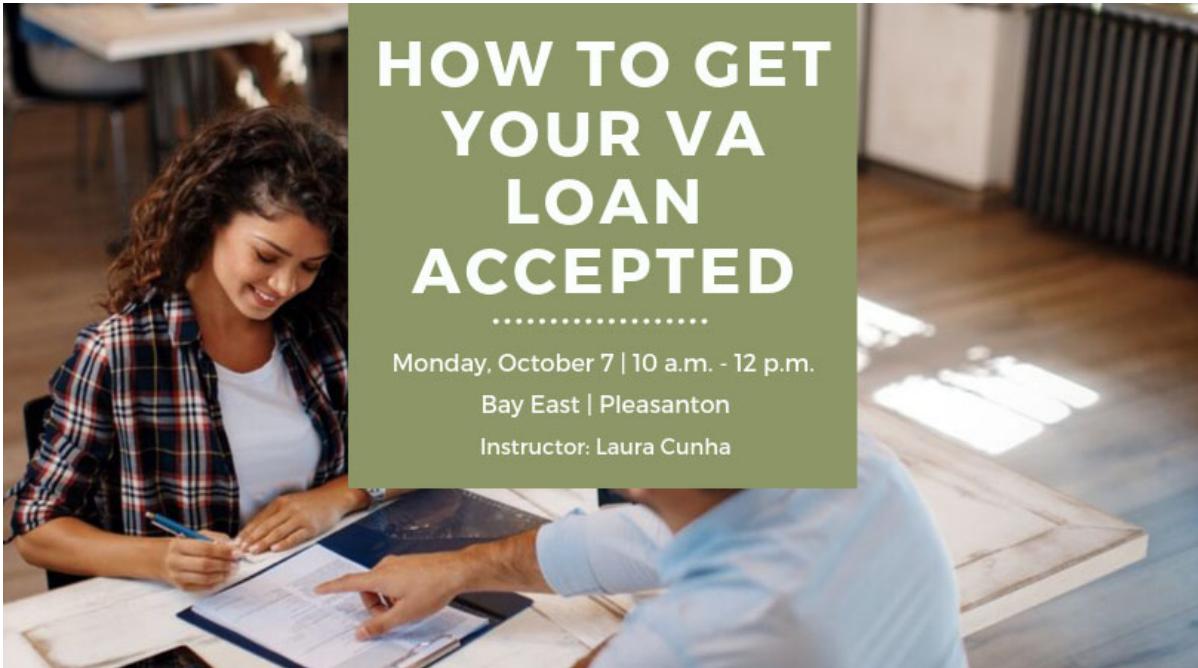


September is REALTOR® Safety Month.
Visit our REALTOR® Safety Page for classes, videos and resources.

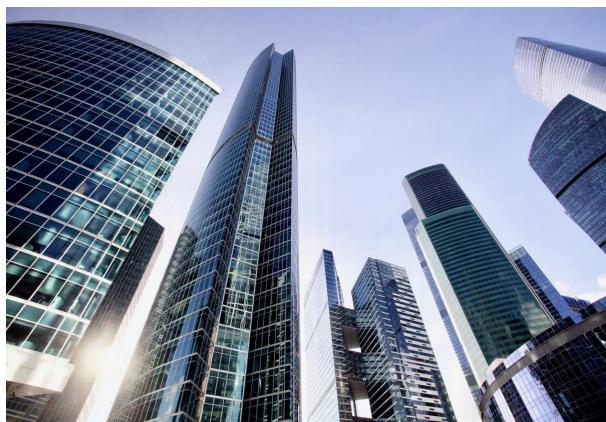
Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.



**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	Tuesday October 1	Wednesday October 2	Thursday October 3	Friday October 4
Grab n Go Access and Use Action Icons in Paragon	9:30 - 11 a.m. The Basics of Paragon 1:30 - 3 p.m.. Paragon Auto Email - Ins & Outs	Grab n Go Auto Email Alert on Rapattoni	9:30 - 10:30 a.m. Advanced Paragon 1 - 2:30 p.m. Legal Update With Gov Hutchinson	9 - 11 a.m. The NEXT Level
Monday October 7	Tuesday October 8	Wednesday October 9	Thursday October 10	Friday October 11
9:30 - 11 a.m. Cloud CMA 1:30 - 3 p.m. How to Get Your VA Loan Accepted	 1:30 - 3 p.m. The Basics of Paragon	9 a.m. - 12 p.m. Biennial Ethics Training 9:30 - 11 a.m. The Basics of Paragon (Alameda)	12 - 1:30 p.m. The Basics of Paragon 1:30 - 3 p.m. RPR® Overview (Alameda)	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®

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