



CBA Education 2018

Walnut Creek

The Essentials

CBA 01 Introduction to Commercial Real Estate	September 5, 2018
CBA 02 Referral/Mentor Opportunities and Guidelines	September 19, 2018
CBA 03 Commercial Real Estate Basics	October 3, 2018
CBA 04 Income Property Analysis	October 17, 2018
CBA 05 Income Property Analysis and Comparison	October 31, 2018

Beyond the Basics

CBA 06 Introduction to Multi-Family Investments	November 14, 2018
CBA 07 Introduction to Multi-Family Listing and Selling	November 28, 2018
CBA 08 Introduction to Commercial Leasing Part A	December 12, 2018
CBA 09 Introduction to Commercial Leasing Part B	2019
CBA 10 Advanced Income Property Analysis	2019
CBA 11 Commercial Loans from Start to Finish	2019
CBA 12 CRE Transaction Documents Review	August 8, 2018
CBA 13 Business Development and Prospecting	August 22, 2018

The Generalist

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.