



November is REALTOR® Designation Month
Visit NAR's REALTOR® Designations and Certifications Page for more
information.

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

How to Grow Your Business Through Networking

WEDNESDAY, NOVEMBER 20
10 A.M. - 1 P.M.

BAY EAST | PLEASANTON
INSTRUCTOR: MONY NOP

RICHES IN NICHE: REAL ESTATE TARGET MARKETING

MONDAY, DECEMBER 2 | 10 A.M. - 12 P.M.
BAY EAST CONFERENCE CENTER
INSTRUCTOR: MICHAEL SOON LEE



[Understanding the RPA](#)

December 11 | 1 - 2 p.m.

Join instructor Bill Aboumrad, broker and past president, to learn how to read and understand the RPA (Residential Purchase Agreement) and ensure you are up-to-date on what you need to know.

[Working with iBuyers](#)

100% Online

This online course will thoroughly explain what the instant offer option is for someone considering selling their property. Topics reviewed include the pros and cons of selling to an iBuyer, how you can earn commission from iBuyers, and proactive marketing strategies in iBuyer neighborhoods.



[California Clean Energy Certification \(CCEC\)](#)

100% Online

This course will provide you with in depth knowledge about the Clean Energy Movement in California, cover the federal and state mandates, as well as review various types of solar energy contracts. Completion of this online class will earn you your California Clean Energy Certification.





RENEW YOUR NMLS LICENSE

Friday, December 6 | 8:30 a.m. - 4:30 p.m.
Bay East Conference Center

Instructor: Randi DeHollander

Monday November 18	Tuesday November 19	Wednesday November 20	Thursday November 21	Friday November 22
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9:30 - 11:30 a.m. CBA - Income Property Analysis		9:30 - 11 a.m. The Basics of Paragon (Alameda)		
9:30 - 11 a.m. The Basics of Paragon	Grab n Go HomeSpotter - Agent Overview Training	10 a.m. - 1 p.m. How to Grow Your Business Through Networking	9:30 - 10:30 a.m. Supra eKEY	9:30 - 11 a.m. Paragon Auto Email - Ins & Outs
12 - 2 p.m. CBA - Income Property Analysis & Comparison		1:30 - 3 p.m. The Basics of Paragon		
		1:30 - 3 p.m. RPR® Overview (Alameda)		

Monday November 25	Tuesday November 26	Wednesday November 27	Thursday November 28	Friday November 29
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1:30 - 3 p.m. The Basics of Paragon	9:30 - 11:30 a.m. Agent Toolkit	Grab n Go How to Invite Your Clients to HomeSpotter	Thanksgiving Holiday Bay East Member Centers Will Be Closed	Thanksgiving Holiday Bay East Member Centers Will Be Closed
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[View Events Calendar](#)

[Upcoming Webinars](#)

November 18: [RPR® - 5 C's of a](#)

November 19: [zipForm® - File Sharing](#)

[Successful Farming Strategy.](#)

[Transactions is Safe and Secure with zipCommunity™](#)

November 19: [RPR® Reining in Your Pickiest Buyers](#)

November 21: [NHS - Earn Free Seller and Buyer Leads](#)

November 21: [zipForm® - Keep Transactions and Yourself Moving](#)

November 22: [RateMyAgent - Make Reviews Work For You](#)



Bay East Association of REALTORS®

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