



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

Education Corner

Visit the [Education Deals](#) tab on our COVID-19 Guide for Members page to discover all of the free and discounted educational resources available to you as a Bay East member.

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.

Thriving in a Shift

Tuesday, May 5 | 11:30am-12:30pm

Virtual Class

Speaker: Debbie De Grote,
Co-Founder & CEO of Forward Coaching



Your Listing. Your Lead. Your Profile.

Wednesday, May 6
11am-12pm
Webinar

Brought to you by:  Homes.com



[Staying Out of Court: Risk Management](#)

May 4 | 10-11am | Virtual Class

Join instructor Robert Brand as he shows you the easiest ways to avoid litigation, including the best disclosure strategies, updates on new litigation trends, a review of common TDS/AVID errors, and more.

[Social Media Marketing Strategies for REALTORS®](#)

May 7 | 10am-12pm | Virtual Class

Convert social leads from offline to online. Learn how to raise your rank and reliability on social media, including what content strategies matter most in order to expand your reach and boost your engagement.



[NAR's Pricing Strategies: Mastering the CMA \(PSA\)](#)

Virtual Class | FREE to NAR Members

This Pricing Strategy Advisor (PSA) certification course gives you the knowledge base and skills needed to successfully complete a comparative marketing analysis (CMA) and to clearly communicate the essential information to your clients.

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

BROKER FIRST TIME & ALL LICENSEE SUBSEQUENT RENEWAL



Income Property Analysis

FRIDAY, MAY 8 | 10AM-12PM
VIRTUAL CLASS



Virtual Class Schedule

Monday

May 4

10-11am - [Staying Out of Court: Risk Management](#)

1:30-2:30pm - [Supra Keys and SupraWEB](#)

Tuesday

May 5

11:30am-12:30pm - [Thriving in a Shift](#)

1:30-2:30pm - [RPR® Series: Schools](#)

Wednesday

May 6

9:30-10:30am - [RPR® Overview](#)

Thursday

May 7

10am-12pm - [Social Marketing Strategies for REALTORS®](#)

1:30-2:30pm - [Mobile Apps](#)

Friday

May 8

10am-12pm - [CBA: Income Property Analysis](#)

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



Bay East Association of REALTORS®

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