



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

Education Corner

Did you miss our Thriving During a Shift webinar? Stream the recording [here](#).

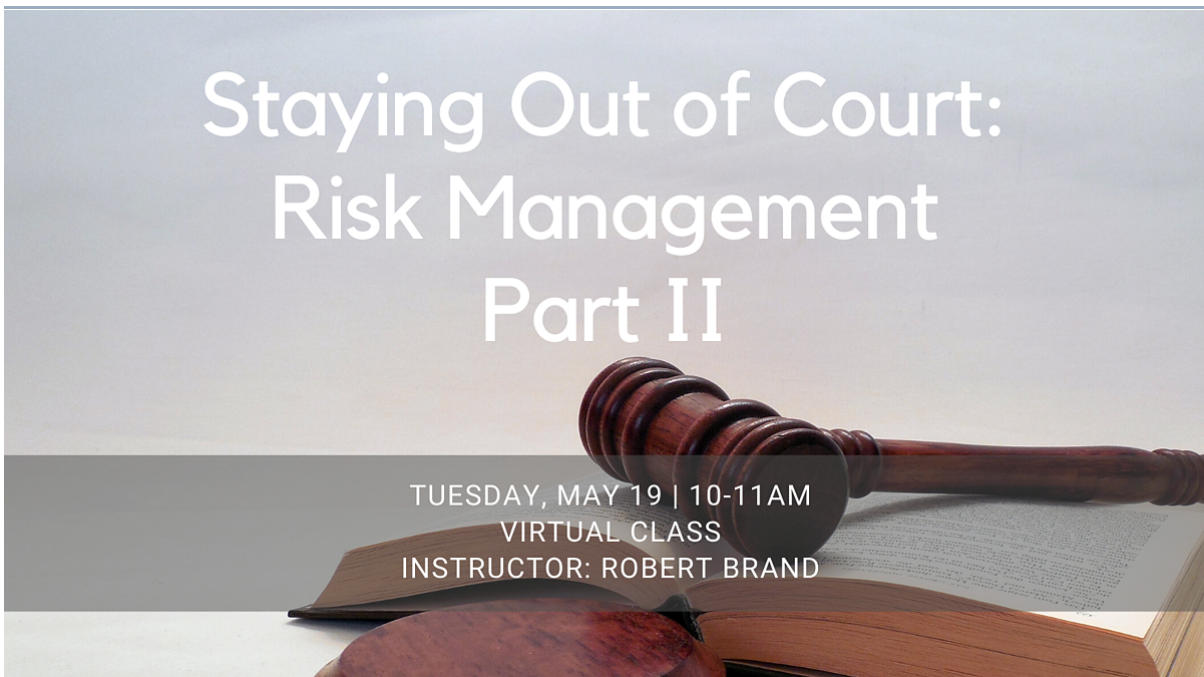
Code of Ethics training is now required every 3 years. If you need to complete your Code of Ethics training, you can now take [NAR's FREE Code of Ethics Non-CE Version Course](#).

Interested in earning a new certification or designation? NAR is offering a FREE [At Home With Diversity® \(AHWD\)](#) designation class Tuesday, May 19.

If you have any questions or class requests, please feel free to email Pamela Thompson, Bay East Education Director, at pamelat@bayeast.org or simply reply to this email.

Staying Out of Court: Risk Management Part II

TUESDAY, MAY 19 | 10-11AM
VIRTUAL CLASS
INSTRUCTOR: ROBERT BRAND





Financial Survival for REALTORS®

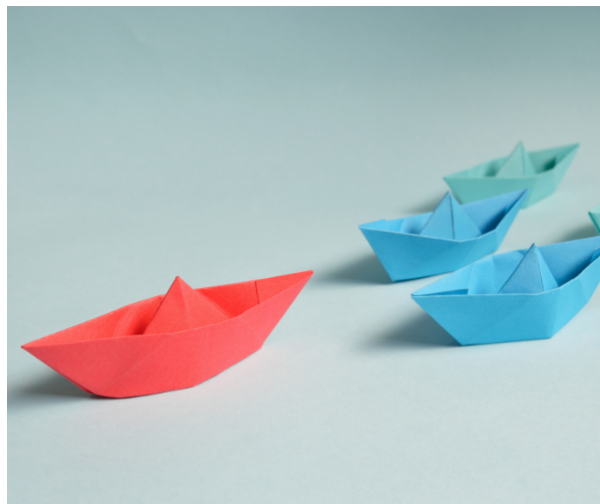
May 26 | 11am-12:15pm | Virtual Class

This program will help you assess your financial position and make adjustments for a post-coronavirus world. You will learn how to develop your emergency fund, how to take advantage of financial packages offered by the government, and more.

How to Lead Our Clients Out of COVID-19

May 29 | 1-2pm | Virtual Class

Kitty Cole will answer many of the important questions clients are asking about today's real estate climate so you can better understand what you can do to bounce back and lead your clients out of this pandemic.





[Home Equity Conversion for Purchase](#)

May 27 | 11am-12:30pm | Virtual Class

Instructors Cheryl McCarthy and Martha Echols will inform you how you can help your 62+ buyers purchase their next home with no mortgage payments.

Elevate Your Listing Presentations with Cloud CMA Live

WEDNESDAY, MAY 20 | 10:30-11:30AM

WEBINAR

BAY EAST MEMBERS ONLY

Likes to Leads, How to Leverage Facebook Ads for Lead Capture

MONDAY, MAY 18 | 10AM
WEBINAR
INSTRUCTOR: REGGIE NICOLAY



Virtual Class Schedule

Monday

May 18

10am-12pm - [CBA: Introduction to Multifamily Investments](#)

12:30-2:30pm - [CBA: Introduction to Multifamily Listing & Selling](#)

1:30-2:30pm - [CMA Tools and Workshop](#)

Tuesday

May 19

9:30am-10:30am - [Mobile Apps](#)

10-11am - [Staying Out of Court: Risk Management Part 2](#)

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

Wednesday

May 20

10am-12pm - [Introduction to Commercial Leasing Part A](#)

12:30-2:30pm - [Introduction to Commercial Leasing Part B](#)

Thursday

May 21

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

Friday

May 22

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

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



Bay East Association of REALTORS®

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