

**2020 REALTOR®, Rookie, Affiliate & Good Neighbor of the Year Nominations**  
Each year, the Association recognizes members for our most prestigious [awards](#):

- [REALTOR® of the Year](#)
- [Rookie of the Year](#)
- [Platinum Affiliate of the Year](#)
- [Good Neighbor of the Year](#)

Submit an online nomination by choosing one or more of the award links above. The deadline to submit a recommendation for you or your colleague is October 9.

## BUZZ Video



Follow these five dos and don'ts for staying safe on social media.

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

## MLS News

### Stop Leads from Falling Through

[LionDesk](#) is an easy-to-use business relationship management platform that includes CRM, transaction management, visual market insights, and marketplace.

As a member benefit, LionDesk is available to you free of cost with access to unlimited contact storage, advanced contact reporting, single transaction pipeline, API connections, and much more.

Activate your free account [here](#)!



Featured MLS Virtual Class:

[Advanced zipForm® Edition](#)

Thursday, Sep., 24  
11am-12pm



## Marketing Meetings

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

[AIMM](#) - Tues. Sep. 22, 9am - John Jensen with Next Door Photos

[CCMG](#) - Wed. Sep. 23, 9am - Lloyd Steere with VAREP

[TCMC](#) - Thurs. Sep. 24, 8:30am - Gov Hutchinson - C.A.R. Legal Update

[REAL](#) - Thurs. Sep. 24, 9am - David Stark - Market Update

[VREN](#) - Fri. Sep. 25, 8:30am - Eric Sacks - Marketing for Real Estate Agents

## Bay East Bulletin



### Kaiser Open Enrollment

Austin & Austin Insurance Services, Inc. offers Bay East members individual and group health plans. Bay East members may enroll for Kaiser now, and plans will go into effect November 1. If you have any questions, please contact [Leticia Gonzalez](#) with Austin & Austin.



### Tech Week

Bay East is proud to present Tech Week 2020. Join us for five 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. We have a great line up of programming to get you engaged. View the completed schedule [here](#).



### The Road Ahead – Service, Success, and Leadership

On September 24, join the Leadership Development Committee for an interactive panel discussion and hear personal stories from REALTORS® just like you. These dynamic real estate professionals will share insights and tips they wish a mentor had shared with them sooner. Register [here](#) to be a part of the conversation.



Bay East Association of REALTORS®  
Pleasanton Office | 7021 Koll Center Parkway, Pleasanton, 94566 | 925.730.4060  
Alameda Office | 2490 Mariner Square Loop Suite 200, Alameda, 94501 | 510.523.7229