

# 2021 Education Series Schedule



**CBA Education Bundle (1-year membership + 15 classes):** \$720 w/ code **CCAR75**

**Non-member:** \$55 per class

*Apply for your bundle membership at [cbassn.org](http://cbassn.org). Email [info@cbassn.org](mailto:info@cbassn.org) for questions*

## Core Classes

All classes are scheduled in PST

Introduction to Commercial Real Estate  
Commercial Real Estate Basics  
Income Property Analysis  
Income Property Analysis & Comparison  
Introduction to Multi-Family Investments  
Introduction to Multi-Family Listing & Selling  
Advanced Income Property Analysis  
Commercial Loans from Start to Finish  
Introduction to Commercial Leasing Part A  
Introduction to Commercial Leasing Part B  
CRE Transaction Documents Review  
Business Development & Prospecting

January 20 | 10am  
January 20 | 12:30pm  
February 3 | 10am  
February 3 | 12:30pm  
February 17 | 10am  
February 17 | 12:30pm  
March 3 | 10am  
March 3 | 12:30pm  
March 17 | 10am  
March 17 | 12:30pm  
March 31 | 10am  
March 31 | 12:30pm

## Electives

Tenant Representation  
Lease Negotiations  
Lease or Purchase  
Business Opportunities Sales  
Hospitality Sales  
Retail Sales/Lease  
Industrial Flex-R&D Sales/Lease  
Office Sales/Lease  
Environmental Due Diligence  
Introduction to Property Management

April 14 | 10am  
April 14 | 12:30pm  
May 12 | 10am  
May 12 | 12:30pm  
June 23 | 10am  
June 23 | 12:30pm  
July 14 | 10am  
July 14 | 12:30pm  
August 18 | 10am  
August 18 | 12:30pm

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