



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

## Education Corner

Do you know how to best utilize Instagram to promote your listings? Watch Katie Lance's [How to Promote Your Virtual Open House on Instagram](#) to learn her top 3 tips.

Are you promoting your listings on your Facebook Business Page? Katie also has some great advice on [How to Promote Your Virtual Open House on Facebook](#).

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.

**BAYEAST**  
ASSOCIATION OF REALTORS®

Bay East Association of REALTORS® is a proud sponsor of the 8th annual

# AGENT SUCCESS SUMMIT

Don't Miss the Last 2 Days of This 7-Day Seminar!  
FREE | 21 Coaches & Trainers | Limited Access

[Get Free Access!](#)



### [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](#)

**July 14 | 10am-12pm | Virtual Class**

Join Instructor Many Nop for this interactive class and become familiar with what sellers are looking for in an offer as well as how to structure your own winning offer. Learn the steps to take before and after an offer is made, and while an offer is being reviewed.





### CBA - Lease Negotiations

**July 15 | 12:30-2:30pm | Webinar**

Join the Commercial Brokers Association for their online Education Series class to learn negotiation techniques, the art of concessions, the top seven negotiation skills you need, and how to perfect the timing of a lease transaction.

A top-down view of a wooden desk. On the left is a round wooden pen holder with several pens. On the right is a white mug filled with coffee. In the center is a white rectangular card with a purple border. The card contains the following text:

**YOU & YOUR BRAND**

Tuesday, July 21 | 11am-12pm  
Virtual Class

Instructors: Connie Chung & Kenny Gong

### Virtual Class Schedule

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**Monday**  
July 13

8am-5pm - [Agent Success Summit](#)

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**Tuesday**  
July 14

8am-5pm - [Agent Success Summit](#)

9:30-10:30am - [The Basics of Paragon](#)  
10am-12pm - [How to Be the #1 Offer](#)

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## Wednesday

July 15

9:30-10:30am - [Intro to zipForm® Plus](#)  
10am-12pm - [Tenant Representation](#)  
12:30-2:30pm - [Lease Negotiations](#)

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## Thursday

July 16

9:30-10:30am - [zipLogix™ Digital Ink 2.0](#)  
10-11:30am - [The Basics of Estate Planning: Wills & Trusts](#)  
1:30-2:30pm - [Free Phone Apps You Need Now](#)

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## Friday

July 17

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

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



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