



CBA Education 2018

Pleasanton

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

January 31st, Morning
January 31st, Afternoon
February 14th, Morning
February 28th, Morning
March 14th, Morning

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

March 28th, Morning
April 11th, Morning
April 25th, Morning
May 16th, Morning
June 6th, Morning
June 20th, Morning
July 18th, Morning
August 8th, Morning

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 22nd, Morning
September 5th, Morning
September 19th, Morning
October 3rd, Morning
October 17th, Morning
October 31st, Morning
November 14th, Morning
November 28th, Morning
December 12th, Morning

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