



# BCAR NEWS

Branch County  
Association of  
REALTORS®

Volume 1, Issue 7  
08 May 2018

## CONGRATULATIONS and Happy Anniversary Branch County Association of REALTORS® 2018 is 60 Years!

### Cliffie Bowers Scholarship Luncheon

### Please thank our hosts for our luncheon Branch County Abstract & Title and Century Bank and Trust!

As many of you know we have renamed the Branch County Association of REALTORS® White Elephant Scholarship Auction to “Cliffe Bowers Scholarship Fund”.

This year through your incredible donations of items for the auction and enthusiastic bidding you surpassed last years total of four \$500 scholarships.

Not only did we have a great time we raised \$4900 and with the Bowers Family donation of \$500 giving us enough for ten \$500 scholarships to Branch County High School Seniors this year!

## BCAR MEMBERS ROCK!

### AgentSquared FAQ

**What is it**—one-click agent/broker Broker Reciprocity (IDX) property search websites at NO EXTRA COST TO YOU. Smart website, it connects your listings and contacts (free features) and your saved searches (paid feature) from FlexMLS to your AgentSquared Website. Unlike the i-frame that is currently offered through the FlexMLS IDX Lite product, AgentSquared is a full website and is hosted by AgentSquared.



### Important Dates:

Mothers Day	13 May
BOD Mtg 0800	17 May
Memorial Day	28 May
MichRIC Managers Mtg, BCAR Closed	01 Jun
Leadership Summit Registration	06 Jun
Brokers Meeting 0830	14 Jun
MLS Dues 3rd Qtr Due	15 Jun
Fathers Day	17 Jun

### Event Sponsorships

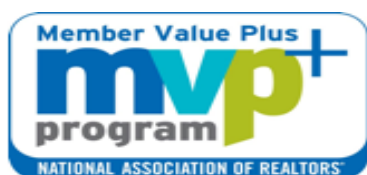
- **27 June Food Drive**  
Host GreenStone Farm  
Credit Services JT's
- **10 Sept Safety Class**  
Host Blue Ox Credit  
Union
- **TBD Christmas Party**

## Things you can share with your Clients & Customers

- [Houselogic](#): Lots of tips for organization, staging, etc.. That you can share from your Facebook or twitter accounts for your clients
- [Homeownership Matters](#): Sign up for updates to learn about the legislation's impact on homeowners!
- Michigan Voter-Driver License-Personal ID Address Change Form: Available on [www.bcarealtors.com](http://www.bcarealtors.com) under [Community Links](#) for your buyers
- [Down Payment Resource](#): Have a buyer who just doesn't have the payment share this link to see if they qualify.
- [MSHDA](#): Also has a down payment program, are you interested in being a Rental Developer that's there too!
- [Art Van Home Rewards Program](#): Have a buyer that is closing you can gift them \$300 in gift cards and you don't have to spend a dime a benefit of being a MAR member.

## Industry News

- [How to Comply With New Data security Rules](#): General Data Protection Regulation (GDPR) takes effect 25 May, the new rule governs how all websites and businesses treat the data belonging to EU residents.
- [Study: May is Luckiest Month for Sellers](#): May saw the largest premiums above the estimated market value of 5.9% on average—higher than any other month during the year.
- [Zen Design Takes Over Luxury Listings](#): more luxury buildings are trying to lure buyers by touting amenities focused on finding inner peace and lowering stress.
- [The West, South Lift New-Home Sales](#): Builders saw more sales of newly built single-family homes last month as the spring selling season got underway.
- [Housing Costs Up 9% for Entry-Level Buyers](#): monthly payments for an entry-level home is on the rise and rising costs may be one reason why first-time buyers are making up a lower share of buyers this spring.
- [Fed Decides to Leave Rates Alone—For Now](#): it will not raise rates and keep its benchmark interest rate unchanged despite rising inflation.
- [Appraising Lakes Beyond Front Footage](#): when attempting to determine the value of lakefront property, there's so much more to the equation than just measuring waterfront space.



