



The verdict that was reached in the Burnett v. NAR et al. lawsuit challenges how real estate agents are paid. Details about how this verdict may impact you as a real estate professional are available on the Bay East website [here](#).

Bay East has already scheduled these events to provide clarity and resources for our members:

1. November 9 - NAR Lawsuit Virtual Town Hall
Curious about what the lawsuit against NAR means for real estate professionals? Join Bay East CEO Tricia Thomas, real estate attorney Bill Jansen, and real estate attorney Shannon Jones in a virtual town hall meeting on Thursday, Nov 9 at 2pm. Learn how this litigation may impact your business and how you can prepare. [Register Here](#)
2. December 5 - Elevation – Take Your Real Estate Journey Onward and Upward: Hear from a panel of experts, including Bill Aboumrad with Legacy Real Estate & Assoc., Nancie Allen with Compass, and Doreen Roberts with MasterKey Real Estate Mission and moderated by David Stark, Bay East Chief Public Affairs and Communications Officer, as they discuss the buyer-broker representation, DRE officials sharing best practices, and Bay East staff with updates on MLS resources and local real estate market conditions. [Register here](#).
3. December 6 – Justifying Your Commission: Michael Soon Lee will share how agents, brokers, and lenders can show the value they bring to sellers and buyers. [Register here](#).

We are also working to schedule a second presentation of Paradigm Shift; [email us](#) to be notified when we have the additional date scheduled.

NOTEWORTHY

MLS Listing Entry and Listing Maintenance will not be available starting November 6 at 8pm through November 7 at 3am.

MLS “AREA” Field Changing November 6 - Action Required

Effective November 6, the "AREA" field lookup values will be updated to a single lookup value called "Listing". Update all Active Saved Searches currently using the “AREA” field. You can use the “Map Search,” “City,” or “Zip Code” fields instead.

If you have any questions visit our [website](#) for more details or contact the [Support team](#) at 925.730.7100.

Spice Up Your Office Meetings with Bay East

Need a speaker for your office meeting? Bay East can help. Bay East subject matter experts are available for your in-person or virtual office meetings. [Roya Chaudry](#), can cover MLS updates, [David Stark](#) is available for real estate market and government trends, and [Tricia Thomas](#), Bay East CEO, can report on Bay East REALTOR® member benefits, and real estate industry hot topics. You can also schedule in-person or virtual [MLS training](#) during your office meetings.

Member Benefit: Professional Headshots

Investing in professional photography for yourself is the first step in building a brand that clients can trust. Professional headshots are available at no additional cost for Bay East members. [Appointments](#) are required and fill up quickly, so schedule your photo today! The sooner you schedule your appointment, the sooner you can begin marketing with your updated photo! Please share with your agents!



And finally...quicklinks

[Bay East Broker Resources](#) ➔

