

## 2011 EDUCATIONAL SEMINARS

For fees, times and registration form, go to [www.bayeast.org/Education/Development](http://www.bayeast.org/Education/Development)

Date	Event	Location/Time
Wednesday & Friday October 5 & 7	<b>Mortgage Loan Originator (MLO)-8 hour Continuing Education</b> Instructed by Randi DeHollander Bay East REALTOR®/Affiliate Fee: \$129.00	Conference Center 9:00 – 1:00
Thursday October 6	<b>Your Guide to the RPA-CA (4 DRE Credits)</b> Instructed by Gov Hutchinson, C.A.R. Assistant General Counsel REALTOR® Fee: \$69.00 (Education Advantage: \$59.00)	Conference Center 1:00 – 5:00
Tuesday October 11	<b>Tech KNOW Expo (FREE)</b> <b>Classes, Food, Affiliate Exhibitors, Prizes</b>  <b>Bay East Members ONLY</b>	Bay East Offices 11:00-3:00
Wednesday October 12	<b>Risk Management (No DRE Credits)</b> Instructed by Shannon Jones REALTOR® Fee: \$5.00 (Education Advantage: <b>FREE!</b> )	Conference Center 10:00 – 12:00
Thursday October 13	<b>Charlie Krackeler Presents - 45 Hour DRE License Renewal</b> Instructed by Charlie Krackeler 1-800-54-RENEW (73639) <a href="http://www.charliekrackelerpresents.com">www.charliekrackelerpresents.com</a>	Conference Center 9:00 – 1:00
Tuesday October 18	<b>Tech Tuesday – Computer Basics, Part 1 of 2</b> Instructed by Jerry Kidd REALTOR® Fee: \$5.00 (Education Advantage: <b>FREE!</b> )	Conference Center 12:00 – 1:00
Monday October 24	<b>SFR – Short Sales &amp; Foreclosure Certification</b> Instructed by Ginni Field REALTOR® Fee: \$109.00 (Education Advantage: \$99.00)	Conference Center 8:30 – 5:00
Tuesday October 25	<b>Tech Tuesday – Computer Basics, Part 2 of 2</b> Instructed by Jerry Kidd REALTOR® Fee: \$5.00 (Education Advantage: <b>FREE!</b> )	Conference Center 12:00 – 1:00
Wednesday October 26	<b>GRI (Graduate REALTOR® Institute) – Residential Real Estate Finance</b> Contact: <a href="http://www.eDesignations.com">www.eDesignations.com</a>	Conference Center 8:00 – 5:00
Monday October 31	<b>Probate: It's a Fact of Life</b> Instructed by Jennifer Flores Tasto REALTOR® Fee: \$70.00 (Education Advantage: \$65.00)	Conference Center 9:00 – 3:00
Tuesday November 1	<b>Planning for 2012</b> Instructed by Brad Warren REALTOR® Fee: \$10.00 (Education Advantage: \$5.00)	Conference Center 12:00 – 1:30
Wednesday November 2	<b>Mastering REOs and Brokers Price Opinion (BPO) PLUS REALTORS®' Role in Property Auctions **2 classes for the price of 1**</b> Instructed by George Lawrence REALTOR® Fee: \$74.00 (Education Advantage: \$69.00)	Conference Center 8:00 – 4:30

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<b>Tuesday November 15</b>	<b>Tech Tuesday – The World Wide Web</b> Instructed by Jerry Kidd REALTOR® Fee: \$5.00 (Education Advantage: <b>FREE!</b> )	Conference Center 12:00 – 1:30
<b>Wednesday November 30</b>	<b>GRI (Graduate REALTOR® Institute) – Marketing, Financing and Managing Commercial Properties</b> Contact: www.eDesignations.com	Conference Center 8:00 – 5:00
<b>Thursday December 1</b>	<b>“Revised” California Residential Purchase Agreement What you may not know....</b> Instructed by Larry Spiteri REALTOR® Fee: \$15.00 (Education Advantage: \$10.00)	Conference Center 9:00 – 12:00
<b>Friday December 2</b>  <b>Thursday December 8</b>  <b>Friday December 9</b>	<b>Forms &amp; Disclosures – (3-day Seminar)</b> Instructed by Larry Spiteri  <i>Fee for <b>complete</b> 3-day seminar:</i> REALTORS®/Affiliates: \$35.00 (Education Advantage: \$30.00)	Conference Center 9:00 – 11:30
<b>Friday December 16</b>	<b>GRI (Graduate REALTOR® Institute) – Investment Property Analysis</b> Contact: www.eDesignations.com	Conference Center 8:00 – 5:00