



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

Education Corner

September is REALTOR® Safety month! NAR is providing a series of free REALTOR® Safety classes available online anytime so you can better learn to protect yourself. For the month of September, we will be highlighting one of these classes weekly.

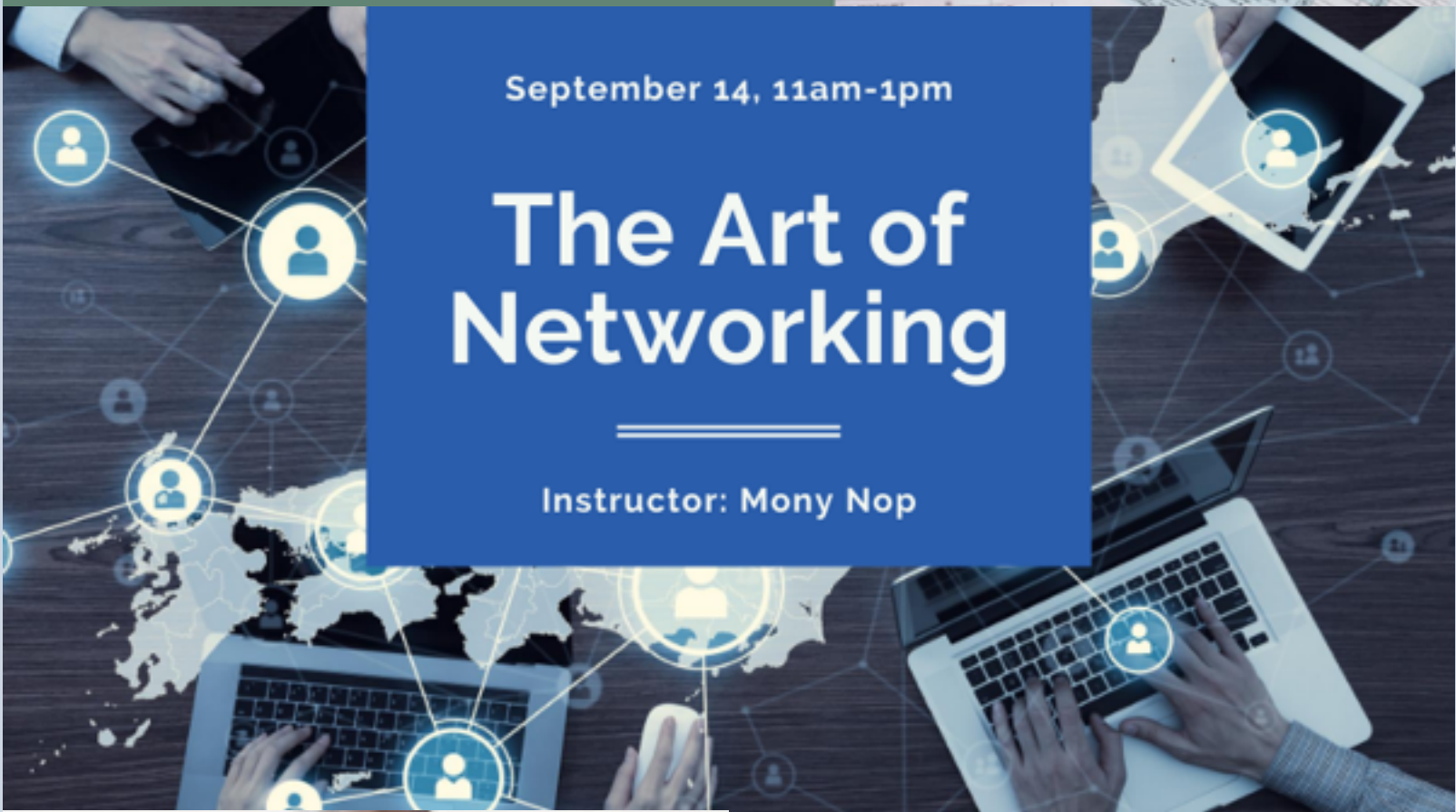
Develop a better understanding of how you are at risk when you take [REALTOR® Safety Series: Are You and Your Data an Easy Target?](#)

For a complete list of classes visit the [REALTOR® Safety Program page](#).

SEPTEMBER 10  
10am-12:30pm

**Tax Strategies:  
Keep More of Your  
Money in 2020**


INSTRUCTOR  
Maine Shaffer



September 14, 11am-1pm

**The Art of  
Networking**

Instructor: Mony Nop



[Multiple Offer Madness](#)


September 15 | 10am-12pm | Virtual Class

There are many ways to make an attractive offer, 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 you an advantage.

[Guide to the RPA and Associated Documents](#)

September 24 | 1-5pm | Virtual Class

The California Residential Purchase Agreement (RPA), is a crucial tool to use in every successful real estate transaction. Gov Hutchinson will go over each form to help you create, modify, cancel, or close a transaction.



[NMLS](#)

September 16 | 8:45am-5pm | Virtual Class

This course satisfies the requirement of CA DBO, CA DRE and any state that does not have specific education requirements. In this course, Randi DeHollander will cover Federal Law, Ethics, Non-Traditional Lending, and more.



**Free Phone Apps You  
Need Now**

September 9, 11am-12pm

<a href="#">Virtual Class Schedule</a>	
<b>Monday</b> September 7	Closed for Labor Day.
<b>Tuesday</b> September 8	2-3pm - <a href="#">The Basics of Paragon</a>
<b>Wednesday</b> September 9	11am-12pm - <a href="#">Free Phone Apps You Need Now</a>
<b>Thursday</b> September 10	9:30-10:30am - <a href="#">Supra Keys and SupraWEB</a> 10am-12:30pm - <a href="#">Tax Strategies: Keep More of Your Money in 2020</a> 2-3pm - <a href="#">Advanced Paragon</a>
<b>Friday</b> September 11	9:30-10:30am - <a href="#">REALTOR® Property Resource® (RPR®) – In-Depth Search Engine Overview</a>

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

