

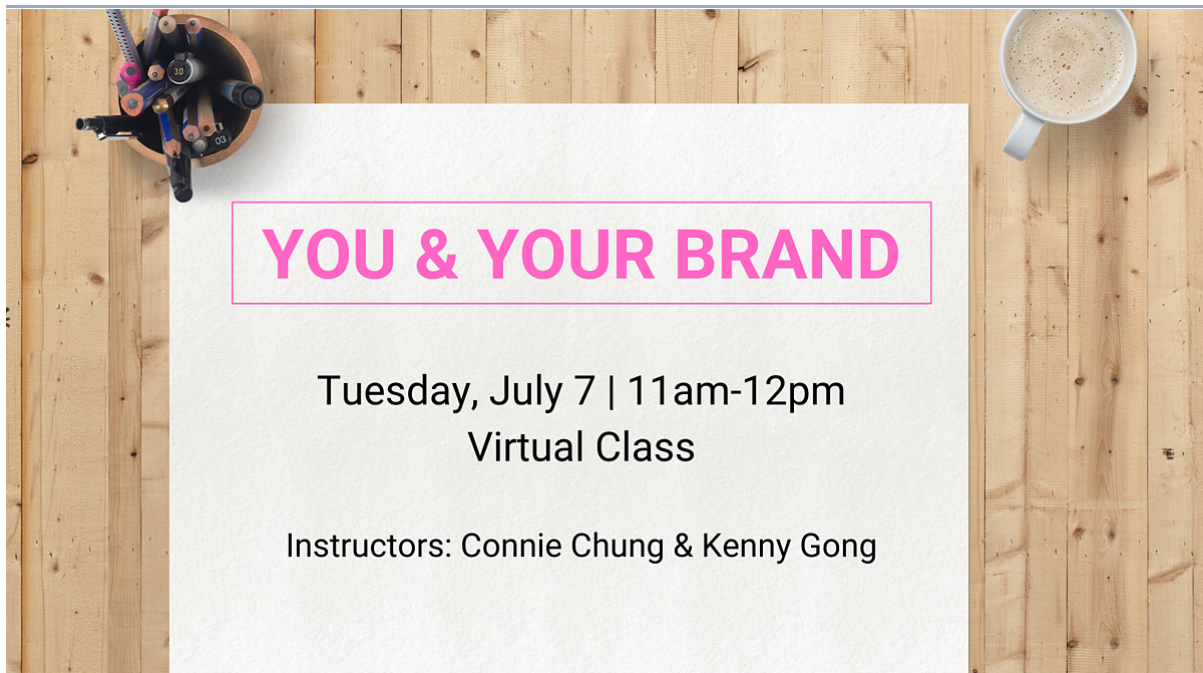


Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

## Education Corner

Interested in Transaction Coordination? Gain a complete understanding of every part of the real estate transaction when you take [Fundamentals of Transaction Coordination](#). For new agents who need to learn the details of the Residential Purchase Agreement, we recommend [Your Guide to the California RPA and Related Forms](#). The California Association of REALTORS® offers both these informative courses online anytime.

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





### **[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.





### The Basics of Estate Planning:

#### Wills & Trust

**July 16 | 10-11:30am | Virtual Class**

Daniela Lungu, Estate Planning Attorney, will provide information on the process and arrangement of Estate Planning. Learn how to use revocable living trusts to avoid estate taxes and probate, effectively use trusts to keep the court out of your family, and more.

## How to Be the #1 Offer

Tuesday, July 14 | 10am-12pm

Virtual Class

Instructor: Mony Nop

### Virtual Class Schedule

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#### **Monday**

July 6

**Grab n Go** - [Market Monitor and How to Use it](#)

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#### **Tuesday**

July 7

8:15am-4:30pm - [20-Hour CA DBO Pre-Licensing Class for Mortgage Loan Originators](#)  
11am-12pm - [You and Your Brand](#)  
1:30-2:30pm - [Buyer's Agent 101: Auto Email](#)

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## Wednesday

July 8

8am-5pm - [Agent Success Summit](#)  
1:30-2:30pm - [The Basics of Paragon](#)

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## Thursday

July 9

8am-5pm - [Agent Success Summit](#)  
8:15am-4:30pm - [20-Hour CA-DBO Pre-Licensing Class for Mortgage Loan Originators](#)  
9:30-10:30am - [Advanced Paragon](#)  
1:30-2:30pm - [Six Ways to Create a CMA](#)

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## Friday

July 10

8am-5pm - [Agent Success Summit](#)  
9:30-10:30am - [Supra Keys and SupraWEB](#)

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



Bay East Association of REALTORS®  
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