



NAR Lawsuit Virtual Town Hall

Curious about what the lawsuit against NAR means for real estate professionals? Join real estate attorneys Bill Jansen and Shannon Jones in a virtual town hall meeting on Thursday, November 9 at 2pm. Learn how this litigation may impact your business and how you can prepare. [Register today.](#)

Elevation: Take Your Real Estate Journey Onward and Upward

Join us on December 5 at 10am for [Elevation 2023](#), our last member event of the year. Hear from a panel of experts discussing buyer-broker representation, DRE officials sharing best practices, and Bay East staff with updates on MLS resources and local real estate market conditions. This event is free for Bay East members and lunch will be provided.

Education Spotlight: Justifying Your Commission

Attend Michael Soon Lee's class, [Justifying Your Commission](#), on December 6 and learn how agents, brokers, and lenders can show the value they bring to sellers and buyers.

BUZZ



It's easy to get caught up in the fast-paced real estate industry, but looking out for your mental health should be your first move towards a successful career.

[Learn more in this week's BUZZ.](#)

MLS Corner

Bay East Offers RentSpree’s – An Award-winning Tenant Screening Solution

In just a few minutes and at no cost to you (MLS Subscriber), you'll receive a full application package, including a credit report and background check. Applicants pay the application fee, and you only need an applicant's email address or phone number to get started—it's that easy.

When inputting a Lease Rental listing on Paragon MLS, select Yes to RentSpree Online Application and you are ready to screen tenants.

Learn more [here](#). If you have any questions, please contact our [Support team](#) at 925.730.7100.



Featured MLS Class:

[How to Input Listings in Paragon](#)

Nov. 10 | 10am

Learn how to seamlessly input listings in Paragon.

Marketing Meetings

- [CCMG](#) - Wed. Nov. 8 | Sylvia Montgomery, Dress for Success
- [REAL](#) - Thurs. Nov. 9 | Leonard Spoto, 1031 Exchange
- [VREN](#) - Fri. Nov. 10 | Veterans, Missing Men Acknowledgement
- [AIMM](#) - Tue. Nov. 14 | Insurance Panel
- [TCMC](#) - Thurs. Nov. 16 | To be announced

In-person locations can be found [here](#). Weekly toursheets available [here](#) (login required).

Bay East Bulletin



Website to Help Navigate the Current Market

[SmartZone](#) infographics communicate your value to your clients. It provides training, tips for new and experienced agents, and shareable market data infographics. They also have [wellness resources](#) such as mental health hotlines, psychological services, and more. Check out this C.A.R. benefit today.



2024 Inaugural Tickets on Sale Now

Plan to join us for Bay East's biggest annual networking event on January 20, 2024. Incoming President, Barbara Clemons, and the Bay East Board of Directors will be installed at Casa Real in Pleasanton. This event will sell out! [Purchase your tickets today.](#) If you have questions about the [sponsorship packages](#), contact [Kelsey Paredes](#).



Lockbox and Daylight Savings

Did you know your Supra Lockbox doesn't recognize Daylight Savings Time? On November 5, Daylight Savings time reverted back to the original time programmed into the lockbox. If you have not programmed any showing hours for your lockbox, the access hours defaulted to 7am - 11pm. For more information on lockbox programming, contact Supra at 877.699.6787 or Member Services at 925.730.4060.

