



EYE ON REAL ESTATE: TRENDS AND DISRUPTORS

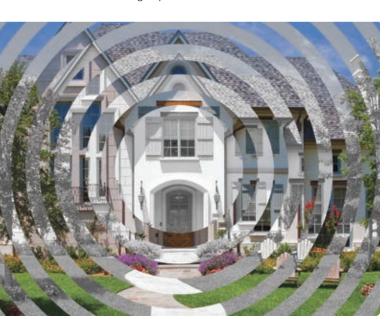
\$119 | 18-HOUR CE PROGRAM

Technologies are advancing, and the real estate industry is evolving before our eyes faster than ever before! Our exciting new 18-HR CE program will bring you up to speed with all of the current real estate trends and emerging industry disruptors.

CE Program includes:

- · Green building and buying
- · New financing models emerging
- Smart-home and artificial intelligence technologies
- New business models such as ibuyers
- 5-Hour Eye on Real Estate: Trends and Disruptors
- 2-Hour Technology Update
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
5:30 PM - 7:30 PM	Tech Update 42238
Day 2	Schedule
8:30 AM - 11:30 AM	Contract Review 40030
12:30 PM - 5:30 PM	Eye on RE: Trends 40466



AUSTIN		<u>.</u>
Jan 13 - 14	Thu/Fri	
Feb 10 - 11	Thu/Fri	
Mar 10 - 11	Thu/Fri	
Apr 7 - 8	Thu/Fri	
May 12 - 13	Thu/Fri	
Jun 9 - 10	Thu/Fri	
Iul 7 - 8	Thu/Fri	

DALLAS		_
Jan 6 - 7	Thu/Fri	
Feb 24 -25	Thu/Fri	
Mar 24 - 25	Thu/Fri	
Apr 21 - 22	Thu/Fri	
May 26 - 27	Thu/Fri	
Jun 23 - 24	Thu/Fri	
Jul 21 - 22	Thu/Fri	

FORT WORTH	لد <u>د</u>
Jan 11 - 12	Tue/Wed
Feb 12 - 13	Sat/Sun
Mar 17 - 18	Thu/Fri
Apr 8 - 9	Fri/Sat
May 21-22	Sat/Sun
Jun 10 - 11	Fri/Sat
Jul 22 - 23	Fri/Sat

HOUSTON GAI	LERIA	<u>.</u>
Jan 17 - 18	Mon/Tue	
Feb 7 - 8	Mon/Tue	
Mar 14 - 15	Mon/Tue	
Apr 11 - 12	Mon/Tue	
May 16 - 17	Mon/Tue	
Jun 13 - 14	Mon/Tue	
Jul 18 - 19	Mon/Tue	

Learn More About Delivery Methods at www.ChampionsSchool.com

HOUSTON NO	RTH	<u>.</u>
Jan 27 - 28	Thu/Fri	
Feb 21 - 22	Mon/Tue	
Mar 28 - 29	Mon/Tue	
Apr 25 - 26	Mon/Tue	
May 9 - 10	Mon/Tue	
Jun 27 - 28	Mon/Tue	
Jul 28 - 29	Thu/Fri	

SAN ANTONIO		<u>.</u>
Jan 20 - 21	Thu/Fri	
Feb 17 - 18	Thu/Fri	
Mar 17 - 18	Thu/Fri	
Apr 14 - 15	Thu/Fri	
May 19 - 20	Thu/Fri	
Jun 16 - 17	Thu/Fri	
Jul 14 - 15	Thu/Fri	

CHAMPIONSLIVE	-
Jan 10 - 11	Mon/Tue
Jan 24 - 25	Mon/Tue
Feb 3 - 4	Thu/Fri
Feb 14 - 15	Mon/Tue
Mar 21 - 22	Mon/Tue
Apr 4 - 5	Mon/Tue
Apr 18 - 19	Mon/Tue
May 5 - 6	Thu/Fri
May 23 - 24	Mon/Tue
Jun 20 - 21	Mon/Tue
Jul 11 - 12	Mon/Tue
Jul 25 - 26	Mon/Tue

Course Delivery Options

- ChampionsLive
- Online Correspondence
- Classroom



ESSENTIAL TOPICS: 3-HR CONTRACT REVIEW

\$30 | 3-HOUR CE COURSE

Schedule

8:30 AM - 11:30 AM

Contract Review: 40030

MANDATORY FOR 2022! This course is designed to walk experienced agents through the details of commonly used contracts in real estate, including discussions of provisions and clauses and their use, a breakdown of available promulgated addenda and other forms, and a review of common contract mistakes and how they can affect the validity and viability of a contract. A valuable course for any active agent, this 3 hour course satisfies the TREC-mandated CE requirement.

