



## CBA Education 2018

### Lathrop

#### 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 23<sup>rd</sup>
- February 26<sup>th</sup>
- March 23<sup>rd</sup>
- March 26<sup>th</sup>
- April 23<sup>rd</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 27<sup>th</sup>
- May 21<sup>st</sup>
- May 25<sup>th</sup>
- June 22<sup>nd</sup>
- June 25<sup>th</sup>
- July 23<sup>rd</sup>
- July 27<sup>th</sup>
- August 24<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

- August 27<sup>th</sup>
- September 24<sup>th</sup>
- September 28<sup>th</sup>
- October 22<sup>nd</sup>
- October 26<sup>th</sup>
- November 16<sup>th</sup>
- November 26<sup>th</sup>
- December 14<sup>th</sup>
- December 17<sup>th</sup>

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