



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

## Education Corner

Get step-by-step instructions about how to properly complete and use the RPA to better serve and protect your clients and yourself!

C.A.R has “California Residential Purchase Agreement and Related Forms” class [available online anytime](#) or virtually. Make sure to check their [Education calendar](#) for all of their virtual classes.

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.

# You and Your Brand

Join this hands-on workshop all about YOU and helping you to clarify and strengthen your professional brand through authentic storytelling.

Tuesday, July 21, 11am



### [How to List Buyers](#)

**July 28 | 10am-12pm | Virtual Class**

Michael Soon Lee will explain how getting and keeping the loyalty of buyers is the key to real estate. Learn ways to get buyers to sign listing agreements, where to find buyers, and how a buyer-brokerage can triple your efficiency.

### [Big Money Agent](#)

**July 28 | 12-1:30pm | Virtual Class**

Join instructor David Keesee to learn marketing and sales strategies that top agents are using in today's economy. Gain productive, practical tips to influence and convert leads used by the best agents in the business.





### [Capture More Listings](#)

**August 11 | 10am-12pm | Virtual Class**

In today's market you don't just want listings, you want salable listings. Michael Soon Lee will share how to capture more leads by using listings to get listings and make more money by turning down listings, and as well as closing gifts that give you endless referrals.



### [Virtual Class Schedule](#)

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**Monday**  
July 20

**Grab n Go - [Status Change Auto Email](#)**

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**Tuesday**  
July 21

11am-12pm - [You and Your Brand](#)

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## Wednesday

July 22

9:30-10:30am - [CRS Tax Data System](#)

1:30-2:30pm - [How to Input Listings – Key Information](#)

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## Thursday

July 23

12-1:30pm - [Damages and Remedies for Breach of the Purchase Agreement](#)

1:30-2:30pm - [The Basics of Paragon](#)

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## Friday

July 24

Grab n Go - [Paragon Auto Email Ins and Outs](#)

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



Bay East Association of REALTORS®

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