

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

Bay East Member Centers will be closed May 30, in observance of Memorial Day.

### Education Corner

Join C.A.R for [Negotiation Basics for REALTORS®](#) on June 1 from 10am-2pm to learn about tools and information to help you understand the fundamentals of negotiation with different theories of how to negotiate.



June 8 | 1-2pm

## How to Prepare and Understand Buyer/Seller Net Sheets

Instructor: Sally Tannenbaum



### [Standout Social Media!](#)

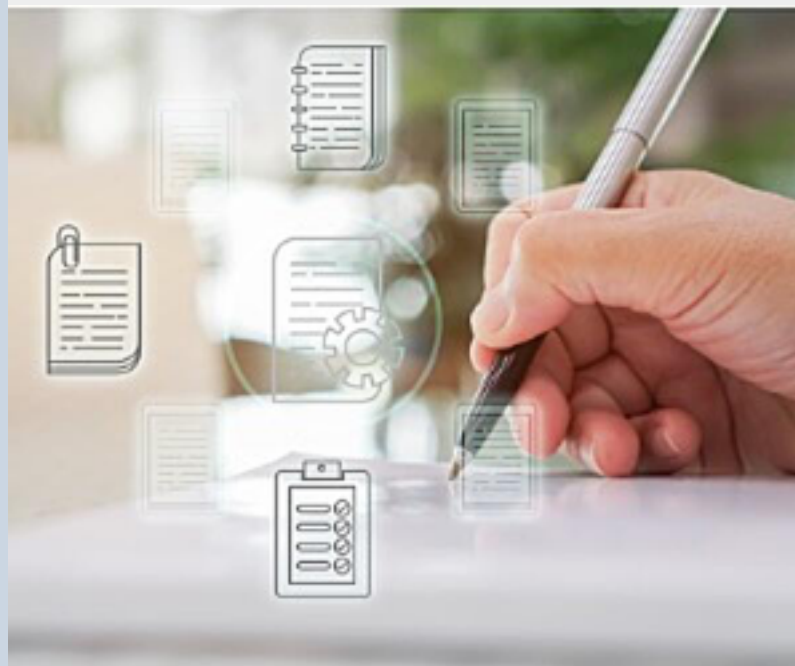
June 9 | 10am, virtual class

Do you have trouble creating social media posts that are unique to you without spending all your energy and time? Camila Arri-Nudo and Danika Grady will teach you a different approach to developing a social media presence so you can stay relatable while allowing your expertise to shine through.

### [Six Ways to Create a CMA](#)

June 23 | 9:30am, virtual class

Creating a CMA or "Comparative Market Analysis" is one of the first things a real estate agent should be able to do. Whether you're working with a buyer, seller, or renter, knowing the property value is essential to get a deal under contract. Join the Bay East tech trainers as they show you how.



### [How to Input Listings – Key Information](#)

June 2 | 2pm, virtual class

Learn how to seamlessly input listings on the MLS, as well as key information to avoid any violations. Join the Bay East tech trainers for a step by step guide to entering your listing to get the best exposure!

June 23 | 9am

## How to Create an Extraordinary Listing Presentation

Instructor: Kitty Cole

### Virtual Class Schedule

**Monday**  
May 30

Closed for Memorial Day

**Tuesday**  
May 31

Grab n go - [How to Add and Search a Live Stream Open House on Paragon](#)

**Wednesday**  
June 1

2-3pm - [Basics of Paragon](#)

**Thursday**  
June 2

2-3pm - [How to Input Listings – Key Information](#)

**Friday**  
June 3

Grab n go - [How to Show Your Phone Number On Your Listings](#)

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