A program created  
for members to earn  
rewards by taking action  
[Learn more+](#)

**[May 1-15th Action](#)—Download a free product or make a purchase from the REALTOR® Store; Your Reward—The Who, what, Where and How of Live Streaming and Video Marketing Webinar Download.**

## SAFETY INFORMATION

- ◆ **Are You Safer Working on a Team?** Conducting showings in a group of colisting homes doesn't alone necessarily make you less of a target for criminals. Safety procedures are just as important for teams as individual agents. Here's how to make personal security part of your team's culture.
- ◆ **Planning Your Safety Strategy: Keep safety awareness top of mind—Safety at the Office**
  - 1) Know staff in other nearby businesses know their schedules
  - 2) Ensure all doors other than main entrance are secured
  - 3) Make certain windows are not obscured so passersby can see in
  - 4) Make sure there is a clear exit route from the service desk to the door
  - 5) Never allow visitors to wander freely about the business, meet in the front office and escort to meeting area
  - 6) Have a visitor log book and policy on issuing visitor tags
  - 7) Working late or alone indicate to anyone that you are not alone, say "My supervisor will be right with you and should be able to assist you"
  - 8) Keep personal information private avoid discussing when you live, vacation plans
  - 9) Never leave valuables, purses or wallets where they can be seen
  - 10) Lock away personal letterhead and business cards to avoid use by unauthorized people
  - 11) Mark equipment for easy identification if stolen
  - 12) Lock up audio/visual equipment when not in use
  - 13) Secure spare and master keys in locked cabinets
  - 14) Protect client information, lock client information up that can be used to identify customers and employees.

**Free RPR Webinar**—5Cs of a Successful Farming Strategy to help you "Break The Ice" with the Homeowner. CE Marketplace Certified for one (1) hour credit.

**Michigan Realtors® Scholarship Trust Applications Due 5.31.18**—provide assistance towards higher education of future real estate professionals. If you know of a college student seeking a career in the field they may be eligible to receive up to \$3000 in awards. Deadline 31 May 2018 for the following academic school year.

**Tech Edge Lansing, MI**—Register Now for June 7, 2018, will be at the Cadillac Room.

**Michigan REALTORS® Web Portal**—if you have never logged in use your 9 digit NRDS number for username and your Last Name as your password. Don't know your NRDS number it is on your Realtor® magazine mailing label and also your NAR Membership Identification Card. Still don't know you can find it by going to the link at the web portal or NAR and looking it up.

**DotLoop Trainings**—Webinars on April 26, 2018

Basic Skills-8am, 10am, 12pm, 2pm, 4pm, 6pm click on the link for registration

Advanced Features-9am, 11am, 1pm, 3pm, 5pm, 7pm click on the link for registration

**FlexMLS Changes**—coming soon you will see some changes to the fields.

**Association Fee;** Assoc. Buy In Fee; Assoc. Payable (with choices) Monthly, Quarterly, Semi-Annual, Annually, Other—these will be added to Land and Multi-Family Property Types.

**Outbuilding** alpha/numeric);; Dimensions(alpha/numeric); SqFt, Ceiling Height; Door Height; Floor Type(dropdown selections of Concrete, Dirt, Stone, Wood); Electric; Water; Bathroom; Heated; Insulated:(all these fields will be a yes check box)

**Default on Listing Input for Disclosures**-will be set to "All Realtors" if you want it to be "Public" you will have to make that change.

**Data Sharing on RPR**—will show compensation fields only for all MichRIC Members and Greater Lansing Association and will not display for any Data Sharing Association where there is not an offer of compensation.

**MLS Rules of Branch County Association of REALTORS®**

**Section 2.6: Reporting Resolutions of Contingencies:** The listing broker shall report to the multiple listing service within 24 hours that a contingency on file with the multiple listing service has been fulfilled or renewed, or the agreement cancelled.

