



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

Education Corner

Are evictions possible in today's COVID-19 environment? Whose property is it anyway?

These are questions more and more tenants and housing providers are asking themselves these days. And, now, increasingly, buyers and sellers.

Join C.A.R attorneys Amanda Byun and Jana Gardner on August 4 to learn more about [COVID-19 and Evictions.](#)



HOW TO LIST BUYERS

July 28, 10am



[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. He'll also provide insight on closing gifts that give you endless referrals.

[How to Be Known as the Marketing Expert in a Changing Real Estate Market](#)

Aug. 13 | 10am-12pm | Virtual Class

As a real estate agent, you need to be an expert in your community, field and market. This is essential for producing relevant content. Learn how to use the latest tools and strategies to stand out from the crowd and become the Marketing Expert!



[Staying Out of Court: Risk Management Part 2](#)

August 17 | 10-11am | Virtual Class

Robert Brand will provide a quick review of TDS/AVID disclosure techniques and tips for avoiding litigation. He will also discuss the most common disclosure mistakes, and strategies to reduce liability with real estate advertising language.



Virtual Class Schedule

Monday

July 27

10am-12pm - [Introduction to Commercial Leasing Part A](#)

12:30pm-2:30pm - [Introduction to Commercial Leasing Part B](#)

Tuesday

July 28

9:30-10:30am - [MLS Tools Overview](#)

10am-12pm - [How to List Buyers](#)

12-1:30pm - [Big Money Agent](#)

1:30-2:30pm - [RPR® Series: Seller Report](#)

Wednesday

July 29

9:30-10:30am - [Cloud CMA: The Customizable Program for You](#)

10:30am-12pm - [Platinum Affiliates Present: Fair Housing and Lending Seminar](#)

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

Thursday

July 30

9:30-10:30am - [Intro to zipForm® Edition](#)

1:30-2:30pm - [RPR® – In-Depth Search Engine Overview](#)

Friday

July 31

Grab n Go - [Add a Virtual Tour](#)

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



Bay East Association of REALTORS®

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