



## **CBA Education 2018**

### **Walnut Creek**

#### **The Essentials**

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

#### **Beyond the Basics**

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

#### **The Generalist**

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

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