



September is REALTOR® Safety Month.  
Visit our REALTOR® Safety Page for classes, videos and resources.

Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.



## HOW TO GET YOUR VA LOAN ACCEPTED

.....

Monday, October 7 | 10 a.m. - 12 p.m.  
Bay East | Pleasanton  
Instructor: Laura Cunha



### **CBA - Introduction to Commercial Real Estate**

**October 14 | 9:30 - 11:30 a.m.**

In this introductory class you will learn the Commercial Basics such as property types and different types of clients, as well as how to identify commercial real estate opportunities, income analysis basics, and risk management.

### **C.A.R. The Team Leader**

**100% Online | 3 Hours**

This course is taught by a top producing real estate Team Leader that will empower you to take your team further, appreciate the importance of

having clear roles, and learn how to create a growth culture, all while helping you gain confidence in your leadership skills.



## **Webinar Series: Your Social Media Strategy for 2020**

**100% Online | 3 Hours**

Kick-off your 2020 social marketing planning now by joining the experts at Back At You Media. Sign up for this series of three live webinars to learn how to identify your goals, prepare for the new social landscape, and optimize your results.

# **The 7 Secrets of Real Estate Photography to Sell Homes Fast**

**Instructor: Tim Denbo**

**MONDAY, OCTOBER 14 | 1 - 3 P.M.**  
**BAY EAST | PLEASANTON**

Bay East Platinum Affiliates Present:

# RENT CONTROL: BE A CLIENT ADVOCATE

Monday, October 28 | 11:30 a.m. - 1 p.m.

Bay East | Pleasanton

An interactive lunch & learn with:

**Caryl Mahar**, Executive Director, Rental Housing Association of Southern Alameda

**David Bonaccorsi**, Civil Attorney

Lunch will be provided!

**Monday**  
**September 30**

**Grab n Go**  
[Access and Use](#)  
[Action Icons in](#)  
[Paragon](#)

**Tuesday**  
**October 1**

**9:30 - 11 a.m.**  
[The Basics of](#)  
[Paragon](#)  
  
**1:30 - 3 p.m.**  
[Paragon Auto](#)  
[Email - Ins & Outs](#)

**Wednesday**  
**October 2**

**Grab n Go**  
[Auto Email Alert on](#)  
[Rapattoni](#)

**Thursday**  
**October 3**

**9:30 - 10:30 a.m.**  
[Advanced Paragon](#)  
  
**1 - 2:30 p.m.**  
[Legal Update With](#)  
[Gov Hutchinson](#)

**Friday**  
**October 4**

**9 - 11 a.m.**  
[The NEXT Level](#)

**Monday**  
**October 7**

**9:30 - 11 a.m.**  
[Cloud CMA](#)  
  
**1:30 - 3 p.m.**  
[How to Get Your VA](#)  
[Loan Accepted](#)

**Tuesday**  
**October 8**

**1:30 - 3 p.m.**  
[The Basics of](#)  
[Paragon](#)

**Wednesday**  
**October 9**

**9 a.m. - 12 p.m.**  
[Biennial Ethics](#)  
[Training](#)  
  
**9:30 - 11 a.m.**  
[The Basics of](#)  
[Paragon \(Alameda\)](#)  
  
**1:30 - 3 p.m.**  
[RPR® Overview](#)  
[\(Alameda\)](#)

**Thursday**  
**October 10**

**12 - 1:30 p.m.**  
[The Basics of](#)  
[Paragon](#)

**Friday**  
**October 11**

**9 - 11 a.m.**  
[The NEXT Level](#)  
  
**9:30 - 11 a.m.**  
[Agent Toolkit](#)

[View Events Calendar](#)

## [Upcoming Webinars](#)

September 30: [Homebot - Start Increasing Your Listings and Referrals](#)

October 1: [zipForm® Plus - Become Familiar with the Basics](#)

October 1: [Introduction to Glide](#)

October 2: [Introduction to Glide](#)

October 2: [Getting Started with RPR®](#)

October 2: [zipForm® Plus - Become an Expert with zipTMS™ and all the Advanced Features](#)

October 3: [RPR® - Design and Deliver a Successful Buyer Tour](#)

October 3: [Introduction to Glide](#)

October 7: [Introduction to Glide](#)

October 7: [RPR® - Getting the Most Out of the zipForm® Partnership](#)

October 8: [Introduction to Glide](#)

October 9: [RPR® - Residential Investment Analyses](#)

October 9: [Introduction to Glide](#)

October 10: [zipLogix Digital Ink® - Don't Have Haunted Dreams, Sign Documents with Digital Signatures](#)

October 10: [Introduction to Glide](#)

October 10: [RPR® - Top 10 Features for Building Your Business](#)



Bay East Association of REALTORS®

Pleasanton Office | 7021 Koll Center Parkway, Pleasanton 94566 | 925.730.4060

Alameda Office | 2490 Mariner Square Loop, Suite 200, Alameda 94501 | 510.523.7229