AUSTIN		<u>.</u>
Feb 11	Fri	
Mar 11	Fri	
Apr 8	Fri	
May 13	Fri	
Jun 10	Fri	
Jul 8	Fri	

FORT WORTH	(CONTINUED)	<u>•</u>
Mar 18	Fri	
Apr 9	Sat	
May 22	Sun	
Jun 11	Sat	
Jul 23	Sat	

GALLERIA (CONTINUED)	<u>•</u>
Jun 14	Tue	
Jul 14	Thu	
Jul 19	Thu	
HOUSTON	NORTH	_
Jan 28	Fri	

HOUSTON NORTH (CONTINUED)	
Jul 7	Thu
Jul 27	Wed
Jul 29	Fri

SAN ANTONIO

DALLAS		£ ⊒
Feb 25	Fri	
Mar 25	Fri	
Apr 22	Fri	
May 27	Fri	
Jun 24	Fri	
Jul 22	Fri	
FORT WORTH		_
Feb 13	Sun	

HOUSTON GAL	LERIA	<u>.</u>
Feb 8	Fri	
Feb 22	Tue	
Mar 15	Tue	
Mar 24	Thu	
Apr 12	Tue	
Apr 14	Thu	
Apr 28	Thu	
May 17	Tue	
May 24	Thu	
Jun 9	Tue	

HOUSTON NORTH		<u> </u>
Jan 28	Fri	
Feb 10	Thu	
Feb 18	Fri	
Feb 22	Tue	
Mar 15	Tue	
Mar 29	Tue	
Apr 12	Tue	
Apr 26	Tue	
May 10	Tue	
May 26	Thu	
Jun14	Tue	
Jun 27	Tue	

SAN ANTONIO	
Jan 21	Fri
Feb 18	Fri
Mar 18	Fri
Apr 15	Fri
May 20	Fri
Jun 17	Fri
Jul 15	Fri

3-Hour Contract Review
in the Virtual Classroom
is held EVERY Tuesday from
8:30 AM to 11:30 AM
and Wednesday from
4:30 PM to 7:30 PM

TEXAS COMPLETE WITH BROKER RESPONSIBILITY

***119** | 18-HOUR CE PROGRAM

Brokers who sponsor sales agents, broker of an entity, or those authorized to supervise other licensees are required to take a 6-hour course on broker responsibility.

6-hour course on broker res

- Regulatory aspects of management
- Business entities for ownership
- 1-Hour Technology Update
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II
- 6-Hour Broker Responsibility

Day 1 Schedule		
8:30 AM - 12:30 PM	Legal Update I 42039	
1:30 PM - 5:30 PM	Legal Update II 42040	
5:30 PM - 6:20 PM	Tech in RE 40458	
Day 2	Schedule	
8:30 AM - 11:30 AM	Contract Review 40030	
12:30 PM - 6:30 PM	Broker Responsibility 39962	

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Jan 13 - 14	Thu/Fri	
Feb 10 - 11	Thu/Fri	
Mar 10 - 11	Thu/Fri	
Apr 7 - 8	Thu/Fri	
May 12 - 13	Thu/Fri	
Jun 9 - 10	Thu/Fri	
Jul 7 - 8	Thu/Fri	

DALLAS		<u>.</u>
Jan 6 - 7	Thu/Fri	
Feb 24 -25	Thu/Fri	
Mar 24 - 25	Thu/Fri	
Apr 21 - 22	Thu/Fri	
May 26 - 27	Thu/Fri	
Jun 23 - 24	Thu/Fri	
Jul 21 - 22	Thu/Fri	

FORT WORTH	<u>.</u>
Jan 11 - 12	Tue/Wed
Feb 12 - 13	Sat/Sun
Mar 17 - 18	Thu/Fri
Apr 8 - 9	Fri/Sat
May 21 - 22	Sat/Sun
Jun 10 - 11	Fri/Sat
Jul 22 - 23	Fri/Sat

HOUSTON GAL	LERIA	<u> </u>
Jan 10 - 11	Mon/Tue	
Feb 21 - 22	Mon/Tue	
Mar 23 - 24	Wed/Thu	
Apr 13 - 14	Wed/Thu	
Apr 27 - 28	Wed/Thu	
May 23 - 24	Mon/Tue	
Jun 8 - 9	Wed/Thu	
Jul 13 -14	Wed/Thu	

HOUSTON NORTH		<u>•</u>
Jan 10 - 11	Mon/Tue	
Feb 9 - 10	Wed/Thu	
Mar 14 - 15	Mon/Tue	
Apr 11 - 12	Mon/Tue	
May 25 - 26	Wed/Thu	
Jun 13 - 14	Mon/Tue	
Jul 6 - 7	Wed/Thu	

