MESSAGE FROM THE PRESIDENT

What would it mean to your business to have more control, more accuracy, better timeliness and know that you only needed one point of entry that you and your brokerage had 100% control of where your listings are allowed to show up? Good news, it’s on it way and it’s called Upstream, it’s a collaborative effort that was started by brokerages of all sizes with the main goal: put the control of listing data in the hands of the brokers and agents. That is a good thing.

A great visual of the way it works now with companies like ListHub (etc.) is ListHub pulls the info from the MLS and then third party vendors pull from ListHub. Upstream as you can see below is a Push, and it starts at the Broker input level. The listing goes into Upstream which will have the same data fields for all brokers in all associations in all locations.

Too often I see agents taking a position of disregarding the national initiatives until they are in place then respond with frustration or complaining. This is one that we all should be in the know about and advocating for because it truly puts the broker and agents in control of the listing data.

Upstream is being beta tested in five MLS systems across the US; Northstar MLS is one. If you have membership in another MLS and aren’t hearing about this in a positive way it’s probably because many of the bigger MLS vendors are speaking negatively about Upstream because it transitions the power of data away from them.

Bottom line that I believe all Brokers would agree that the Broker and the agent should be in control of their listings. Our industry has had technology gaps and there were tech companies smart enough to create a product to fill that gap which is how we got to where we are. Now, it’s years later and the long term effects of allowing others to have more control of our data is clear. Thus the work that was started by brokers of all sizes and then partnered with NAR in a collaborative effort to get it right for all of us.

If you have any questions feel free to reach out to me at 218-454-4300.

Carrie Lee,
Keller Williams Realty Professionals
carrielee@kw.com
MESSAGE FROM YOUR CEO

The Education and Product Showcase was all in all a huge success! GLAR had 40 booths this year and MMBA had 12. GLAR had two half day classes and MMBA had a full day class. And lunch was great – GLAR opted for a box lunch so if you wanted you could have your food while you visited the vendors. Some chose to sit and eat and there seemed to be plenty of seating room.

Thank you to all of you who filled out the survey. The comments are very informative and taken into consideration. Some of the comments we received were concerned about having classes side by side, low ceilings, lighting, and parking convenience. Most comments were positive and the consensus was to continue with the event.

Now to get down to the nuts and bolts of the event. When looking at venues, Breezy Point offers a great central location to our members and a great value. The other resorts charge ala cart for all services, tables, chairs, silverware, linens, room rentals, etc. so the Special Events Committee has chosen to stay with Breezy Point as they only charge for the food, everything else is complimentary. Should there be any other ideas of possible locations for future events please let the Special Events Committee know, they are always open to new.

All those involved in making this a great event, vendors, speakers, committee and you, the MEMBERS - a big THANK YOU!

Janie Weston, CEO
Janie@greaterlakesrealtors.com
218-828-4567

Go to the GLAR Facebook page for more photos!
March Education Classes at GLAR

March 8  Instanet - Transaction Desk  10:00 - 12:00  2 hrs credit
March 8  Comparative Market Analysis  1:00 - 4:00  3 hrs credit
March 9  Tax Write-Offs for the Self Employed  8:30 - 5:00  7.5 hrs credit
March 22  Agency and Fair Housing  1:00 - 3:00  2 hrs credit
March 29  MLS Basics  12:30 - 4:30  4 hrs credit
March 30  Stats in MLS  9:30 - 11:30  2 hrs credit
March 30  Customizing MLS  12:30 - 2:30  2 hrs credit

Register at www.greaterlakesrealtors.com

$TOP

Purchase your 2016-2017 GLAR Education Card

This card entitles you to 80+ hours of approved education and includes the MAR required module.

$95  new members
$125  current members
$175  non-member cost

We accept Visa and MC, transaction fee applies

Mail a check, give us a call, or drop by the GLAR office for your card

note: this card does not cover any fines incurred if you don’t pre-register or cancel classes

Valid through September 2017 Education Cards are non-refundable.
<table>
<thead>
<tr>
<th>COMPANY</th>
<th>CONTACT</th>
<th>EMAIL</th>
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</thead>
<tbody>
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## GLAR AFFILIATE MEMBERS

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</table>

### Breakfast with the GLAR Board
March 28, 9:00 am, West Forty - Park Rapids  
March 29, 9 am, Prairie Bay - Baxter

### Lunch with the GLAR Board
March 28, Noon, Jimmy’s - Walker  
March 29, Noon, Maucieri’s - Crosslake

### Happy Hour with the GLAR Board
March 28, 5:00, Anchorage Inn - Longville

All members are invited, complimentary breakfast, lunch, appetizers!

