



CBA Education 2018

Pleasanton

The Essentials

- CBA 01 Introduction to Commercial Real Estate
- CBA 02 Referral/Mentor Opportunities and Guidelines
- CBA 03 Commercial Real Estate Basics
- CBA 04 Income Property Analysis
- CBA 05 Income Property Analysis and Comparison

Date

- August 22, Morning
- September 5, Morning
- September 19, Morning
- October 3, Morning
- October 17, Morning

Beyond the Basics

- CBA 06 Introduction to Multi-Family Investments
- CBA 07 Introduction to Multi-Family Listing and Selling
- CBA 08 Introduction to Commercial Leasing Part A
- CBA 09 Introduction to Commercial Leasing Part B
- CBA 10 Advanced Income Property Analysis
- CBA 11 Commercial Loans from Start to Finish
- CBA 12 CRE Transaction Documents Review
- CBA 13 Business Development and Prospecting

- October 31, Morning
- November 14, Morning
- November 28, Morning
- December 12, Morning
- 2019
- 2019
- 2019
- 2019

The Generalist

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

- 2019
- 2019
- 2019
- 2019
- 2019
- 2019
- 2019
- 2019
- 2019

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