



CBA Education 2018

Lathrop

The Essentials

CBA 01 Introduction to Commercial Real Estate	February 23
CBA 02 Referral/Mentor Opportunities and Guidelines	February 26
CBA 03 Commercial Real Estate Basics	March 23
CBA 04 Income Property Analysis	March 26
CBA 05 Income Property Analysis and Comparison	April 23

Beyond the Basics

CBA 06 Introduction to Multi-Family Investments	April 27
CBA 07 Introduction to Multi-Family Listing and Selling	May 21
CBA 08 Introduction to Commercial Leasing Part A	June 1
CBA 09 Introduction to Commercial Leasing Part B	June 22
CBA 10 Advanced Income Property Analysis	June 25
CBA 11 Commercial Loans from Start to Finish	July 27
CBA 12 CRE Transaction Documents Review	July 30
CBA 13 Business Development and Prospecting	August 24

The Generalist

CBA 14 Tenant Representation	August 27
CBA 15 Lease Negotiations	September 24
CBA 16 Lease or Purchase	September 28
CBA 17 Business Opportunities Sales	October 22
CBA 18 Hospitality Sales	October 26
CBA 19 Retail Sales/Lease	November 16
CBA 20 Industrial-Flex-R&D Sales/Lease	November 26
CBA 21 Office Sales/Lease	December 14
CBA 22 Sale and Lease Back	December 17

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