



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 15th
TBD
March 1st
March 15th
April 5th

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 19th
May 3rd
May 17th
June 7th
June 21st
July 19th
August 2nd
August 16th

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

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