



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

Education Corner

Want to learn more about the role social media plays in real estate marketing? Watch Katie Lance's new episode of the #GetSmartSocial series, [How to Use Social Media for Real Estate Marketing](#).

Prospecting season is here! Learn how to use Homesnap's [Likelihood to List feature](#) to farm your ZIPs with your Homesnap Industry Education Partner, [Evelyn Pulido](#).

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.

Title & Escrow 101

Monday, June 29 | 10-11am
Virtual Class
Instructor: Sally Andreetta





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

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

Maine Schaffer from Bradford Tax Seminars, will teach you the ins and outs of the new tax law including how to navigate the new 20% 199A deduction.

[Agent Success Summit](#)

July 8-July 14 | Virtual Online Training

Bay East is a proud sponsor of this 8th annual, 100% FREE, 7-day virtual training event for real estate agents. Agent Success Summit will bring you 21 of the most influential coaches and trainers to share their proven strategies and practical approaches.

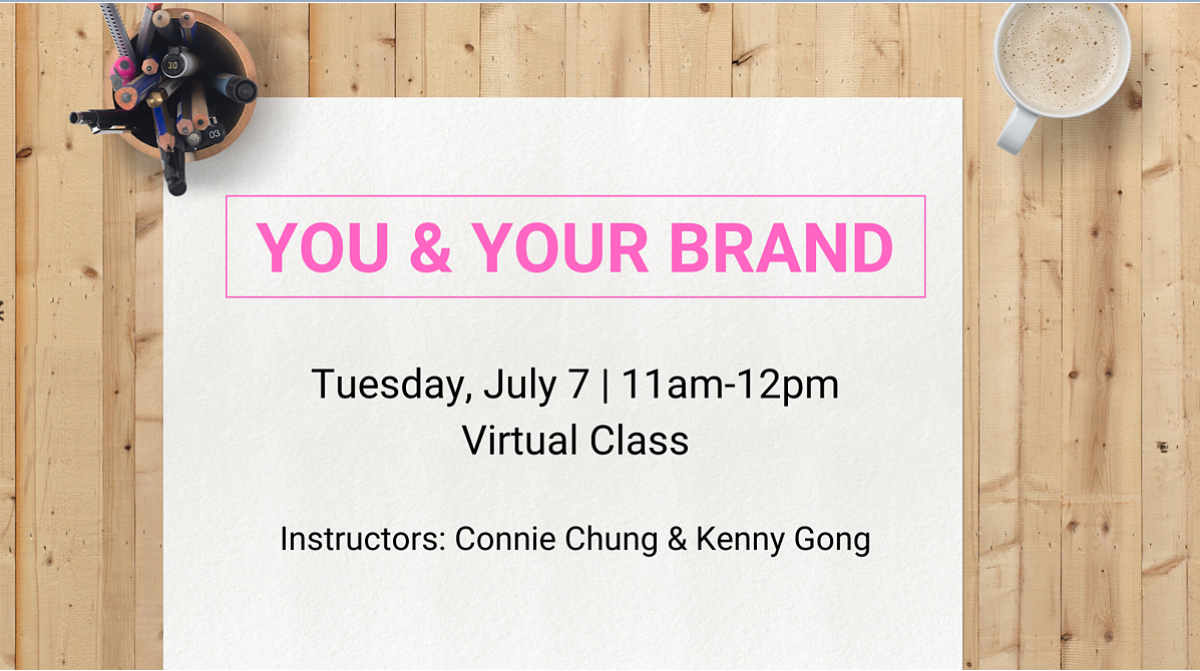




20-Hour CA-DBO Pre Licensing Class for Mortgage Loan Originators

July 7 | 8:15am-4:30pm | Virtual Class

This course satisfies the requirements set forth by the Secure and Fair Enforcement Mortgage Licensing Act and will include textbooks, test prep, NMLS credit banking fee, and online access to the national sample test prep.



YOU & YOUR BRAND

Tuesday, July 7 | 11am-12pm
Virtual Class

Instructors: Connie Chung & Kenny Gong

Virtual Class Schedule

Monday

June 29

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

10-11am - [Title & Escrow 101](#)

12:30-2:30pm - [Commercial Loans From Start to Finish](#)

Tuesday

June 30

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

Wednesday

July 1

10am-12:30pm - [Tax Reduction Strategies for Real Estate Professionals - Keep More of Your Income in 2020](#)

Thursday

July 2

9:30-10:30am - [Advanced zipForm® Plus](#)

10am-12pm - [Introduction to Multi-Family Investments](#)

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

Friday

July 3

Bay East will be Closed in Observance of
the 4th of July Holiday

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



Bay East Association of REALTORS®

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