



# CBA EDUCATION 2017

<u>Class Level</u>	<u>CBA Commercial Classes - Pleasanton</u>	<u>Date</u>	<u>Register</u>
Beginner	CBA 101 - *Introduction to Commercial Real Estate	JAN 4	CLOSED
Beginner	CBA 102 - *Referral Opportunities and Guidelines	JAN 18	CLOSED
Beginner	CBA 103 - *Fundamentals of Investment Analysis (10am – 12pm)	FEB 15	CLOSED
Beginner	CBA 104 - *Annual Property Operating Data (APOD)(1 - 3 pm)	FEB 15	CLOSED
Intermediate	CBA 105 - *Advanced APOD & LAB	MAR 1	CLOSED
<b>Beginner</b>	<b>CBA 101 Make-Up Course</b>	<b>MAR 11</b>	CLOSED
<b>Beginner</b>	<b>CBA 103 Make-Up Course</b>	<b>MAR 11</b>	CLOSED
Beginner	CBA 106 - *Investment Analysis and Comparison	MAR 15	CLOSED
Beginner	CBA 107 - *Multi-Family Investments	APR 5	CLOSED
Beginner	CBA 108 - *Multi-Family Listing/Selling	APR 12	CLOSED
Intermediate	CBA 109 - *Commercial Leasing Fundamentals	MAY 10	CLOSED
Intermediate	CBA 110 - *Commercial Leasing Part B	MAY 31	CLOSED
Beginner	CBA 111 - *Business Development and Prospecting	JUN 7	CLOSED
Intermediate	CBA 112 - *Tenant Representation	JUN 21	CLOSED
Beginner	CBA 113 - *Commercial Loans from Start to Finish	JUN 28	CLOSED
Beginner	CBA 101 - *Introduction to Commercial Real Estate	JUL 12	CLOSED
Beginner	CBA 115 - *Lease Negotiations (1 – 3pm)	AUG 16	CLOSED
Intermediate	CBA 116 - *Commercial Transaction Forms Review (1 – 3pm)	AUG 23	CLOSED
Beginner	CBA 103 - *Fundamentals of Investment Analysis	AUG 23	CLOSED
Advanced	CBA 117 - Business Opportunities	AUG 30	CLOSED
Beginner	CBA 104 - *Annual Property Operating Data	SEP 6	<a href="#">OPEN</a>
Advanced	CBA 102 - *Referral Opportunities and Guidelines (1 - 3pm)	SEP 9	<a href="#">OPEN</a>
Beginner	CBA 118 - *Sale-Lease Back & LAB	SEP 13	<a href="#">OPEN</a>
Advanced	CBA 119 - *Lease vs Purchase & LAB (10am – 12pm)	SEP 27	<a href="#">OPEN</a>
Beginner	CBA 105 - *Advanced APOD & Lab (1 – 3pm)	SEP 27	<a href="#">OPEN</a>
Beginner	CBA 106 - *Investment Analysis and Comparison	OCT 11	<a href="#">OPEN</a>
Beginner	CBA 107 - *Multi-Family Investments	OCT 25	<a href="#">OPEN</a>

\*This Class/Event is required to earn a CBA Certificate of Completion  
 All Classes and Events are subject to change or modification

<u>Class Level</u>	<u>CBA Commercial Classes - Pleasanton</u>	<u>Date</u>	<u>Register</u>
Beginner	CBA 108 - *Multi-Family Listing/Selling	NOV 15	<a href="#">OPEN</a>
Beginner	CBA 109 - *Commercial Leasing Fundamentals	NOV 29	<a href="#">OPEN</a>
Beginner	CBA 110 - Commercial Leasing Part B	DEC 13	<a href="#">OPEN</a>
	CBA 120 Hospitality Sales		
	CBA 122 - Retail Sales/Lease		
	CBA 123 - Industrial – Flex – R&D Sales/lease		
	CBA 124 - Office Sales/Lease		

<u>Class Level</u>	<u>CBA Commercial Classes - Alameda</u>	<u>Date</u>	<u>Register</u>
Beginner	CBA 101 - *Introduction to Commercial RE	Sept 18	<a href="#">OPEN</a>
Beginner	CBA 102 - *Referral Opportunities and Guidelines	Oct 9	<a href="#">OPEN</a>
Beginner	CBA 103 - *Fundamentals of Investment Analysis	Oct 23	<a href="#">OPEN</a>
Beginner	CBA 104 - *Annual Property Operating Data (APOD)	Nov 13	<a href="#">OPEN</a>
Beginner	CBA 105 - *Advanced APOD & Lab	Nov 20	<a href="#">OPEN</a>
Beginner	CBA 106 - *Investment Analysis and Comparison	Dec 4	<a href="#">OPEN</a>
Beginner	CBA 107 - *Multi-Family Investments	Jan 8	<a href="#">OPEN</a>
Beginner	CBA 108 - *Multi-Family Listing/Selling	Jan 22	<a href="#">OPEN</a>
Beginner	CBA 109 - *Commercial Leasing Fundamentals	Feb 5	<a href="#">OPEN</a>
Beginner	CBA 110 - *Commercial Leasing Part B	Feb 19	<a href="#">OPEN</a>

<u>CBA Commercial Events</u>	<u>Date</u>	<u>Register</u>
Commercial Mastermind – *1031 Exchange, Legal and Environmental	JAN 11	CLOSED
CBA 2017 – Commercial Economic Forecast	FEB 16	CLOSED
Expert Panel – *Commercial Lenders	FEB 22	CLOSED
<b>4 CE Units - “Green Building Strategies: Adding Value for Clients”</b>	<b>APR 7</b>	CLOSED
Expert Panel – Commercial Brokers – Sales	APR 19	CLOSED
Commercial Mastermind – *Benchmarking – ADA - CASp	MAY 17	CLOSED
Expert Panel – *Commercial Brokers – Leases	JUN 14	CLOSED
Commercial Mastermind - Space Design - Title 24 - Tenant Improvements	JUL 19	CLOSED
Mastermind - Environmental Concerns and Operating Expense Review	AUG 16	CLOSED

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