



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

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 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	Tuesday October 15	Wednesday October 16	Thursday October 17	Friday October 18
9:30 - 11:30 a.m. CBA - Introduction To Commercial Real Estate (Alameda)	9:30 - 11 a.m. Paragon Auto Email - Ins & Outs	9:30 - 11 a.m. Cloud CMA	9:30 - 11 a.m. Intro to zipForm® Plus	9 - 11 a.m. The NEXT Level
12 - 2 p.m.. CBA - Commercial Real Estate Basics (Alameda)	10 a.m. - 1 p.m. Duane Gomer Education License Renewal Seminar	10 - 11:30 a.m. The Basics of Estate Planning		1:30 - 3 p.m. The Basics of Paragon
1 - 3 p.m. The 7 Secrets of Real Estate		10 a.m. - 12 p.m. CBA - Income Property Analysis	12:30 - 2:30 p.m.	

[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](#)

Features



Bay East Association of REALTORS®

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