

Gov Hutchinson & the Guide to the RPA

The California Residential Purchase Agreement (RPA) is a crucial tool and the cornerstone of every successful real estate transaction in California.

Join Assistant General Counsel for C.A.R., Gov Hutchinson, as he goes over how to properly complete and use the RPA form step-by-step to better serve and protect yourself and your clients.

This virtual course is being offered on September 25 and provides four hours toward earning the Certified Transaction Coordinator (CTC) Certification. Register [here](#).

BUZZ Video



CBA offers education classes to expand your commercial real estate knowledge.

[Watch this week's BUZZ video](#)

MLS News

Connect, Communicate, and Close Leads Faster

Bay East is excited to partner with LionDesk, an easy-to-use business relationship management platform that includes CRM, Transaction Management, Visual Market Insights, and Marketplace. Once you activate your free account, you will gain access to key features including:

- Personalized Email & Texts
- Video Emails & Texts
- Automated Drip Campaigns
- Sync Leads from all Sources
- Task Reminders
- Transaction Management
- And much, much more

Stop leads from falling through the cracks! Learn more about your newest Bay East member benefit [here](#).



Featured MLS Virtual Class:

[Advanced zipForm® Edition](#)

Thursday, August 27
9:30-10:30am

Paragon will be down for maintenance on Tuesday August 25, 10pm-4am.

Marketing Meetings

Bay East Marketing Meetings are being held virtually. To get more information check out their Bay East webpages:

[AIMM](#) - Tues. Aug. 25, 9am

[CCMG](#) - Wed. Aug. 26, 9am

[REAL](#) - Thurs. Aug. 27, 9am

[TCMC](#) - Thurs. Aug. 27, 8:30am

[VREN](#) - Fri. Aug. 28, 8:30am

Bay East Bulletin



Insider LIVE – I'm Always Right, Mostly
Knowing the Code of Ethics, MLS Rules, and the enforcement process can help you gain confidence in your role and boost your business. On August 31, join Doreen Roberts and Nancie Allen as they break down common misconceptions and hear the top reasons people use the Ombudsman Program. Register [here](#).



Virtual Trivia Night
Join the Leadership Development Committee for another round of virtual trivia! Take a break and learn some fun facts by engaging in a great game of trivia and virtual networking. Join us on September 10 at 4pm. Register [here](#).



The Holman Group is Here to Help
The Holman Group is a resource available to assist you with problems including depression, legal issues, family struggles, financial challenges and more. The Holman Group is a confidential program for all Bay East members and their families. You can access the [online member portal](#) using the username: BayEast and password: BEAR2015.

