



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!

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



[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 clients.

[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
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.

September 2 | 10am

WHAT'S
NEW WITH
ADUS IN
2020

Instructor: Ron Chin

Virtual Class Schedule

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

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



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