



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

Education Corner

Join us tomorrow, September 28 for [Tech Week 2020](#). Five days of classes with a wide range of presenters including homes.com, Zillow, Disclosures.IO and many more. Sign up for one day, sign up for all five days, it's up to you how many days you attend.... And it's free to all Bay East Members!

TECH WEEK 2020

SEPTEMBER 28-OCTOBER 2 | 10AM-12:30PM

JOIN US FOR 5 DAYS OF VIRTUAL PROGRAMMING TO LEARN ABOUT THE LATEST TOOLS, TIPS AND TRICKS TO FIND NEW CLIENTS, CAPTURE MORE LEADS AND INCREASE YOUR BOTTOM LINE.



[What is Title Insurance & Why it Should Never be Optional](#)

October 13 | 10:30am-12pm | Virtual Class

As an advisor to your clients, you are in a position to help homebuyers understand all things real estate. Join Sally Andreetta from Chicago Title to learn the value of title insurance and why clients should always use it.

[Defending Your Commission](#)

October 14 | 11am-12:30pm | Virtual Class

Whether presenting a listing, making a counter offer, negotiating a repair, 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 you can utilize to demonstrate your value to your clients.



[Intro to zipForm® Edition](#)

October 6 | 9:30-10:30am | Virtual Class

zipForm® is a powerful tool for all your real estate related forms. Learn time-saving functionalities to organize your files. Understanding the difference between transactions and templates will enhance your efficiency and keep your documents in order.



October 8, 11am-12pm

Staying Out of Court: Advanced Level Strategies

Instructor: Robert Brand



[Virtual Class Schedule](#)

Monday
September 28

10am-12:30pm - [Tech Week](#)
10am-12pm - [CBA – Tenant Representation](#)
12:30-2:30pm - [CBA- Lease Negotiations](#)

Tuesday
September 29

10am-12:30pm - [Tech Week](#)
11am-12pm - [How to Input Listings – Key Information](#)

Wednesday
September 30

10am-12:30pm - [Tech Week](#)
11am-12pm - [zipLogix™ Digital Ink 2.0](#)

Thursday
October 1

10am-12:30pm - [Tech Week](#)

Friday
September 25

10am-12:30pm - [Tech Week](#)

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



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