



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

## Education Corner

In addition to the classes, podcasts, and videos you have access to through Bay East, NAR is relaunching the [Right Tools Right Now](#) program. This initiative was first activated during the financial crisis of 2009. In light of recent challenges, this program will make new and existing NAR products and services available to REALTORS® for FREE or at significant discounts. Not only will this initiative provide education courses to expand and grow your skills, it will include digital tools for transactions, marketing tools, and financial management webinars.

The podcast, [A Home For the Brave: an Interview with Dr. Ben Carson and Brian D. Montgomery](#), from The Brian Buffini Show offers more insight into what's happening now and what to expect in the future.

If you have any questions or class requests, please feel free to email Pamela Thompson, Bay East Education Manager, at [pamelat@bayeast.org](mailto:pamelat@bayeast.org) or simply reply to this email.



VIRTUAL CLASS

# COVID-19 and Your Estate Planning

TUESDAY, MARCH 31  
11AM-12:30PM

INSTRUCTOR: DANIELA LUNGU

# C.A.R. FREE 45-Hour Subsequent License Renewal

BROKER FIRST TIME & ALL LICENSEE SUBSEQUENT RENEWAL



## [Tax Reduction 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.

## [Financial Tips During Challenging Times: A Business Survival Guide](#)

**March 30 | 11am-12:30pm | Webinar**

This NAR webinar will focus on how to be financially prepared during a time of crisis. Michael Soon Lee will discuss how COVID-19 will affect real estate and show you how you can not only survive, but thrive after it has passed.



### [1031 Exchange: Grow Your Business with 1031 Exchanges](#)

**April 8 | 10-11am | Webinar**

Asset Exchange Company is offering the opportunity to learn about 1031 Exchanges and marketing solutions for investors. Understand different types of exchanges and how to complete one, as well as the top reasons investors sell and exchange.

# INTRODUCTION TO COMMERCIAL REAL ESTATE

MONDAY, MARCH 30  
10AM-12PM  
WEBINAR



# COMMERCIAL REAL ESTATE BASICS

MONDAY, MARCH 30  
12:30-2:30PM  
WEBINAR



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## Virtual Class Schedule

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**Monday**  
March 23

Article - [Tips to Successfully Run Your Real Estate Business During COVID-19](#)

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**Tuesday**  
March 24

11am-12:30pm - [COVID-19 and Your Estate Planning](#)

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

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## Wednesday

March 25

1:30-2:30pm - [RPR® Overview](#)

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## Thursday

March 26

9:30-10:30am - [CMA Tools and Workshop](#)

10am-12:30pm - [Tax Reduction Strategies for Real Estate Professionals](#)

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## Friday

March 27

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

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[View upcoming March & April webinars and class statuses 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

Located at, 7021 Koll Center Parkway, Pleasanton, California 94566, United States, 925.730.4060

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