

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

Education Corner

Did you know that an Education Advantage membership is only \$10 for the 2020-2021 membership year? That is a savings of \$29.

Education advantage members receive free or reduced pricing on Bay East classes as well as special pricing on designation and certification seminars. Call 925.730.1070 to sign up and save today!

August 11, 10am

Capture More Listings

Instructor: Michael Soon Lee



August 12, 10am

Preliminary Title and How to Spot Red Flags in Escrow

Instructor: Sally Andreetta



[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.

[How to be the #1 Offer](#)

August 20 | 12-2pm | 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 or Purchase](#)

August 12 | 10am-12pm | Virtual Class

Join the Commercial Brokers Association for their online Education Series class to learn how to assist business owners in comparing leasing versus purchase financing options. Instructor Rick Krinks will also explain the value of leasing a property vs investing in a property.

August 13, 10am

How to Be Known as the Marketing Expert in a Changing Real Estate Market

Instructor: Tim Denbo



Virtual Class Schedule

Monday
August 10

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

Tuesday
August 11

**9:30-10:30am - [The Basics of Paragon](#)
10am-12pm - [Capture More Listings](#)
2-3pm - [RPR® Series: Tools for Buyer Agent](#)**

Wednesday
August 12

**10-11:30am - [Preliminary Title and How to Spot Red Flags in Escrow](#)
10am-12pm - [CBA – Lease or Purchase](#)
11am-12pm - [Free Phone Apps You Need Now](#)
12:30-2:30pm - [CBA – Business Opportunity Sales](#)**

Thursday
August 13

**9:30-10:30am - [Supra Keys and SupraWEB](#)
10am-12pm - [How to Be Known as the Marketing Expert in a Changing Real Estate Market](#)
11am-12pm - [Advanced Paragon](#)**

Friday
August 14

9:30-10:30am - [How to Input Listings – Key Information](#)

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