**Section 2.7: Advertising of Listing Filed With the Service:** A listing shall not be advertised by any participant, other than the listing broker, without the prior consent of the listing broker.

**Section 2.8: Reporting Cancellation of Pending Sale:** The listing broker shall report immediately to the multiple listing service the cancellation of any pending sale and the listing shall be reinstated immediately.

**Section 2.9: Disclosing the Existence of Offers:** Listing brokers, in response to inquiries from buyers or cooperating brokers shall, with the seller's approval, disclose the existence of offers on the property. Where disclosure is authorized, the listing broker shall also disclose, if asked, whether offers were obtained by the listing licensee, by another licensee in the listing firm, or by a cooperating broker. (Amended 11/08)

**Section 2.10: Availability of Listed Property:** Listing brokers shall not misrepresent the availability of access to show or inspect listed property.

**Refusal to Sell**

**Section 3: Refusal to sell:** If the seller of any listed property filed with the Multiple Listing Service refuses to accept a written offer satisfying the terms and conditions stated in the listing, such fact shall be transmitted immediately to the Service and to all Participants.

**Prohibitions**

**Section 4: Information for Participants only:** Any listing filed with the Service shall not be made available to any broker or firm not a Member of the MLS without the prior consent of the listing broker.

**Section 4.1: "For Sale" signs:** Only "For Sale" signs of the listing broker may be placed on a property. (Amended 11/89)

**Section 4.2: "Sold" signs:** Prior to closing, only the "Sold" sign of the listing broker may be placed on a property, unless the listing broker authorizes the cooperating (selling) broker to post such a sign. (Amended 4/96)

**Realtor® News**

- [The REALTORS Legislative Meetings & Trade Expo:](#) May 14-19 Washington, DC
- [Leadership Summit for 2019 Leadership:](#) August 5-7 in Chicago at the Sheraton Grand Hotel.
- [Michigan Realtors Convention:](#) September 26-28 at Grand Travers Resort & Spa.
- [Realtors Conference & Expo:](#) November 2-5 in Boston Massachusetts, registration opens in May 2018.

**Want to know about Michigan REALTORS® Events? Text "Michigan Realtors" to 25827**

- MSHDA and Cinnaire Asset Management Conference 2018: September 19 & 20 Lansing Center  
Registration details coming in July

**Legal Information**

- [Letter of The Law](#)—New April "Coming Soon" Revisited

You can also earn CE by complete these Legal CE Marketplace certified video courses at your own pace. Have you seen the [Michigan Realtors® Legal Hotline FAQ Magazine?](#) You can read or download it to check it out follow the Link.

- [Window To The Law](#)—NAR Legal Updates
- [Challenge to MLS Access Dismissed](#)—Michigan federal court dismissed lawsuit by attorney seeking MLS access without joining the association. Court finds that membership requirement isn't a constrain on competition and is reasonable for associations to tie membership to MLS access.

**SUPPORT YOUR MEMBERS**

Advanced Home Inspections  
 Apollo Home Mortgage  
 Blue Ox Credit Union  
 Branch County Abstract & Title  
 Century Bank and Trust  
 Chemical Bank  
 City of Coldwater  
 Devon Title  
 Greenstone Farm Credit Services  
 Honor Credit Union  
 Infinity Mortgage Associates  
 PNC  
 Southern Michigan Bank & Trust  
 Wells Fargo  
 Appraisals Associates Inc.  
 Catherine Kibiloski Appraisals  
 Southern Michigan Appraisals  
 Fields Appraisals  
 Gus Patrick Appraisals  
 Hurley Associates Appraisers  
 Krebs Appraisal Service  
 Matt Bovee Appraisals  
 McKinney Appraisals  
 Michiana Appraisal Services  
 Pierce Appraisals  
 Shenefield Appraisals  
 Steffey Appraisals  
 R.S. Thomas & Associates  
 Vicki Kibiloski Appraisals  
 Kristina Sammons Appraiser  
 Paradine Appraisals

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The voice for real estate in Branch County



**We're on the Web**  
[www.bcarealtors.com](http://www.bcarealtors.com)

## NAR Benefits News

**Start 2018** Off right with QuickBooks® Self-Employed and Turbo Tax as a NAR member you get a discount on both through the REALTOR Benefits® Program and your family members can take advantage of this discount as well!

