



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 has re-launched the [Right Tools, Right Now](#) program. This initiative provides new and existing NAR products and services available to REALTORS® for FREE or at significant discounts.

The podcast, [Leading in a Crisis - An Interview with NAR President Vince Malta](#), from The Brian Buffini Show gives insight into how our community can weather COVID-19 and have confidence 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 or simply reply to this email.

VIRTUAL CLASS

Grow Your Business with 1031 Exchange

WEDNESDAY, APRIL 8 | 10-11AM
INSTRUCTOR: LEONARD SPOTO

VIRTUAL CLASS

Tax Reduction Strategies for Real Estate Professionals

WEDNESDAY, APRIL 8

10AM-12:30PM

INSTRUCTOR: MAINE SCHAFFER



[How to Navigate Through This New Real Estate Reality.](#)

April 13 | 10-11am | Virtual Class

It is not business as usual, but we want to help you adapt your mindset and skill set so you can continue business operations. Instructor Darryl Davis will share what you need to do now in order to navigate through today's challenges.

[How to Navigate Social Media for Real Estate in Uncertain Times](#)

Webinar Replay

Join Katie Lance as she shares ideas on what to and not to post during COVID-19 including social media do's and don'ts, tips to maximize video, and utilizing tools like Facebook Live when you can't be face to face with clients or prospects.



[8 Smart Tips to Run Your Real Estate Business Remotely During the COVID-19 Pandemic](#)

April 9 | 10-11am | Virtual Class

Burton Kelso, The Technology Expert, will share expert tech advice and provide valuable tips on how you can successfully operate your real estate business while working remotely.



VIRTUAL CLASS

COVID-19 and Your Estate Planning

TUESDAY, APRIL 21

11AM-12:30PM

INSTRUCTOR: DANIELA LUNGU



Pricing Strategies: Mastering the CMA (PSA)

100% ONLINE | 6 HOURS
FREE TO NAR MEMBERS

Virtual Class Schedule

Monday

April 6

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

Tuesday

April 7

9:30-10:30am - [Paragon Auto Email - Ins & Outs](#)

Wednesday

April 8

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

10-11am - [Grow Your Business with 1031 Exchange](#)

Thursday

April 9

10-11am - [8 Smart Tips to Run Your Real Estate Business Remotely During the COVID-19 Pandemic](#)

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

Friday

April 10

9:30-10:30am - [CRS Tax Data System](#)

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



Bay East Association of REALTORS®

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