



Hi,

Strong businesses are built on strong relationships and steady skill development. In a market that continues to shift, staying connected and informed makes a real difference. This week's Insider highlights opportunities to expand your network, strengthen your lead conversion strategy, stay ahead of risk, and keep up with important MLS updates.

Highlight of the Week

YPN Meet the President Mixer

March 12 4-6pm

The Young Professionals Network is hosting its annual Meet the President Mixer, a great opportunity to connect with Bay East leadership and fellow members in a fun, informal setting. Whether you're new to the industry or a seasoned pro, this is your chance to engage, ask questions, and expand your network.



[Register Here](#)

Save the Date: Jumpstart 2026 - March 19

This full-day event brings REALTORS® and Affiliates together to strengthen skills, explore practical tools, and build meaningful connections. You'll gain expert insights you can apply immediately, connect with peers who understand today's challenges, and meet trusted partners at the Platinum Affiliate Expo. Register [here](#).

Education Classes and Events



March 12 10am Virtual

Lead Conversion Mastery and Overcoming Roadblocks

In this value-packed webinar, realtor.com breaks down the most common roadblocks that prevent agents from converting online leads and share proven ways to overcome them.

[Register Here](#)



Anytime On-Demand

Cybercrime & Transactional Fraud Certification

Cybercrime and wire fraud continue to impact real estate transactions across the country. Stay ahead of the risks with C.A.R.'s Cybercrime and Transactional Fraud Certification, available online and on-demand.

[Register Here](#)

Scholarship Applications Open Now

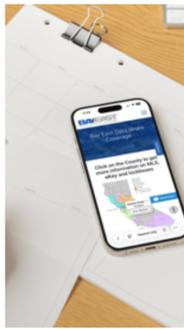
April 26 Virtual

Applications are now open for the Bay East Foundation Scholarship Program and will be accepted through April 26. Scholarships are available to anyone pursuing higher education and Bay East membership or affiliation is not required to apply. Know a student who could benefit? Help us spread the word and encourage them to apply. Learn more and apply on our website.



[Learn More](#)

MLS Updates



Temporary Suspension of CRMLS Listings in IDX Data Feed

Please be advised that CRMLS listings are temporarily suspended from the IDX data feed. This may impact how certain listings appear on agent and brokerage websites that rely on IDX. We recommend reviewing your website and connecting with your IDX provider if you have questions about how this may affect your display. Bay East will continue to share updates as additional information becomes available.

[Learn More](#)

Marketing Meetings

- [CCMG - Wed. Mar. 4](#) - Real Talk with Paul Wong
- [REAL - Thurs. Mar. 5](#) - To be announced
- [TCMC - Thurs. Mar. 5](#) - Anthony Young, Financial Update
- [VREN - Fri. Mar. 6](#) - Leonard Spoto, 1031 Exchange
- [AIMM - Tues. Mar. 10](#) - To be announced

More information on the individual marketing meetings and in-person locations available [here](#) and weekly toursheets are available [here](#) (login required).

BUZZ Video



Join us April 23 for Foundation Bingo Night — an evening of fun, prizes, and great company, all in support of the Bay East Foundation. [Watch now](#).

Build Your Own Brand - Marketing Don'ts

March 18, 11am Virtual

Thank you to the REALTORS® who joined us for B.Y.O.B. Social Media 101. We had a great turnout and a strong conversation around getting started, showing up consistently, and building confidence online. Our next session, B.Y.O.B. Marketing Don'ts, is March 18 at 11am. We'll explore the habits and strategies that may be holding your brand back across social media, email, follow-ups, and everyday outreach.



[Learn More](#)

