



## CBA Education 2018

Santa Clara

### The Essentials

	<b>Date</b>
CBA 01 Introduction to Commercial Real Estate	2019
CBA 02 Referral/Mentor Opportunities and Guidelines	2019
CBA 03 Commercial Real Estate Basics	2019
CBA 04 Income Property Analysis	2019
CBA 05 Income Property Analysis and Comparison	2019

### Beyond the Basics

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

CBA 14 Tenant Representation	October 4th
CBA 15 Lease Negotiations	October 18th
CBA 16 Lease or Purchase	November 15th
CBA 17 Business Opportunities Sales	November 29th
CBA 18 Hospitality Sales	December 13th
CBA 19 Retail Sales/Lease	2019
CBA 20 Industrial-Flex-R&D Sales/Lease	2019
CBA 21 Office Sales/Lease	2019
CBA 22 Sale and Lease Back	2019

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