



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

The 7 Secrets of Real Estate Photography to Sell Homes Fast

Instructor: Tim Denbo

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

The graphic for the webinar features a background image of a person's hands holding a smartphone, which displays a photograph of a house. The text is overlaid on the image in white and yellow boxes. The title "The 7 Secrets of Real Estate Photography to Sell Homes Fast" is in a large, bold, white font. The instructor's name "Instructor: Tim Denbo" is in a smaller, white font. The date and time "MONDAY, OCTOBER 14 | 1 - 3 P.M." and the location "BAY EAST | PLEASANTON" are in a white font on a purple background.

DUANE GOMER

**EDUCATION LICENSE
RENEWAL SEMINAR**

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

BAY EAST CONFERENCE CENTER | 7021 KOLL CENTER PARKWAY

The seminar announcement is enclosed in a blue border. It features the name "DUANE GOMER" in a small, blue, sans-serif font. The title "EDUCATION LICENSE RENEWAL SEMINAR" is in a large, bold, blue, serif font. The date and time "TUESDAY, OCTOBER 15 • 10 A.M. - 1 P.M." are in a blue, sans-serif font, separated by horizontal lines. The location "BAY EAST CONFERENCE CENTER | 7021 KOLL CENTER PARKWAY" is in a blue, sans-serif font.

[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 arrangement 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!



WORKING WITH BUYERS FROM A-Z

Friday, October 25 | 10 a.m. - 12 p.m.

Bay East Conference Center

Instructor: Michael Soon Lee

Monday
October 14

9:30 - 11:30 a.m.
[CBA - Introduction To Commercial 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.
[Duane Gomer Education License 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](#)

**Monday
October 21**

**Tuesday
October 22**

**Wednesday
October 23**

**Thursday
October 24**

**Friday
October 25**

**8:30 a.m. - 4:30
p.m.**
[Renew Your NMLS
License](#)

9:30 - 11 a.m.
[Agent Toolkit
\(Alameda\)](#)

1:30 - 3 p.m.
[CMA Tools and
Workshop](#)

Grab n Go
[How to Customize
CloudCMA](#)

Grab n Go
[Contacts -
Collaboration
Center](#)

9:30 - 11 a.m.
[RPR® Overview](#)

10 - 11:30 a.m.
[iBuyer v
REALTOR® with
Chicago Agent One](#)

1:30 - 2:30 p.m.
[RPR® Series: Turn
Open House
Visitors to Leads](#)

2:30 - 3:30 p.m.
[RPR® Series:
Marketing Made
Easy with RPR®](#)

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

10 a.m. - 12 p.m.
[Working With
Buyers from A-Z](#)

[View Events Calendar](#)

[Upcoming Webinars](#)

October 15: [Introduction to Glide](#)

October 15: [RPR® - The Best in the
Business: Make the Most of Your
RPR® Reports](#)

October 17: [NHS - Earn Free Seller
and Buyer Leads](#)

October 17: [Introduction to Glide](#)

October 21: [RPR® - Pre-listing
Checklist: Use RPR® to Nail Your
Next Listing Presentation](#)

October 23: [Introduction to Glide](#)

October 23: [zipForm® Plus -
Commercial x Property Management](#)

October 15: [zipForm® Plus - Keep Your
Transactions Safe and Secure with
zipCommunity™](#)

October 16: [RPR® - Open House Tips &
Tricks](#)

October 17: [RPR® - Don't Blend in!
Promote Your Business Using RPR®'s
Tools'](#)

October 21: [Introduction to Glide](#)

October 22: [Introduction to Glide](#)

October 23: [RPR® - Create the Ultimate
Relocation Packet](#)

October 24: [zipForm® Mobile Will Take
You Places](#)



Bay East Association of REALTORS®

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