



Commercial Brokers Association

Commercial Classes 2018

The Essentials:

1. CBA 01 *Introduction to Commercial Real Estate
2. CBA 02 *Referral/Mentor Opportunities and Guidelines
3. CBA 03 *Commercial Real Estate Basics
4. CBA 04 *Income Property Analysis
5. CBA 05 *Income Property Analysis and Comparison

Beyond the Basics:

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

The Generalist:

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

