pastotnik
James	Wideman	Kurt	Fisher
Clare	Fleming	Dave	Bowers
Krystal	Campbell	Pam	Bowers
Barbara	McCollom	Laurynn	Shugart
Amberly	Zimmer	Nicole	Nagy
Michael	French	Ryan	Griffus
Steven	Forstner	Erick	Mendez
Paula	Arndt	Patti	Warnke
Susan	Welling	Susan	Smoker
Richard	McGuirk	Allen	Block
Melissa		McNally	Hilts
Joe		Reeves	Keating
Cheryl		Pavlik, Jr	Stressman
John		Engler	Stressman
James		Skinner	Paula
Tressia		Bliss	Adam
Elizabeth		Cozzie	Timothy
Matthew		LaHaie	Shelley
Darlene		Ervin	Steven
Erica		MacGregor	Peter
Helen		Fuller	Cynthia
Emma		Olivieri	Jack
Joseph		Olivieri	Amy
Todd		Jeffery	Christina
Sandra		Stephenson	Stephenson
Jessica		Weburg	Krista
Danielle		Rush	Connie
Julie		Noteboom	Jessica
Nicole		Thodoroff	Austin
Carrie		Gross	Ryan
Melissa		Morris	Daniel
Deborah		Karbowski	Bridget
Kelly		Martinez	Linda
Felix		Hall	Ben
Greg		McGuire	Larry
David			Tiffany
			Grocholski

Election Committee

The Election committee has been very busy between newsletters. Here are excerpts from their minutes.

7/24/2020: Open Issues, Discussion

Regarding promoting new involvement– Broker meeting encouraged to be held so that brokers could encourage their agents to become involved. Suggested they ask them to bring up the topic in their next staff meeting.

New Business: Positions needing to be filled discussed. Nomination form plan put into place and to be reviewed August 14th. Slate of candidates needed by September 4th

8/14/2020 Open Issues, Submitted

Testimonials have been posted. Brokers have been reached out to encouraging them to discuss with their agents joining committees and running for board positions. Follow up will happen for responses are received , if any.

New Business: Nomination forms were reviewed. List of candidates were divided among committee members, who will be responsible for contacting nominees on their list to see who is willing to run. Deadline to contact nominees is August 19th, 2020.

Deadline to submit our list of candidates to the Board is at the next Board meeting, Sept, 8th 2020.

8/20/2020 Open issues: Reviewed list of potential candidates. Each Member will go back to their list of nominees and attempt to lock in the “maybes” and speak to the Director Candidates regarding 1 year or 3 year terms. Deadline for final list is August 28th, 2020.

Thank you for your Support