



## CBA Education 2018

Santa Clara

### The Essentials

CBA 01 Introduction to Commercial Real Estate  
CBA 02 Referral/Mentor Opportunities and Guidelines  
CBA 03 Commercial Real Estate Basics  
CBA 04 Income Property Analysis  
CBA 05 Income Property Analysis and Comparison

### Date

February 1<sup>st</sup>  
February 15<sup>th</sup>  
March 1<sup>st</sup>  
March 15<sup>th</sup>  
April 5<sup>th</sup>

### Beyond the Basics

CBA 06 Introduction to Multi-Family Investments  
CBA 07 Introduction to Multi-Family Listing and Selling  
CBA 08 Introduction to Commercial Leasing Part A  
CBA 09 Introduction to Commercial Leasing Part B  
CBA 10 Advanced Income Property Analysis  
CBA 11 Commercial Loans from Start to Finish  
CBA 12 CRE Transaction Documents Review  
CBA 13 Business Development and Prospecting

April 19<sup>th</sup>  
May 3<sup>rd</sup>  
May 17<sup>th</sup>  
June 7<sup>th</sup>  
June 21<sup>st</sup>  
July 19<sup>th</sup>  
August 2<sup>nd</sup>  
August 16<sup>th</sup>

### The Generalist

CBA 14 Tenant Representation  
CBA 15 Lease Negotiations  
CBA 16 Lease or Purchase  
CBA 17 Business Opportunities Sales  
CBA 18 Hospitality Sales  
CBA 19 Retail Sales/Lease  
CBA 20 Industrial-Flex-R&D Sales/Lease  
CBA 21 Office Sales/Lease  
CBA 22 Sale and Lease Back

September 6<sup>th</sup>  
September 20<sup>th</sup>  
October 4<sup>th</sup>  
October 18<sup>th</sup>  
November 1<sup>st</sup>  
November 15<sup>th</sup>  
December 6<sup>th</sup>  
December 20<sup>th</sup>  
January 17<sup>th</sup>, 2019

Dates and times are subject to change. Please check the CBA calendar for the most up-to-date information.