



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

Education Corner

Mark your calendar, Bay East 2020 Tech Week is coming! Join us September 28 through October 2 to learn more about Cloud Agent Suite, Homespotter, SUPRA, and much more.

September 1, 10:30am-12pm

**Identifying Red Flags on Preliminary Title Report**

Instructor: Sally Andreetta

September 2 | 10-11:30am

**WHAT'S NEW WITH ADUS IN 2020**

Instructor: Ron Chin

[Tax Strategies: Keep More of Your Money in 2020](#)

September 10 | 10am-12:30pm | Virtual Class

Because tax laws and policies continue to change, agents and their clients need to revisit tax planning strategies regularly. Maine Shaffer will teach you how to navigate 2020 tax deductions.

[The Art of Networking](#)

September 14 | 11am-1pm | Virtual Class

Building relationships is a part of the real estate business. In this interactive class, Mony Nop will demonstrate networking techniques you can utilize business transactions and make lasting relationships along the way.

[Multiple Offer Madness](#)

September 15 | 10am-12pm | Virtual Class

There are many ways to make an offer look attractive, which could be the difference between an accepted offer and a rejected offer. Michael Soon Lee will provide tips on presenting an offer, which may give yourself an advantage.

September 24, 1-5pm

**Guide to the RPA and Associated Documents**

INSTRUCTOR - GOV HUTCHINSON

**NMLS**

This course satisfies the requirement of CA DBO, CA DRE and any state that does not have state specific education requirements.

September 16, 8:45am-5pm  
Instructor: Randi DeHollander, #1400385

[Virtual Class Schedule](#)

<b>Monday</b> August 31	10am-12pm - <a href="#">CBA – CRE Transaction Document Review</a> 12:30-2:30pm - <a href="#">CBA – Business Development and Prospecting</a>
<b>Tuesday</b> September 1	9:30-10:30am - <a href="#">The Basics of Paragon</a> 10:30am-12pm - <a href="#">Identifying Red Flags on Preliminary Title Report</a> 11am-12pm - <a href="#">Metrolist Overview</a>
<b>Wednesday</b> September 2	10-11:30am - <a href="#">What's New with ADUs in 2020</a> 11am-12pm - <a href="#">Buyer's Agent 101: Auto Email</a>
<b>Thursday</b> September 3	9:30-10:30am - <a href="#">Intro to zipForm® Edition</a> 10am-12pm - <a href="#">CBA – Introduction to Commercial Leasing Part A</a> 10:30-11:30am - <a href="#">Six Ways to Create a CMA</a> 12:30-2:30pm - <a href="#">CBA – Introduction to Commercial Leasing Part B</a>
<b>Friday</b> September 4	Grab n Go - <a href="#">How to retrieve or change password on Paragon</a>

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

Bay East Association of REALTORS®

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