



# Working With Buyers from A - Z

**Tuesday, January 14**  
**10 a.m. - 12 p.m.**

Michael Soon Lee, DBA, CRS, GRI and successful broker and real estate speaker will take you through the process of finding buyers, locating the perfect home, inspections, closing escrow, and more! In this course you will learn how to:

- Effective time management when working with multiple buyers
- How to guarantee loyalty with your buyers
- Writing offers that have the highest chances of being accepted
- Steps needed before and after close of escrow
- And much more!



Bay East Conference Center  
7021 Koll Center Parkway  
Pleasanton, CA

**Bay East Education Advantage: \$5**  
**Bay East REALTOR®/Affiliate: \$10**  
**Non-Bay East Member: \$29**

Register at [www.bayeast.org](http://www.bayeast.org)  
or call us at 925.730.4060

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