

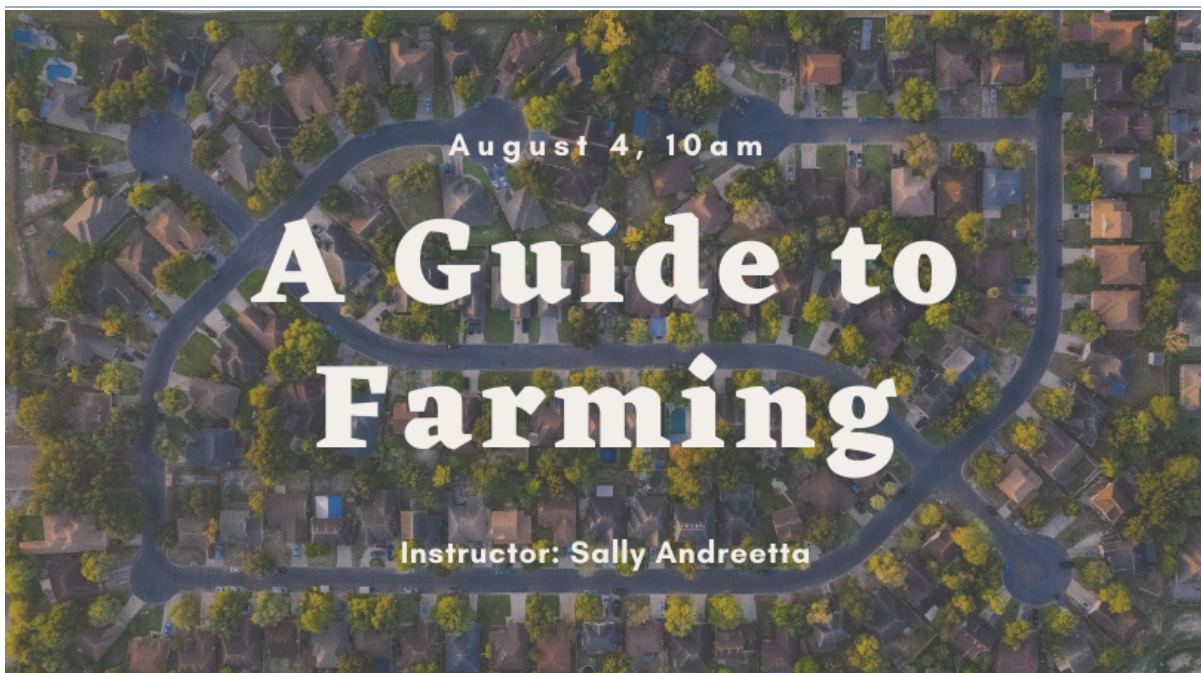


Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

Education Corner

Want to learn how to work remotely more effectively? C.A.R is offering [Paperless Transactions: Going Digital with zipForm®](#) and [4 Steps to Eliminate Tech Stress](#) online anytime.

For additional self-paced classes, [the Center for REALTOR® Development](#) is offering all online courses at a 30% discount through the end of August.



[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.

[Preliminary Title and How to Spot Red Flags in Escrow](#)

Aug. 12 | 10-11:320am | Virtual Class

A “red flag” is a signal to pay attention! Certain situations may cause delays or other problems within an escrow. Join Sally Andreetta as she provides examples of red flags be aware of during a sale.



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

August 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. Tim Denbo will teach you how to use the latest tools and strategies to stand out from the crowd and become the Marketing expert!



STAY OUT OF COURT: RISK MANAGEMENT PART 2

August 17, 10am

Instructor: Robert Brand

How To be the #1 Offer

August 20, 12pm

Instructor: Mony Nopy

Virtual Class Schedule

Monday

August 3

Grab n Go - [CMA – How to Create a CMA Report in CRS Tax System](#)

Tuesday

August 4

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

2-3pm - [Metrolist Overview](#)

Wednesday

August 5

9:30-10:30am - [Six Ways to Create a CMA](#)

Thursday

August 6

9:30-10:30am - [Buyer's Agent: 101 – Auto Email](#)

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

11am-12pm - [Paragon Map](#)

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

2-3pm - [MLS Tools Overview](#)

Friday

August 7

Grab n Go - [Data Share Map](#)

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



Bay East Association of REALTORS®

Pleasanton Office | 7021 Koll Center Parkway, Pleasanton, 94566 | 925.730.4060
Alameda Office | 2490 Mariner Square Loop Suite 200, Alameda, 94501 | 510.523.7229

Located at, 7021 Koll Center Pkwy, Pleasanton, CA 94566, United States, 925.730.4070

[Unsubscribe](#) [Manage preferences](#)