

## The New RPA is Almost Here

A brand new [Residential Purchase Agreement](#) (login required) is being introduced in this month.

Get ahead of the curve and familiarize yourself with the upcoming changes made to the RPA form while learning how to complete the form step-by-step, including all of the current forms attached to the RPA by watching these [pre-recorded webinars](#) (login required) hosted by C.A.R. or get detailed instructions on how to properly complete and use the RPA form in all your transactions by purchasing this [guide](#).

## BUZZ Video



Members of the Local Government Relations (LGR) Committee talk about what it means to be involved in government as a real estate professional.

[Learn more in this week's BUZZ \(2:36\)](#)

## MLS Corner

### Getting Started with Remine Pro

As a member of Bay East you have access to [Remine Pro](#) at no additional cost.

Register for an upcoming webinar on [December 9](#) or [December 14](#) for more information.

In this webinar, you'll learn how to get your Remine Pro account set up for success, customize your daily dashboard, create unique social profile to share with your clients, search properties and people, create printable reports and CMA, and more.

If you have any questions, please contact Tech Support at 925.730.7100 or email [mlsservices@bayeast.org](mailto:mlsservices@bayeast.org).



### Featured MLS Class:

**Webinar: RPR® – Planning for Real Estate Success in 2022**

**December 16 | 10am**

Join RPR® for a 2021 Year in Review and get tips for incorporating RPR® into your 2022 business plans.

## Bay East Podcasts - Residential Purchase Agreement



Our podcasts are designed to help real estate professionals understand where the profession is right now and where it's going. This week, Joe Annunziato III explains what to expect in the new RPA document. Listen to the [Insider Podcast](#) now.

Host: Fay Yassini - Guest: Joe Annunziato III, Bay East MLS Chair

## Marketing Meetings

Bay East Marketing Meetings are being held virtually. For more information, view each Bay East webpage:

[CCMG](#) - Wed. Dec 8, 9am | Monica Gioukaris - Increase Business through Social Media

[REAL](#) - Thurs. Dec. 9, 9am | Nicole Shivers - NAR & C.A.R. Benefits

[VREN](#) - Fri. Dec. 10, 8:30am | Bob Jacobs

[AIMM](#) - Tues. Dec. 14, 9am | Networking

[TCMC](#) - Thurs. Dec. 16, 11:30am | [Holiday Party](#)

Celebrate the holiday season with the Marketing Groups!  
Purchase your [Holiday Party](#) tickets today!

## Bay East Bulletin



### Build a Business Plan for 2022

Strategic business planning and implementation are fundamental to the success of your business. With the new year just a few short weeks away, now is a great time to plan your goals for 2022. The National Association of REALTORS® lists [these seven](#) essential components for creating a real estate business plan. Create yours today!



### Free Phone Apps You Need Now

Technology is reshaping the way the real estate market works. And like any other industry, real estate exhibits a substantial potential for app development. From customers to realtors, the benefits of apps can be reaped by everybody. It's an app world and you need information at your fingertips to impress clients. In this class you will explore valuable real estate apps for your phone. [Register today.](#)



### Code of Ethics Training

The National Association requires you complete a course in the Code of Ethics every three (3) years. We are reaching the end of this three-year cycle, 2019/2020/2021. If your license expires in 2022 or later, you will need to complete the Code of Ethics training before December 31. Both [C.A.R.](#) and [NAR](#) offer the training online. For more information, visit our [FAQ](#) page.



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