



Accredited Buyer Representative

^{\$} 219	15-HOUR ELECTIVE CE	
^{\$} 318	ABR ELECTIVE PROGRAM	SAVE \$20

- · Learn how to use the buyer representation agreement
- · Understand retainer fees, hourly fees, transaction fees
- · Earn confidence in your client-level services to your buyers
- NAR[®] Recognized Designation

Choose an Elective for 23-Hour CE Program

- New Home Construction
- Military Relocation Professional
- · Pricing Strategies: Mastering the CMA
- Marketing Strategy and Lead Generation

		A	BR®
CHAMPIC	NSLIVE	Accredited Buy	er Representative
lan 5 - 6	Wed/Thu	May 4 - 5	Wed/Thu

8.3

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Feb 9 - 10	Wed/Thu	Jun 1 - 2
Mar 9 - 10	Wed/Thu	Jul 6 - 7

Apr 6 - 7 Wed/Thu

Day 1 & 2 Schedule

8:30 AM - 4:45 PM

ABR: 39438

For experience and application requirements go to ChampionsSchool.com/real-estate/ designations/abr/

Wed/Thu

Wed/Thu

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New-Home Construction and Buyer Representation: The Professional, Product, Process

^{\$119} 8-HOUR ELECTIVE CE | ABR ELECTIVE

- · Gain an appreciation for the business of new homes from the perspective of the builder and sales representative
- Describe the role and responsibilities of the buyer's representative when the buyer client pursues new-home construction
- · Explain how new homes are constructed from ground-breaking to walkthroughs, inspections, and closing

For experience and application requirements go to www.ChampionsSchool.com/real-estate/designations/nhc/

	CHAMPIONSLIVE		
	Jan 7	Fri	
	Feb 25	Fri	
	Mar 11	Fri	
	Apr 8	Fri	
Schedule	May 6	Fri	
0 AM - 5:15 PM	Jun 3	Fri	
NHC: 32072	Jul 8	Fri	

Military Relocation Professional

^{\$}119 8-HOUR ELECTIVE CE | ABR ELECTIVE

This course focuses on working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. Learn how to provide the services that meet the needs of this niche market and win future referrals.



Schedule
8:30 AM - 5:15 PM
MRP: 42557



For experience and application requirements go to www.ChampionsSchool.com/real-estate/ designations/mrp/

Jan 14

Feb 18

Mar 18

Apr 15

May 13

Jun 10

Jul 15

Fri

Fri

Fri

Fri

Fri

Fri

Fri

AMPIONS SCHOOL OF REAL ESTATE

DESIGNATIONS **& CERTIFICATIONS** BUNDLED PROGRAMS

We've Bundled Designations to Maximize Value

In addition to offering individual courses, Champions School of Real Estate has bundled multiple designations and certifications into programs to give you larger discounts and the ability to expand your real estate knowledge and specializations.

Legal Update I: 04-04-121-42039; Legal Update II: 04-04-121-42040; Contract Review: 03-00-102-40030

 10-Course Designation Program ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS 	110	^{\$} 1821 ^{\$} 1641 SAVE ^{\$} 180!
 5-Course Designation Program CHMS, NHC, RENE, PSA, and either ABR or SRS 	47	\$895 \$820 SAVE \$75!
 3-Course Designation Program • PSA, RENE, and either ABR or SRS 	31	\$557 \$527 SAVE *30!
TREC Legal Update I & Legal Update II Plus 3-Hour Contract Review		\$80
TREC Legal Update I & Legal Update II	8	\$60

Pricing Strategies: Mastering the CMA

\$119 8-HOUR ELECTIVE CE ABR ELECTIVE

Designed for Real Estate professionals of all experience levels. Whether working with buyers or sellers, the National Association of REALTORS® Pricing Strategy Advisor (PSA) certification is designed to:

- Improve your skills in creating CMA's · Pricing properties
- Understanding home values
- Working with appraisers
- Seller Representative Specialist

^{\$219} 15-HOUR ELECTIVE CE ABR ELECTIVE

This course is designed to help agents reinvent how they work with sellers in today's market. By earning the SRS® designation, a REALTOR® has demonstrated that they possess the necessary knowledge to apply methods, tools, and techniques to provide support and services that sellers want. Agents will also be required to successfully complete one SRS elective courses and proof of three completed transactions in which the agent acted solely as a sellers representative.

Accredited Luxury Home Specialist

10-HOUR ELECTIVE CE ^{\$269}

Join the most elite agents in the country by specializing in working with affluent clients and the luxury home market. Increase your knowledge and hone your skills to attract upper-tier buyers and sellers by adding the ALHS designation!