SAN ANTONIO		<u>.</u>
Jan 20 – 21	Thu/Fri	
Feb 17 – 18	Thu/Fri	
Mar 17 – 18	Thu/Fri	
Apr 14 – 15	Thu/Fri	
May 19 – 20	Thu/Fri	
Jun 16 – 17	Thu/Fri	
Jul 14 – 15	Thu/Fri	

CHAMPIONSLIVE	
Jan 3 - 4	Mon/Tue
Jan 17 - 18	Mon/Tue
Feb 7 - 8	Mon/Tue
Feb 21 - 22	Mon/Tue
Mar 14 - 15	Mon/Tue
Mar 28 - 29	Mon/Tue
Apr 11 - 12	Mon/Tue
Apr 25 - 26	Mon/Tue
May 9 - 10	Mon/Tue
May 16 - 17	Mon/Tue
Jun 13 - 14	Mon/Tue
Jun 27 - 28	Mon/Tue
Jul 18 - 19	Mon/Tue

Learn More About Delivery Methods at www.ChampionsSchool.com

CHAMPIONS SCHOOL OF REAL ESTATE **CONTINUING EDUCATION**

SELECTED TOPICS IN COMMERCIAL REAL ESTATE

5119 18-HOUR CE PROGRAM

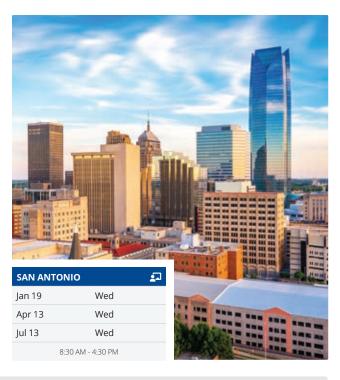
Understand the ins and outs of the commercial real estate business and become familiar with its terminology and mathematics. By the end of the course, you will have a better understanding of how this unique area of real estate works and see commercial real estate in a whole new way.

CE Program includes:

- Investors and types of buyers Valuation of properties
- · 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II

Day 1 Schedule		
8:30 AM - 12:30 PM	Legal Update I 42039	
1:30 PM - 5:30 PM	Legal Update II 42040	
Day 2 Schedule		
8:30 AM - 4:30 PM	Select Commercial 40464	
4:30 PM - 7:30 PM	Contract Review 40030	

CHAMPIONSLIVE		= 4
Jan 17 & 19	Mon/Wed	
Feb 21 & 23	Mon/Wed	
Mar 21 & 23	Mon/Wed	
Apr 18 & 20	Mon/Wed	
May 16 & 18	Mon/Wed	
Jun 20 & 22	Mon/Wed	
Jul 25 & 27	Mon/Wed	



SELECTED TOPICS IN FARM & RANCH REAL ESTATE

5119 18-HOUR CE PROGRAM

This CE real estate course is perfect for the commercial real estate agent and covers all the areas a farm and ranch real estate agent needs to know. The course covers contracts, mineral rights, reservations in water rights and how they work within the state of Texas.

CE Program includes:

- Farm & Ranch contracts
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II
- · Mineral rights
- · Land and water rights
- · Environmental issues

Day 1 Schedule		
8:30 AM - 12:30 PM	Legal Update I 42039	
1:30 PM - 5:30 PM	Legal Update II 42040	
Day 2 Schedule		
8:30 AM - 4:30 PM	Farm & Ranch 40462	
4:30 PM - 7:30 PM	Contract Review 40030	

CHAMPIONSLIVE		1
Jan 3 & 5	Mon/Wed	
Feb 7 & 9	Mon/Wed	
Mar 7 & 9	Mon/Wed	
Apr 4 & 6	Mon/Wed	
May 4 & 5*	Wed/Thu	
Jun 6 & 8	Mon/Wed	
Jul 11 & 13	Mon/Wed	

^{*} Wed Farm & Ranch, Thu Legal Update





SELECTED TOPICS IN PROPERTY MANAGEMENT

5119 18-HOUR CE PROGRAM

Property management is on the rise, and there is an entire segment of real estate professionals that have chosen to also specialize in professional property management, a path in which agents and brokers work directly with property owners who lease their properties.

CE Program includes:

- Working with property owners, legal and insurance matters
- · Creating management plans, Budgeting and financial reporting
- · 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II

Day 1 Schedule		
8:30 AM - 12:30 PM	Legal Update I 42039	
1:30 PM - 5:30 PM	Legal Update II 42040	
Day 2 Schedule		
Day	2 Schedule	
8:30 AM - 4:30 PM	Property Management 40460	

	-
Mon/Wed	
	Mon/Wed Mon/Wed Mon/Wed Mon/Wed Mon/Wed



TREC LEGAL UPDATE I & II

\$80 | 8-HOUR CE PROGRAM

Legal Update Part 1 covers various topics related to changes in regulations, forms and standards of practice including TREC statute and rule updates, legislative changes affecting property management, disclosures and unauthorized practice of law, and an overview of changes to promulgated contract and addenda forms.

