

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



DUANE GOMER

EDUCATION LICENSE RENEWAL SEMINAR

TUESDAY, OCTOBER 15 • 10 A.M. - 1 P.M.

BAY EAST CONFERENCE CENTER | 7021 KOLL CENTER PARKWAY

The Basics of Estate Planning (Alameda)



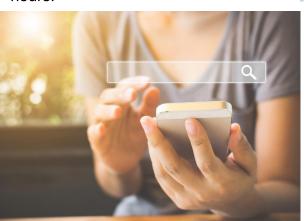
October 16 | 10 - 11:30 a.m.

Daniela Lungu, Estate Planning Attorney, will provide information about the process and arrangment of estate planning. Learn how to avert conservatorships, avoid estate taxes and probate, and protect your family and estate.

Renew Your NMLS License

October 21 | 8:30 a.m. - 4:30 p.m.

Join Randi DeHollander to renew your Non-traditional Mortgage License (NMLS). This course will cover the SAFE Continuing Education Requirements for the California DBO and any state that does not require a state specific course or more than eight hours.





iBuyer v REALTOR® with Chicago Agent One

October 24 | 10 - 11:30 a.m.

Join Chicago Title's Sally Andreetta to learn everything you need to know when it comes to iBuyers, including who and what is an iBuyer, how they market the iBuyer experience, and what iBuyers aren't telling the consumers.



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!



9:30 - 11:30 a.m.
CBA - Introduction
To Commercial

Monday

October 14

Real Estate (Alameda)

12 - 2 p.m.. CBA - Commercial Real Estate Basics (Alameda)

1 - 3 p.m.
The 7 Secrets of
Real Estate

Tuesday October 15

9:30 - 11 a.m. Paragon Auto Email - Ins & Outs

10 a.m. - 1 p.m.

<u>Duane Gomer</u>

<u>Education License</u>

Renewal Seminar

Wednesday October 16

9:30 - 11 a.m. Cloud CMA

10 - 11:30 a.m.
The Basics of
Estate Planning

10 a.m. - 12 p.m. CBA - Income Property Analysis

12:30 - 2:30 p.m.

Thursday October 17

9:30 - 11 a.m. Intro to zipForm® Plus

1:30 - 3 p.m. The Basics of Paragon Friday
October 18

9 - 11 a.m. The NEXT Level

Photography to Sell Homes Fast	CBA - Income Property Analysis & Comparison	
	1:30 - 3 p.m. Paragon Listing Input	

		Input		
Monday	Tuesday	Wednesday	Thursday	Friday
October 21	October 22	October 23	October 24	October 25
			9:30 - 11 a.m. RPR® Overview	
8:30 a.m 4:30			10 - 11:30 a.m.	
Renew Your NMLS License	Grab n Go	Grab n Go	iBuyer v REALTOR® with Chicago Agent One	9 - 11 a.m. The NEXT Level
9:30 - 11 a.m. Agent Toolkit (Alameda)	Grab n Go How to Customize CloudCMA	Contacts - Collaboration Center	1:30 - 2:30 p.m. RPR® Series: Turn Open House	10 a.m 12 p.m. Working With
1:30 - 3 p.m.			Visitors to Leads	Buyers from A-Z

 1:30 - 3 p.m.
 Visitors to Leads

 CMA Tools and
 2:30 - 3:30 p.m.

 RPR® Series:
 Marketing Made

 Easy with RPR®

View Events Calendar

<u>Upcoming Webinars</u>	
October 15: Introduction to Glide	October 15: <u>zipForm® Plus - Keep Your</u> <u>Transactions Safe and Secure with</u> <u>zipCommunity™</u>
October 15: RPR® - The Best in the Business: Make the Most of Your RPR® Reports	October 16: RPR® - Open House Tips & Tricks
October 17: NHS - Earn Free Seller and Buyer Leads	October 17: RPR® - Don't Blend in! Promote Your Business Using RPR®'s Tools'
October 17: Introduction to Glide	October 21: Introduction to Glide
October 21: RPR® - Pre-listing Checklist: Use RPR® to Nail Your Next Listing Presentation	October 22: Introduction to Glide
October 23: Introduction to Glide	October 23: RPR® - Create the Ultimate Relocation Packet
October 23: <u>zipForm® Plus -</u> Commercial x Property Management	October 24: <u>zipForm® Mobile Will Take</u> <u>You Places</u>









Bay East Association of REALTORS®

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