



CBA Education 2018

Walnut Creek

The Essentials

	Date
CBA 01/02 Introduction to Commercial Real Estate	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	2019
CBA 11 Commercial Loans from Start to Finish	2019
CBA 12 CRE Transaction Documents Review	2019
CBA 13 Business Development and Prospecting	2019

The Generalist

CBA 14 Tenant Representation	September 5th
CBA 15 Lease Negotiations	September 19th
CBA 16 Lease or Purchase	October 3rd
CBA 17 Business Opportunities Sales	October 17th
CBA 18 Hospitality Sales	October 31st
CBA 19 Retail Sales/Lease	November 14th
CBA 20 Industrial-Flex-R&D Sales/Lease	November 28th
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.