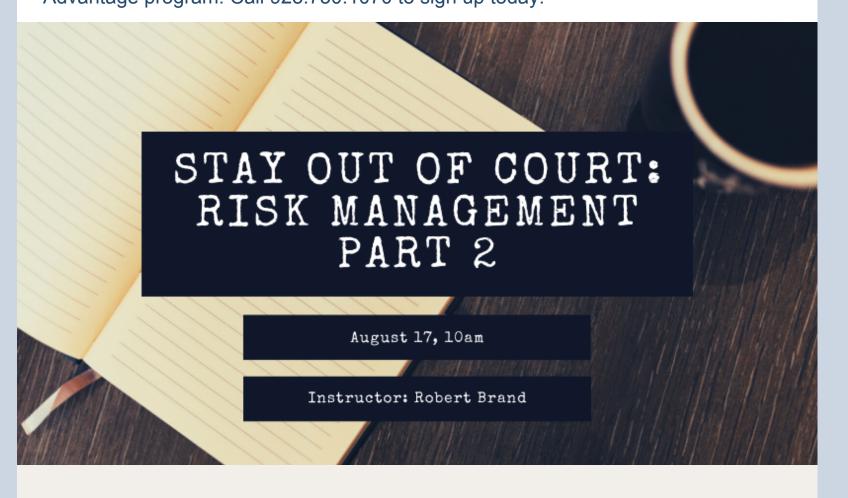


Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

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.

Register for Guide to the RPA and Associated Documents (taught by C.A.R. Attorney, Gov Hutchinson) now and sign up for Education Advantage at the same time. Participating in this class alone will bring full-value of the Education Advantage program. Call 925.730.1070 to sign up today!





August 20, 12pm

Instructor: Mony Nopy



Defending Your Commission August 26 | 10am-12pm | Virtual Class Whether in a listing presentation, when making a counter offer, during a repair negotiation or at the closing table, agents must be prepared to defend their real estate commissions with confidence. Join Michael Soon Lee as he shares tools to use to demonstrate your value to your

CBA – Business Development and Prospecting

August 31 | 12:30-2:30pm | Virtual Class

In this class you will learn how to market yourself and develop a marketing plan as well as tips to succeed at prospecting for commercial business.





Social Media For Realtors During Uncertain Times

Video

clients.

Katie Lance is a nationally known keynote speaker specializing in social media strategy and technology trends. Watch this short video and learn what to post on social media during uncertain times.



Virtual Class Schedule

Monday 10-11am - Staying Out of Court: Risk Management Part 2 August 17 **Tuesday** 9:30-10:30am - The Basics of Paragon 2-3pm - Paragon Map August 18 Wednesday 11am-12pm - REALTOR® Property Resource® (RPR®) - In-**Depth Search Engine Overview** August 19 **Thursday** 9:30-10:30am - Cloud CMA: The Customizable Program for August 20 **You** 11am-12pm - CRS Tax Data System 12-2pm - How to be the #1 Offer **Friday** 11am-12pm - Use RPR® to Create CMA's That Amaze August 21

View upcoming webinars and class statuses on our website.