**RSVP at greaterlakesrealtors.com, Upcoming Events**
GLAR LEADERSHIP TEAM 2016 - 2017

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GLAR COMMITTEES

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Galen Johnson
Albin Kuschel
Jim Ruttger
T.J. Simon
Pete Thomes

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Doug Zaske, Chair
Sheila Holley, Director
Tim Nelson
Mike O’Connell
Matt Pecarich
Viny Van Roekel

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Sheila Holley, Director
Tim Nelson
Mike O’Connell
Matt Pecarich
Viny Van Roekel

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Jim Fogarty, Director
Traci Balder
Dolly Matten
Preston Peters
Keith Schwankl
Breanna Sheley
Dennise Sonnee
Dinah Sundberg
Sandy Swanson

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Dennise Sonnee
Dinah Sundberg
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T.J. Simon, Director
Bill Brekken
Kevin Goedker
Doug Kern
Dolly Matten
Carrie Ruud
Brad Wadsten

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Carrie Ruud
Brad Wadsten

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Sandy Swanson, Director
Sandy Bebler
Steve Gall
Krista Norquist
Matt Przybilla

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Sandy Bebler
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Matt Przybilla

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Becky Sandelands, Director
Jack Antolak
Galen Johnson
Rod Osterloh
Jim Ruttger

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Becky Sandelands, Director
Jack Antolak
Galen Johnson
Rod Osterloh
Jim Ruttger

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Suz Pohl, Chair
Bill Satre, Director
Chris Jacques
Anthony Koop
Jeremy Ryder
Marty Schwab

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Bill Satre, Director
Chris Jacques
Anthony Koop
Jeremy Ryder
Marty Schwab

SPECIAL EVENTS
Mike Koop, Chair
Shayna McCulloch, Director
Pam Braland
Jodie Garceau
Sam Horn
Carolyn Olson
Rebecca Sellnow
Shanks, Sindy

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Shayna McCulloch, Director
Pam Braland
Jodie Garceau
Sam Horn
Carolyn Olson
Rebecca Sellnow
Shanks, Sindy

TECHNOLOGY
Tom Sandelands, Chair
Matt Wadsten

TECHNOLOGY
Tom Sandelands, Chair
Matt Wadsten
MEMBERSHIP UPDATE

Bennett, Scarlet - Thunder Lake Realty
Bittmann, Chad - LakePlace.com
D’Angelo, Frank - Exit Realty Nexus
Jorgenson, Mitch - Bill Hansen Realty
Osbornsen, Darcy - Lakes Appraisals
Palony, Peter - RE/MAX Lakes Area Realty
Remmick, Angela - Lifetime Fat Loss Center/Baxter
Waaraniemi, Dustan - Spirit Valuation Services

NEW GLAR MEMBER APPLICATIONS

Anderson, Antje - Positive Realty
Borg, Raelyn - Century 21 Brainerd Realty
Clochie, Jesse - Costco Wholesale
Harguth, Amy - Edina Realty
Mills, Trenton - Weichert REALTORS®, Tower
Nacey, Luke - Exit Lakes Realty Premier
Sparks, Joseph - US Bank

NEW COMPANY

North Pointe Realty Advantage -
Kari Crimmins, Broker  Congratulations, Kari!

NEW MLS ONLY APPLICATIONS

Bender, Amber - Bender Realty, Inc.
Matchinsky, Janet - Tree House Realty
Somers, Loretta - Edina Realty

MEMBERS ON THE MOVE

Adams, Makenzie - Edina Realty
Balder, Traci - Keller Williams Rlty Professionals
Cullinane, John - LakePlace.com

NO LONGER GLAR MEMBER

Purcell, Troy - Edina Realty
Sjoblom, Deborah - Weichert REALTORS®/Tower
Stefan, Dennis - Thunder Lake Realty
Happy Retirement, Dennis!

NO LONGER MLS ONLY MEMBER

O’Toole, Jamie - Coldwell Banker Northwoods Rlty

Coffee with the Council...

Thursday, March 2, 6:00 - 7:00 pm

GLAR has invited the Brainerd City Council to talk about housing within the city, affordable housing needs, property values, and the comprehensive plan updates within the city. GLAR members are encouraged to submit discussion questions prior to the event to marissa@greaterlakesrealtors.com

Please RSVP by 3-1-17. Refreshments will be available.

Location: GLAR, 15344 Pearl Dr, Baxter MN 56425
The following items are available for purchase. Price includes MN Sales Tax.

**Door Hanger:**
- Open House In Progress $1.07

**Please Remove Your Shoes**
- $3.17

**Assorted Colors (stainless steel)**
- $12.83

**R® Tumbler**
- $9.40

**St. Joseph Statue**
- $7.46

**Spring Clips**
- Set of 12 $6.39

**Acrylic Frame**
- 8x10 $13.91

**Brochure Box w/Stake**
- $19.97

**Brochure Rack w/Business Card**
- $16.05

**Shoe Covers**
- 10 pair $10.68

**Spring Clips**
- Set of 12 $6.39

**Pepper Spray**
- $9.98

**House Pins**
- $8.95

**Note Cards**
- $9.95

If you are looking for a particular item that we don't carry, please let us know and we will try to get it for you!
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All meetings and education held at GLAR unless otherwise noted