



Wednesday, May 06, 2020

Bay East Pleasanton Office | 7021 Koll Center Parkway | Pleasanton

INTRODUCTION TO COMMERCIAL REAL ESTATE

10 a.m. - 12 p.m.

- Commercial Basics you need to know
- Property Types
- Types of Clients
- Identify Commercial RE Opportunities
- Cash Flow Model Basics
- Income Analysis Basics
- Commercial Referral Guidelines
- Risk Management
- Mentoring Program

COMMERCIAL REAL ESTATE BASICS

12:30 - 2:30 p.m.

- Types of Commissions
- Fundamentals of Investment Real Estate
- Adding Value
- Impact of Debt on Commercial Real Estate
- Case Study
- Sales Strategy

REGISTER AT
WWW.CBASSN.ORG
OR CALL (650)598- 0621

COMMERCIAL ADVANTAGE | \$25
CBA MEMBERS | \$35
NON-CBA MEMBERS | \$49