



On Demand Buyer Broker Agreement Training

Learn to integrate the Buyer Representation form into your business and tackle any objections you may face while strengthening your relationships with buyers. The class will be made available to REALTOR® members for free through the end of 2023. [Sign up here](#) (C.A.R. login required) and use the code, FREE25, to take advantage of this offer. Don't miss out on this opportunity to enhance your skills and improve your business.

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



Learn how to use our website to find “Open House Sign Ordinance” in each city.

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

MLS Corner

Building a Rental Business Using RentSpree

Join us for an exclusive webinar, led by industry experts as they share insights on becoming a residential lease listing leader. Discover how prioritizing rentals and leveraging [RentSpree](#) as a primary rental management platform can fuel success. Don't miss out on this chance to gain valuable expertise! Register [here](#).

RentSpree is a MLS benefit for Bay East members. You may choose to opt in to use this tool when inputting your Lease Rental listing into Paragon. RentSpree's application package carries no cost aside from an application fee which applicants pay directly.

If you have any questions, please contact [MLS Support](#) at 925.730.7100.



Featured MLS Class:

[Basics of Paragon](#)

Dec. 14 | 9am

Get an overview of the ParagonMLS system with emphasis on search features.

Marketing Meetings

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

[CCMG](#) - Wed. Dec. 6 | Tricia Thomas and David Stark, Navigating the Real Estate Industry
[REAL](#) - Thurs. Dec. 7 | John Swanson, REALTOR® Safety
[TCMC](#) - Thurs. Dec. 7 | Joel Pullen, Fremont Plans for Future
[VREN](#) - Fri. Dec. 8 | [Kids Against Hunger Volunteering](#) and [Holiday Party](#)

Celebrate the holiday season with the Marketing Groups! Purchase your [Holiday Party tickets](#) today!

Bay East Bulletin



Personalize and Share Social Media Assets

NAR has partnered with Photofy, a content creation app, to develop a [custom version](#) that's preloaded with shareable social media graphics and videos from the popular [That's Who We R](#) advertising campaign. Use your NRDS number to sign up for this free benefit.



Health Insurance for Bay East Members

Ames Grenz Insurance Services offers Bay East REALTOR® and Platinum Affiliate members individual and group health, dental, and vision plans. Review the plans and rates [here](#). If you have any questions, please contact [Kirstin Corrigan](#) with Ames Grenz Insurance Services. Open enrollment is available through December 15.



Bay East Remembers John Lynch

We are sad to report that John Lynch has passed. He served on the Board of Directors for the Bay East and the California Association of REALTORS®, was Bay East President in 1982 and Bay East REALTOR® of the year for 1984. He was also the founder of Allied Brokers in Fremont. Godspeed John Lynch.