- · Luxury home market trends, needs and desires
- · Presenting your services to luxury home buyers
- · Servicing, marketing and showing the luxury home listing
- · A one-year membership to the Luxury Home Council is included

CHAMPIONSLIVE		
Jan 26 - 27	Wed/Thu	
Feb 17 - 18	Thu/Fri	
Mar 23 - 24	Wed/Thu	
Apr 19 - 20	Tue/Wed	
May 25 - 26	Wed/Thu	
Jun 23 - 24	Thu/Fri	
Jul 19 - 20	Tue/Wed	

Probably one of the best courses I have taken to date. The instructor knows how to engage the class and gets meaningful participation from each student (no bumps on the log allowed here!) I plan to have all of my agents take this course, regardless of whether they pursue the designation, as I believe it will benefit them.

– Ronald S. McKeithen M&M Texas Properties

Day 1 and 2 Schedule 8:30 AM - 4:45 PM ALHS: 42551

		Sche	dule
Jan 21 F	ri	8:30 AM -	- 5:15 PM
Feb 25 F	ri	PSA: 3	33058
Mar 25 F	ri		
Apr 22 F	ri	Jun 17	Fri
May 20 F	ri	Jul 22	Fri

CHAMPIONSLIVE

Jan 12 - 13 Wed/Thu

Feb 16 - 17 Wed/Thu

Mar 16 - 17 Wed/Thu

Apr 13 - 14 Wed/Thu

May 11 - 12 Wed/Thu

CHAMPIONSLIVE

Jan 6

Mar 10

Apr 7

May 18

July 7



^cPSA

Certified Home	Marketing	Specialist

Jun 8 - 9

Jul 13 - 14

8-HOUR ELECTIVE CE ^{\$}219

Thu

Thu

Thu

Wed

Thu

Schedule

8:30 AM - 5:15 PM

CHMS: 39452

Created by Martha Webb, author and producer of Dress Your House for Success, this course incorporates staging concepts and strategic marketing designed to create an increased level of real estate expertise-from dialogue that motivates sellers to ads and photos that motivate buyers.

Schedule

8:30 AM - 4:45 PM

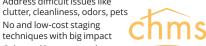
SRS: 32071

Wed/Thu

Wed/Thu

- Address difficult issues like
- clutter, cleanliness, odors, pets · No and low-cost staging
- Color and buyer appeal · Effective ads and improve photos that sell





involved in relocating, refinancing or selling the family home. **NEW!** Real Estate Professional

15-HOUR ELECTIVE CE

Assistant Certificate 2-DAY COURSE ^{\$}219

The 2-day Real Estate Professional Assistant Certificate course is designed to sharpen current professional assistants' skills or jumpstart an aspiring assistant's career. With the skills learned in this course, students will have the ability and know-how to become an irreplaceable part of an agent's business plan or team and help manage risk.

Real Estate Negotiation Expert ^{\$219} 15-HOUR ELECTIVE CE

· Acquire the skills and resources to succeed as a buyer's agent in a dynamic real estate market • Help buyers find the right property at the right terms and price in both buyer's and seller's markets

> In this NAR[®] Certification, agents will improve their negotiating skills and learn about behindthe-scenes issues and how to deal with th Also learn how to handle a wide range of personalities and situations and how to s out the competing objectives of the partie involved in a transaction.

Seniors Real Estate

By earning the SRES® Designation, a

REALTOR® has demonstrated necessary

major financial and lifestyle transitions

expertise to counsel senior clients through

Specialist

\$219

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RENE

Real Estate



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	Day 1 and 2 Sch
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es	RENE: 32213





Apr 29	Fri			
May 27	Fri			
un 24	Fri			
ul 29	Fri			
Schedule				

Fri

Fri

8:30 AM - 5:15 PM	
MS&LG: 38540	

CHAMPIONSL	IVE	
Jan 19 - 20	Wed/Thu	
Feb 23 - 24	Wed/Thu	
Mar 28 - 29	Mon/Tue	
Apr 25 - 26	Wed/Thu	
May 18 - 19	Wed/Thu	
Jun 15 - 16	Wed/Thu	
Jul 25 - 26	Wed/Thu	

CHAMPIONSLIVE Jan 24 -25 Mon/Tue Mar 2 - 3 Wed/Thu Apr 27 - 28 Wed/Thu Wed/Thu May 25 - 26 Jun 22 - 23 Wed/Thu Jul 27 - 28 Wed/Thu

CHAMPIONS	LIVE	
Jan 26 - 27	Wed/Thu	
Mar 21 - 22	Mon/Tue	
May 16 - 17	Mon/Tue	
Jun 29 - 30	Wed/Thu	

8:30 AM - 4:45 PM

REPA: 41902



\$119

Course Goals:

20%

towards the ABR® Designation.

DESIGNATIONS

& CERTIFICATIONS

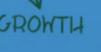
Marketing Strategy and Lead Generation

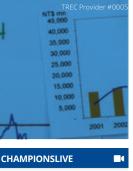
8-HOUR ELECTIVE CE ABR ELECTIVE

and technologies available to maximize lead generation and market impact.

· Understand and demonstrate your value to today's buyer

CHAMPIONS SCHOOL OF REAL ESTATE





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where the future takes shap

Day 1 and 2 Schedule

8:30 AM - 4:45 PM

SRES: 31836

REAL ESTATE PROFESSIONAL ASSISTANT

