

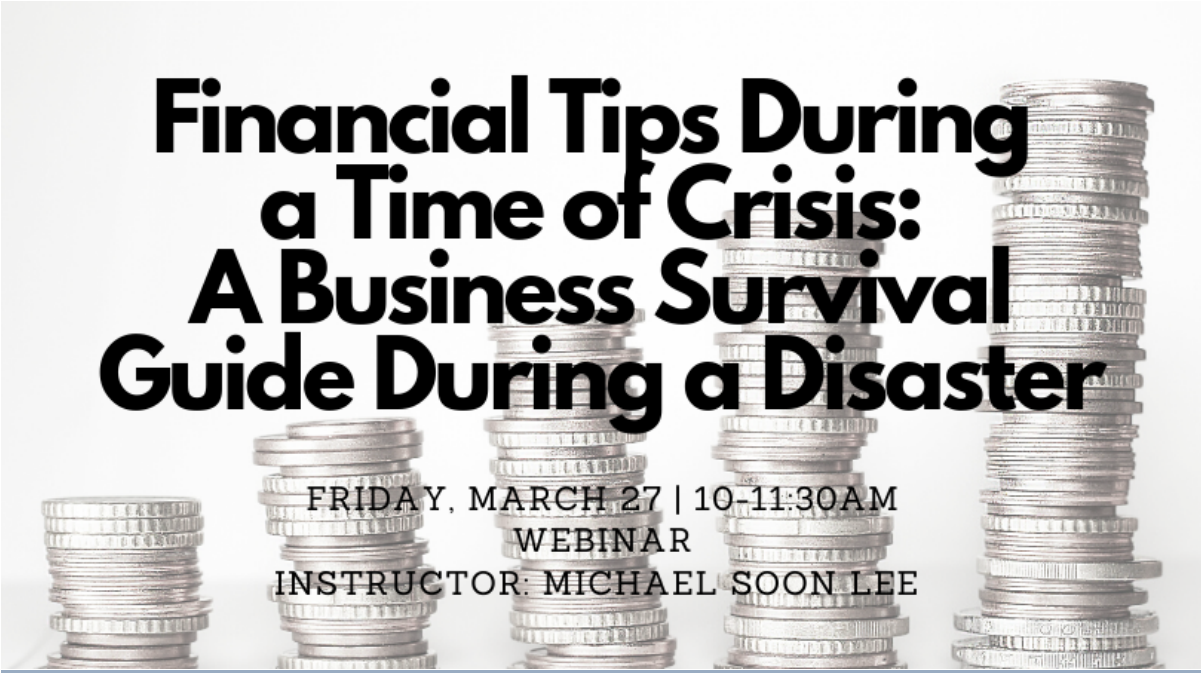


Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

Education Corner

In the spirit of collaboration, Bay East is partnering with the Contra Costa Association of REALTORS®, the Delta Association of REALTORS®, and the Sacramento Association of REALTORS® to continue delivering valuable information and in-home educational opportunities during this challenging time. In the coming weeks we will be providing webinars focused on adapting your business and maintaining your well-being.

If you have any questions or would like a specific topic to be covered, please feel free to email Pamela Thompson, Bay East Education Manager, at pamelat@bayeast.org or simply reply to this email.

The background of the banner features several stacks of silver coins of varying heights, arranged in a row. The coins are stacked in a way that creates a sense of depth and value.

Financial Tips During a Time of Crisis: A Business Survival Guide During a Disaster

FRIDAY, MARCH 27 | 10-11:30AM
WEBINAR
INSTRUCTOR: MICHAEL SOON LEE

Thriving During a Trying Time

WEDNESDAY, MARCH 25
1-2 PM
WEBINAR



[Reducing Risk in the Disclosure Process](#)

March 24 | 10-11am | Webinar

Join C.A.R. and a panel of experts including Steven Spile and Sebastian Tonkin, to discuss how you can safely and efficiently guide clients through the disclosure process even while working remotely.

[NHS - Earn Free Seller & Buyer Leads](#)

March 24 | 11am-12pm | Webinar

As a member benefit to you, your MLS has partnered with BDX on their NewHomeSourceProfessional.com tool (NHSPPro). In this webinar you will learn how to activate your private account, how to earn seller and buyer leads, and how to post new construction homes to your social media.



[Tax Strategies For Real Estate Professionals](#)

April 2 | 10am-12:30pm | Virtual Class

Instructor Maine Schaffer of Bradford & Co. will share proven tax strategies for real estate professionals. In this course you will learn how to navigate the NEW 20% 199A deduction, why your accountant can't take the new tax deductions for you, and more.



Virtual Class Schedule

Monday

March 23

Grab n Go - [How to Print Mailing Labels in CRS Tax System](#)

Tuesday

March 24

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

Wednesday

March 25

1:30-2:30pm - [Cloud CMA](#)

Thursday

March 26

1:20-2:30pm - [The Basics of Paragon](#)

Friday

March 27

Video - [Glide: Inviting Clients to Complete Forms Using Glide](#)

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



Bay East Association of REALTORS®

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