



CBA Education 2018

Santa Clara

The Essentials

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| CBA 01 Introduction to Commercial Real Estate | October 4th |
| CBA 02 Referral/Mentor Opportunities and Guidelines | October 18th |
| CBA 03 Commercial Real Estate Basics | November 15th |
| CBA 04 Income Property Analysis | November 29th |
| CBA 05 Income Property Analysis and Comparison | December 13th |

Date

Beyond the Basics

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| CBA 06 Introduction to Multi-Family Investments | 2019 |
| CBA 07 Introduction to Multi-Family Listing and Selling | 2019 |
| CBA 08 Introduction to Commercial Leasing Part A | 2019 |
| CBA 09 Introduction to Commercial Leasing Part B | 2019 |
| CBA 10 Advanced Income Property Analysis | August 2nd |
| CBA 11 Commercial Loans from Start to Finish | August 16th |
| CBA 12 CRE Transaction Documents Review | September 6th |
| CBA 13 Business Development and Prospecting | September 20th |

The Generalist

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| CBA 14 Tenant Representation | To Be Announced |
| CBA 15 Lease Negotiations | To Be Announced |
| CBA 16 Lease or Purchase | To Be Announced |
| CBA 17 Business Opportunities Sales | To Be Announced |
| CBA 18 Hospitality Sales | To Be Announced |
| CBA 19 Retail Sales/Lease | To Be Announced |
| CBA 20 Industrial-Flex-R&D Sales/Lease | To Be Announced |
| CBA 21 Office Sales/Lease | To Be Announced |
| CBA 22 Sale and Lease Back | To Be Announced |

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