



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

Education Corner

Learn how you can take a simplified approach to increasing your income, efficiency, and inner peace in a [free webinar](#) from the Zen REALTOR®.

Explore [Commercial Business Development and Prospecting](#) during this session of the Commercial Brokers Association's Education Series.

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.

Black Belt Negotiating

Tuesday, June 23 | 11am-12:30pm

Virtual Class

Instructor: Michael Soon Lee



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

June 26 | 10am-11am | Virtual Class

Join instructor Robert Brand as he shares 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.

[Tax Reduction Strategies for Real Estate Professionals - Keep More of Your Income in 2020](#)

July 1 | 10am-12:30pm | Virtual Class

Main Schaffer from Bradford Tax Seminars, will teach you everything you need to know about the new tax law including how to navigate the new 20% 199A deduction.





Putting Yourself in Your Client's Shoes

June 24 | 2:30-3:30pm | Virtual Class

Kitty Cole will show you how important it is that you know what it's like to be in your client's shoes. Learn the questions to ask, the empathetic statements to make, all about venting styles, and how to building an emotional connection.

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

BROKER FIRST TIME & ALL LICENSEE SUBSEQUENT RENEWAL

Virtual Class Schedule

Monday

June 15

Grab n Go - [How to Add an Open House and a Tour on Paragon](#)

Tuesday

June 16

1:30-2:30pm - [Advanced Paragon](#)

Wednesday

June 17

1:30-2:30pm - [MLS Tools Overview](#)

Thursday

June 18

9:30-10:30am - [The Basics of Paragon](#)

Friday

June 19

10am-12pm - [CBA: CRE Transaction Document Review](#)

12:30-2:30pm - [CBA: Business Development and Prospecting](#)

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



Bay East Association of REALTORS®

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