



CBA Education 2018

Santa Clara

The Essentials

CBA 01 Introduction to Commercial Real Estate	February 15 th
CBA 02 Referral/Mentor Opportunities and Guidelines	March 1 st
CBA 03 Commercial Real Estate Basics	April 5 th
CBA 04 Income Property Analysis	April 19 th
CBA 05 Income Property Analysis and Comparison	May 3 rd

Beyond the Basics

CBA 06 Introduction to Multi-Family Investments	May 17 th
CBA 07 Introduction to Multi-Family Listing and Selling	June 7 th
CBA 08 Introduction to Commercial Leasing Part A	June 21 st
CBA 09 Introduction to Commercial Leasing Part B	July 19 th
CBA 10 Advanced Income Property Analysis	August 2 nd
CBA 11 Commercial Loans from Start to Finish	August 16 th
CBA 12 CRE Transaction Documents Review	September 6 th
CBA 13 Business Development and Prospecting	September 20 th

The Generalist

CBA 14 Tenant Representation	October 4 th
CBA 15 Lease Negotiations	October 18 th
CBA 16 Lease or Purchase	November 1 st
CBA 17 Business Opportunities Sales	November 15 th
CBA 18 Hospitality Sales	December 6 th
CBA 19 Retail Sales/Lease	December 20 th
CBA 20 Industrial-Flex-R&D Sales/Lease	2019
CBA 21 Office Sales/Lease	2019
CBA 22 Sale and Lease Back	2019

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