



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

## Education Corner



### Bay East Platinum Affiliates present: **Rent Control: Be A Client Advocate**

Join us for an exciting lunch and learn to discover how to be a respected advocate for your clients through this interactive presentation.

[Register here](#)

NATIONAL ASSOCIATION *of* REALTORS®



Join us for the first  
**Center for REALTOR® Financial  
Wellness LIVE!** event to learn new  
strategies to further your financial success.

**March 4, 2020 • 9am PST**

Hosted by:

**BAYEAST**  
ASSOCIATION OF REALTORS®

**CENTER** for  
**REALTOR®**  
FINANCIAL WELLNESS  
**LIVE!**  
EXPERTS. ENERGY. EMPOWERMENT.

**REGISTER TODAY!**  
[www.NAR.realtor/CFFW/Live](http://www.NAR.realtor/CFFW/Live)



# AT HOME WITH DIVERSITY

THURSDAY, FEBRUARY 27 | 8:30AM-4:30PM  
BAY EAST CONFERENCE CENTER  
INSTRUCTOR: BOBBI DECKER



## [Perfecting Your Database and Organizing Your Files](#)

**March 2 | 10am-12pm**

One of the simplest and most overlooked aspects of being organized is getting your files in order. Many Nop will share how to grow and perfect your database, save your time and money to get more business, and other useful strategies.

## [Riches in Niches: Real Estate Target Marketing](#)

**March 10 | 10am-12pm**

Join Instructor Michael Soon Lee, to learn how to focus on a micro-niche so you can become the expert, attract clients who will instantly relate to you, and much more that will help you become a successful real estate agent.



### [Effectively Competing with iBuyers](#)

**March 10 | 1-3pm**

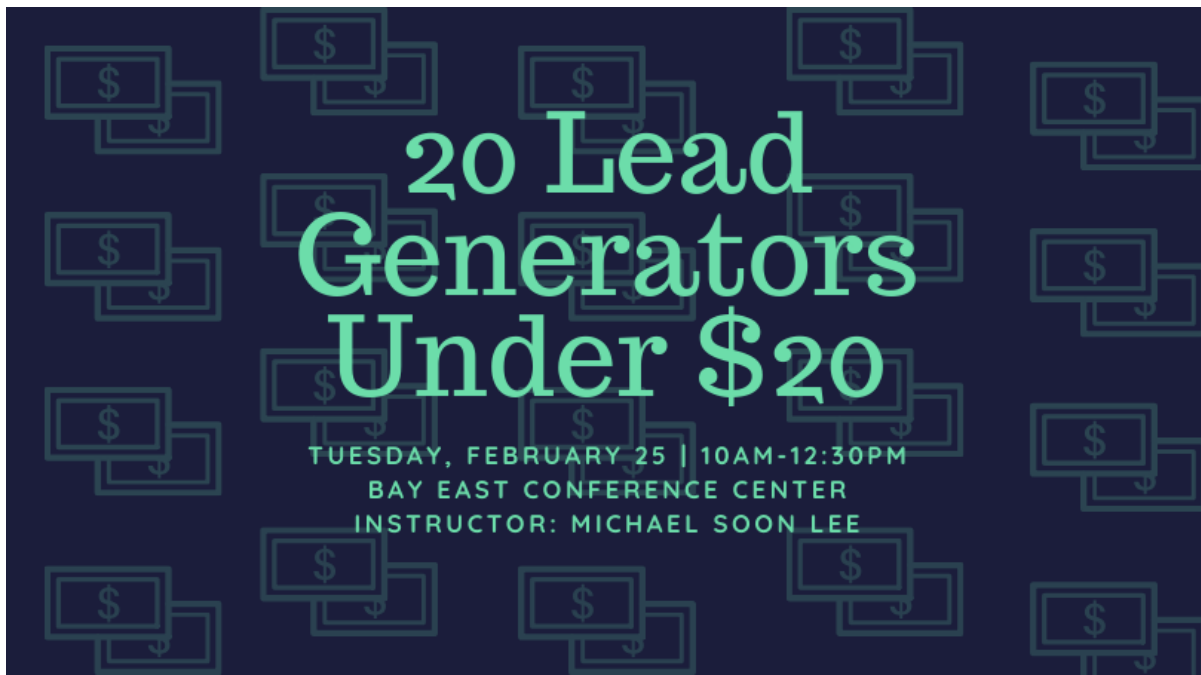
iBuyers target sellers who are in a rush to sell or don't want to deal with the hassle of open houses, however, the majority of sellers aren't in a hurry. Discover the truth about iBuying, learn to minimize complexities of selling, and more.

# TITLE & ESCROW 101

THURSDAY, MARCH 12  
1-2 PM

BAY EAST CONFERENCE CENTER  
INSTRUCTOR: SALLY ANDREETTA





## Class Schedule

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### **Monday**

February 24

9-11am - [The Edge](#)

9:30-11am - [CMA Tools and Workshop](#)

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### **Tuesday**

February 25

10am-12:30pm - [20 Lead Generators Under \\$20](#)

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### **Wednesday**

February 26

9:30-10:30am - [Strategic Thoughts for Building Lasting Relationships](#)

9:30-11:30am - [Agent Toolkit \(Alameda\)](#)

10am-12pm - [CBA - Industrial - Flex R&D Sales/Lease](#)

12:30-2:30pm - [CBA - Office Sales/Leases](#)

1:30-3pm - [The Basics of Paragon \(Alameda\)](#)

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### **Thursday**

February 27

8:30am-4:30pm - [At Home with Diversity](#)

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### **Friday**

February 28

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



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Pleasanton Office | 7021 Koll Center Parkway, Pleasanton, 94566 | 925.730.4060  
Alameda Office | 2490 Mariner Square Loop Suite 200, Alameda, 94501 | 510.523.7229

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