



CBA Education 2018

Walnut Creek

The Essentials

CBA 01 Introduction to Commercial Real Estate	January 24 th
CBA 02 Referral/Mentor Opportunities and Guidelines	February 14 th
CBA 03 Commercial Real Estate Basics	February 28 th
CBA 04 Income Property Analysis	March 14 th
CBA 05 Income Property Analysis and Comparison	April 11 th

Beyond the Basics

CBA 06 Introduction to Multi-Family Investments	April 25 th
CBA 07 Introduction to Multi-Family Listing and Selling	May 16 th
CBA 08 Introduction to Commercial Leasing Part A	May 23 rd
CBA 09 Introduction to Commercial Leasing Part B	June 6 th
CBA 10 Advanced Income Property Analysis	June 20 th
CBA 11 Commercial Loans from Start to Finish	July 18 th
CBA 12 CRE Transaction Documents Review	August 8 th
CBA 13 Business Development and Prospecting	August 22 nd

The Generalist

CBA 14 Tenant Representation	September 5 th
CBA 15 Lease Negotiations	September 19 th
CBA 16 Lease or Purchase	October 3 rd
CBA 17 Business Opportunities Sales	October 17 th
CBA 18 Hospitality Sales	October 31 st
CBA 19 Retain Sales/Lease	November 14 th
CBA 20 Industrial-Flex-R&D Sales/Lease	November 28 th
CBA 21 Office Sales/Lease	December 12 th
CBA 22 Sale and Lease Back	January 9 th , 2019

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