



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

PROBATES & TRUSTS

Tuesday, January 7 | 10 - 11:30 a.m.
Bay East Conference Center

Instructor: Sally Andreetta



[Working with Buyers from A - Z](#)

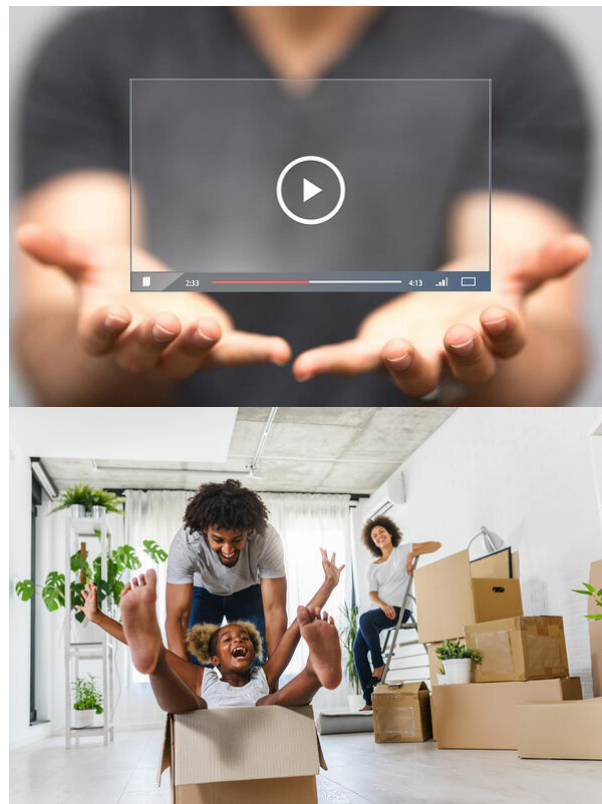
January 14 | 10 a.m. - 12 p.m.

In this course with instructor Michael Soon Lee, you will learn the process of finding buyers, tips for locating the perfect home, inspection basics, steps needed before and after close of escrow, and more!

[zipForm® - How to Log On to zipForm®](#)

Grab n Go

This informative video will quickly show you the steps to take to log on to zipForm®.



Successful Relocation Representation

100% Online | 6 Hours

This four section course will address what a buyer's representative needs to know in order to be successful. Section topics include: how relocation works, building relocation relationships, providing superior service, and developing a marketing strategy.

KICKSTART YOUR SUCCESS

TONY ROBBINS' PEAK PERFORMANCE WORKSHOP

INSTRUCTOR: KYLE SALTER

WEDNESDAY, JANUARY 15 2 - 3 P.M.	FRIDAY, JANUARY 17 11 A.M. - 12 P.M.
ALAMEDA OFFICE CONFERENCE CENTER 2490 MARINER SQUARE LOOP, SUITE 200, ALAMEDA	BAY EAST CONFERENCE CENTER 7021 KOLL CENTER PARKWAY PLEASANTON

EVICTIIONS AND THE NEW JUST CAUSE LAW IN CALIFORNIA

THURSDAY, JANUARY 16
12 - 1:30 P.M.
BAY EAST CONFERENCE CENTER

INSTRUCTOR: PHILLIP VERMONT



Class Schedule

There will be no classes the week of December 23 - 27

Bay East Member Centers will be closed December 24 and 25

[View upcoming December webinars on our website.](#)

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Bay East Association of REALTORS®

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Alameda Office | 2490 Mariner Square Loop Suite 200, Alameda, 94501 | 501.523.7229

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