



"Relationships move faster than transactions—invest in people first."

Bay East Bulletin



Is the Government Shutdown Affecting Your Business: NAR is collecting stories about how the government shutdown is impacting housing and the real estate market. Help NAR by sharing how the shutdown is affecting your clients, transactions, or local market. [Learn more→](#)



REALTOR®, Rookie, Affiliate & Good Neighbor of the Year Nominations: Bay East is recognizing members who make a difference—professionally and personally. Submit your REALTOR®, Rookie, Affiliate, or Good Neighbor of the Year nomination by October 31. [Learn more→](#)



Be Part of the Action: Join Bay East for our Inaugural Gala on February 7 and this year's theme brings James Bond flair to a classic Black & White Ball. Sponsorship opportunities are available now—don't miss your chance to shine at the event of the year. [Learn more→](#)



Beyond the First Deal: How to Create Generational Wealth in Real Estate: Ready to take your business beyond the next closing? Join the Young Professionals Network (YPN) on November 6 for an empowering session designed to help newer agents build a strong foundation for long-term success in real estate. [Learn more→](#)



Support Your Clients After a Disaster: The CalAssist Mortgage Fund offers mortgage payment assistance for homeowners impacted by fires, floods, and other disasters—helping you connect clients with relief resources. [Learn more→](#)

MLS News

Turn Market Data into Social Media Gold: Data can be powerful but only if you know how to use it. Learn how to turn complex market data into clear, engaging social media posts that educate and attract clients using RPR's Market Trends ScriptWriter tool. Join the webinar on November 4 at 10am. [Learn more→](#)

Education News

Think Bigger, Go Global: Join the Bay East Global Network on Oct. 30 at for the International Real Estate Exchange, a unique opportunity to connect with REALTORS® from diverse backgrounds, learn about international opportunities, and gain a fresh perspective on your business. [Learn more→](#)

Marketing Meetings

- [CMG](#) - **Wed. Oct. 29** - Christian Carr, Artificial Intelligence
- [REAL](#) - **Thurs. Oct. 30** - Halloween Auction
- [TCMC](#) - **Thurs. Oct. 30** - David Stark, Market Update
- [VREN](#) - **Fri. Oct. 31** - C.A.R. Updates
- [AIMM](#) - **Tue. Nov. 11** - To be Announced

More information on the individual marketing meetings and in-person locations available [here](#) and weekly toursheets are available [here](#) (login required).

BUZZ Video



AI tools can boost your real estate business — but they can also empower scammers. This quick video breaks down how to recognize AI-generated phishing emails and the simple habits that help protect your transactions. [Watch this week's BUZZ video.](#)

