



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

A banner with a teal background. On the left, there is a white-bordered box containing the text "Education Corner" in a serif font. Below this box is a stack of yellow pencils. To the right of the box, the text "Financial Wellness LIVE!" is written in a bold, white, sans-serif font. Below this, in a smaller white font, is the text "Don't miss your last chance to register for the first ever Financial Wellness LIVE! Learn how to secure your financial future from subject matter experts. Register here".

Education Corner

Financial Wellness LIVE!

Don't miss your last chance to register for the first ever Financial Wellness LIVE! Learn how to secure your financial future from subject matter experts.
[Register here](#)

A banner with a green grass background. In the top left corner is the BAYEAST PLATINUM AFFILIATE logo. The main title "Rent Control: Be A Client Advocate" is in a large, bold, white, sans-serif font. Below the title, in a white sans-serif font, is the text "Tuesday, March 3 | 11:30am-1pm", "Conference Center", and "7021 Koll Center Parkway". Below this is a horizontal line, followed by the word "Instructors:" in a bold, white, sans-serif font. Underneath are the names and affiliations of the instructors: "David Bonaccorsi – Civil Attorney", "Bill Mulgrew – Rental Housing Association", and "Michael Shepherd – The Shepherd Law Group". On the right side of the banner is a small, white, wooden house made of blocks.

BAYEAST
PLATINUM AFFILIATE

Platinum Affiliates present

**Rent Control:
Be A Client Advocate**

Tuesday, March 3 | 11:30am-1pm
Conference Center
7021 Koll Center Parkway

Instructors:

David Bonaccorsi – Civil Attorney
Bill Mulgrew – Rental Housing Association
Michael Shepherd – The Shepherd Law Group

TITLE & ESCROW 101

THURSDAY, MARCH 12
1-2 PM

BAY EAST CONFERENCE CENTER
INSTRUCTOR: SALLY ANDREETTA



[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.

[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 gain insight that will help you become more successful in real estate.

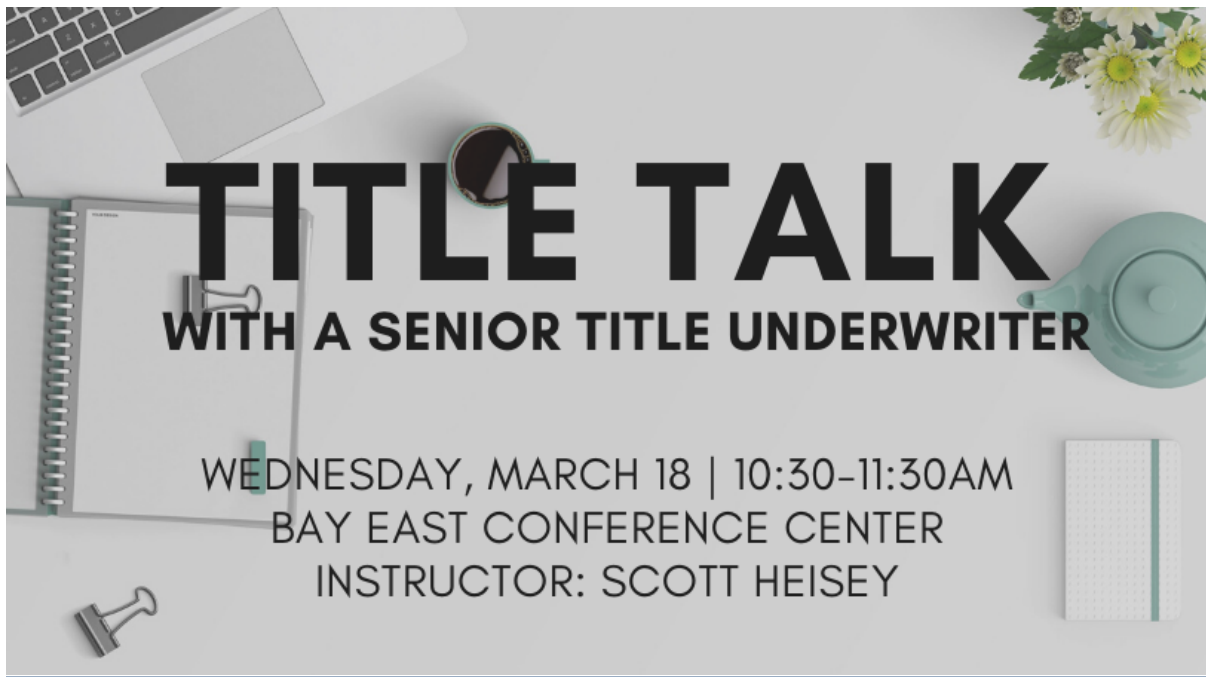


[The Role of a REALTOR® in Disasters](#)

March 10 | 1-3pm

This online, self-guided course is designed to help teach what REALTORS® can do to help themselves, their families, clients, staff, team, and every other community they're a part of in a disaster scenario.





TITLE TALK

WITH A SENIOR TITLE UNDERWRITER

WEDNESDAY, MARCH 18 | 10:30-11:30AM
BAY EAST CONFERENCE CENTER
INSTRUCTOR: SCOTT HEISEY

Class Schedule

Monday

March 2

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

10am-12pm - [Perfecting Your Database and Organizing Your Files](#)

Tuesday

March 3

11:30am-1pm - [Rent Control: Be A Client Advocate](#)

1:30-3pm - [Paragon Listing Input](#)

Wednesday

March 4

9am-3:30pm - [Center for REALTOR Financial Wellness LIVE!](#)

Thursday

March 5

Grab n Go - [How to Search California Tax Records on CRS Tax](#)

Friday

March 6

9:30-11am - [The Basics of Paragon](#)

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



Bay East Association of REALTORS®

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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