



CBA Education 2018

Lathrop

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

1st Date

- February 23
- February 26
- March 23
- March 26
- April 23 a.m.

2nd Date

- June 1 p.m.
- June 22 p.m.
- June 25 p.m.
- July 27 p.m.
- July 30 p.m.

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

- April 27 a.m.
- May 21 a.m.
- June 1 a.m.
- June 22 a.m.
- June 25 a.m.
- July 27
- July 30
- August 24

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

- August 27
- September 24
- September 28
- October 22
- October 26
- November 16
- November 26
- December 14
- December 17

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