



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

Education Corner

NAR extended their 30% discount on online classes, designations, and certifications through August 31. Be sure to take advantage of the [Right Tools Right Now Program](#) to continue growing your business!

Want to learn more about commercial real estate post COVID-19? Watch [CBA's Commercial Corner featuring Matt Hagar](#) as he dives into what we can expect throughout the industry post-pandemic.

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.

How to Become a Virtual Marketing Expert

MONDAY, JUNE 8 | 11AM-12PM

VIRTUAL CLASS

INSTRUCTOR: TIM DENBO



Defending Your Commission

Tuesday, June 9 | 11 am-12:30pm
Virtual Class
Instructor: Michael Soon Lee



[CBA - Business Development and Prospecting](#)

June 19 | 12:30-2:30 | Webinar

Register for Commercial Brokers Association's course to learn how to market yourself, develop your marketing strategy, prepare for success, and develop additional business skills within the commercial industry.

[Risk Management Anytime](#)

Online Anytime

Learn how you can minimize your chance of having a claim or lawsuit filed against you by following some simple risk management steps and educating yourself on high-risk incidences. This course counts towards earning your Certified Transaction Coordinator Certification (CTC).



[How to Keep Business Moving During Uncertain Times: Top Producers Share Their Stories](#)

June 16 | 10:30am | Webinar

Join Joel Singer and some of California's top-producing REALTORS® on Zoom as they share how they have been able to safely and successfully close transactions during the pandemic.



Luxury Livestream

TUESDAY, JUNE 9 & WEDNESDAY, JUNE 10
8AM-2PM | 2-DAY VIRTUAL CLASS

Virtual Class Schedule

Monday

June 8

11am-12pm - [How to Become a Virtual Marketing Expert](#)

1:30-2:30pm - [Buyer's Agent: 101 - Auto Email](#)

Tuesday

June 9

8am-2pm - [Luxury Livestream](#)

9:30-10:30am - [Cloud CMA: The Customizable Program for You](#)

11am-12:30pm - [Defending Your Commission](#)

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

Wednesday

June 10

8am-2pm - [Luxury Livestream](#)

Thursday

June 11

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

Friday

June 12

Grab n Go - [How to Add a Virtual Tour to a Listing](#)

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



Bay East Association of REALTORS®

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