



## CBA Education Series 2018

	Pleasanton	Santa Clara	Walnut Creek	Lathrop
<b>The Essentials</b> 01 Introduction to Commercial Real Estate 02 Referral/Mentor Opportunities & Guidelines 03 Commercial Real Estate Basics 04 Income Property Analysis 05 Income Property Analysis and Comparison	August 22 A.M. September 5 A.M. September 19 A.M. October 3 A.M. October 17 A.M.	October 4 P.M. October 18 P.M. November 15 P.M. November 29 P.M. December 13 P.M.	September 5 P.M. September 19 P.M. October 3 P.M. October 17 P.M. October 31 P.M.	<del>June 1 P.M.</del> <del>June 22 P.M.</del> <del>June 25 P.M.</del> <del>July 23 P.M.</del> <del>July 27 P.M.</del>
<b>Beyond the Basics</b> 06 Introduction to Multi-Family Investments 07 Introduction to Multi-Family Listing and Selling 08 Introduction to Commercial Leasing Part A 09 Introduction to Commercial Leasing Part B 10 Advanced Income Property Analysis 11 Commercial Loans from Start to Finish 12 CRE Transaction Documents Review 13 Business Development and Prospecting	October 31 A.M. November 14 A.M. November 28 A.M. December 12 A.M. 2019 2019 August 8 A.M.	2019 2019 2019 2019 August 2 P.M. August 16 P.M. September 6 P.M. September 20 P.M.	November 14 P.M. November 28 P.M. December 12 P.M. 2019 2019 2019 August 8 P.M. August 22 P.M.	<del>April 27 A.M.</del> <del>May 21 A.M.</del> <del>June 1 A.M.</del> <del>June 22 A.M.</del> <del>June 25 A.M.</del> <del>July 23 A.M.</del> <del>July 27 A.M.</del> To Be Announced
<b>The Generalist</b> 14 Tenant Representation 15 Lease Negotiations 16 Lease or Purchase 17 Business Opportunities Sales 18 Hospitality Sales 19 Retail Sales/Lease 20 Industrial-Flex-R&D Sales/Lease 21 Office Sales/Lease 22 Sale and Lease Back	To Be Announced	To Be Announced	To Be Announced	To Be Announced.

**DATES and TIMES are subject to change**

**Complete all classes in the CBA Education Series to earn CBA Certificate of Completion**