**Appraiser Member Benefits** Local Association Services including MLS access, legislative and regulatory efforts, RPR, NAR participation in the Appraisal Foundation, Real Property Valuation Committee, Realtor Benefits and more!

**2018 Benefits Catalog** check it out on our website under "Members Only" "Information and Links" Section.

**NAR Facebook Benefits**

**NAR Website Benefits**

**MAR Website Benefits**

**Featured benefits there are multiple ones right now so go to NAR and check them out.**

## Code of Ethics 2018

### Article 10 Duties to the Public

Realtors® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. Realtors® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Amended 1/14)

## By-Laws of the Branch County Association of REALTORS®

### Article VI – Privileges and Obligations

**Section 1.** The privileges and obligations of members, in addition to those otherwise provided in these Bylaws, shall be specified in this Article.

**Section 2.** Any member of the association may be reprimanded, fined, placed on probation, suspended, or expelled by the board of directors for a violation of these Bylaws and association rules and regulations consistent with these Bylaws, after a hearing as provided in the Code of Ethics and Arbitration Manual of the association. Although members other than REALTORS® are not subject to the Code of Ethics or its enforcement by the association, such members are encouraged to abide by the principles established in the Code of Ethics of the NATIONAL ASSOCIATION OF REALTORS® and conduct their business and professional practices accordingly. Further, members other than REALTORS® may, upon recommendation of the membership committee, or upon recommendation by a hearing panel of the professional standards committee, be subject to discipline as described above, for any conduct, which in the opinion of the board of directors, applied on a nondiscriminatory basis, reflects adversely on the terms REALTOR® or REALTORS®, and the real estate industry, or for conduct that is inconsistent with or adverse to the objectives and purposes of the local association, the State Association, and the NATIONAL ASSOCIATION OF REALTORS®.

**Section 3.** Any REALTOR® member of the association may be disciplined by the board of directors for violations of the Code of Ethics or other duties of membership, after a hearing as described in the Code of Ethics and Arbitration Manual of the association, provided that the discipline imposed is consistent with the discipline authorized by the professional standards committee of the NATIONAL ASSOCIATION OF REALTORS® as set forth in the Code of Ethics and Arbitration Manual of the National Association.

## Policy Manual of Branch County Association of REALTORS®

### SECTION 3 - COMMITTEE STRUCTURE

#### Section 3.1 Committee chair's responsibilities

1. Plan and conduct effective meetings by distributing advance agendas with the assistance of staff liaison in order to make best use of committee members' time.
2. Understand the financial aspects of the committee. All net income from events shall become a part of the Association's operating budget.
3. Coordinate with the staff plans, actions, mailings, etc., pertinent to the committee.
4. Insure that motions made in committee sessions are placed in writing as part of the committee minutes.

#### Section 3.2 Committee member duties

1. Be available to attend committee meetings.
2. Be responsible to research, define and offer input to any committee assigned to.

#### Section 3.3 Policy regarding communications to committees

Information, questions, complaints or any other issues that arise that directly involve any BCAR committee will be forwarded to that committee chairperson as well as the President. The committee will notify the President of all of their meetings.

#### Section 3.4 Policy regarding recommendations from committees

Recommendations from committees shall be reviewed by the Board of Directors at their next regularly scheduled meeting. Decisions by the BOD on recommendations from committees shall be final.