Legal Update Part 2 deals with ethics-related topics and those topics considered by TREC to be an important focus for sales agents. Topics include ethics requirements, fair housing, agency laws, DTPA, and various important legislative topics related to CFPB and tax laws.

AUSTIN		_
Jan 13	Thu	
Feb 10	Thu	
Mar 10	Thu	
Apr 7	Thu	
May 12	Thu	
Jun 9	Thu	
Jul 7	Thu	

	Feb 7
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_	Mar 14
n	Mar 23
•	Apr 11
≨ ⊒	Apr 13
	Apr 27
	May 16
	May 23
	Jun 8
	Jun 13
	Jul 13
	Jul 18

Jan 10

Jan 17

HOUSTON GALLERIA

Mon

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Wed

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Wed

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Wed

Mon

SAN ANTONIO (CONT)		
Feb 17	Thu	
Mar 17	Thu	
Apr 14	Thu	
May 19	Thu	
Jun 16	Thu	
Jul 14	Thu	
CHAMPIONS	SLIVE	
Jan 10	Mon	
lan 17	Mon	

Day 1 Schedule		
8:30 AM - 12:30 PM	Legal Update I 42039	
1:30 PM - 5:30 PM	Legal Update II 42040	

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DALLAS		<u>.</u>
Jan 6	Thu	
Jan 21	Fri	
Feb 24	Thu	
Mar 24	Thu	
Apr 21	Thu	
May 26	Thu	
Jun 23	Thu	
Jul 21	Thu	

FORT WORTH	≨ ⊒
Jan 11	Tue
Feb 12	Sat
Mar 17	Thu
Apr 8	Fri
May 21	Sat
Jun 10	Fri
Jul 22	Fri

HOUSTON NOR	TH £	_
Jan 10	Mon	
Jan 27	Thu	
Feb 9	Wed	
Feb 21	Mon	
Mar 14	Mon	
Mar 28	Mon	
Apr 11	Mon	
Apr 25	Mon	
May 9	Mon	
May 25	Wed	
Jun 13	Mon	
Jun 27	Mon	
Jul 6	Wed	
Jul 28	Thu	
SAN ANTONIO	5	7

CHAMPIONSLIV	E 📑
Jan 10	Mon
Jan 17	Mon
Feb 7	Mon
Feb 14	Mon
Feb 21	Mon
Mar 7	Mon
Mar 14	Mon
Mar 21	Mon
Mar 28	Mon
Apr 4	Mon
Apr 11	Mon
Apr 18	Mon
Apr 25	Mon
May 5	Thu
May 9	Mon
May 16	Mon
May 23	Mon
May 31	Tue
Jun 6	Mon
Jun 13	Mon
Jun 20	Mon
Jun 27	Mon
Jul 5	Tue
Jul 11	Mon
Jul 18	Mon
Jul 25	Mon

Jan 20



Accredited Buyer Representative

5219 | 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



lan 5 - 6 Wed/Thu Feb 9 - 10 Wed/Thu Mar 9 - 10 Wed/Thu Apr 6 - 7 Wed/Thu

May 4 - 5 Wed/Thu Jun 1 - 2 Wed/Thu Jul 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/



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

5119 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

www.ChampionsSchool.com/real-estate/designations/nhc/



Schedule 8:30 AM - 5:15 PM

NHC: 32072

CHAMPIC	ONSLIVE =
Jan 7	Fri
Feb 11	Fri
Mar 11	Fri
Apr 8	Fri
May 6	Fri
Jun 3	Fri
Jul 8	Fri

For experience and application requirements go to

Military Relocation Professional

5119 | 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	

СНАМРІО	NSLIVE
Jan 14	Fri
Feb 18	Fri
Mar 18	Fri
Apr 15	Fri
May 13	Fri
Jun 10	Fri
Jul 15	Fri



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

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

	CE Hours	Price
10-Course Designation Program • ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS	110	\$1821 \$1641 SAVE \$180!
5-Course Designation ProgramCHMS, 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 ADD ON TO ANY DESIGNATION PROGRIDON	11	^{\$} 80
TREC Legal Update I & Legal Update II	8	^{\$} 60

Pricing Strategies: Mastering the CMA

5119 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
- Understanding home values
- Pricing properties

· Working with appraisers

CHAMPIONSLIVE		Sci	neaule
Jan 21	Fri	8:30 AI	M - 5:15 PM
Feb 25	Fri	PSA	x: 33058
Mar 25	Fri		
Apr 22	Fri	Jun 17	Fri
May 20	Fri	Jul 22	Fri



Seller Representative Specialist

5219 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 ofthree completed transactions in which the agent acted solely as a sellers representative.

CHAMPIONSLIVE ■	Schedule	
Jan 12 - 13 Wed/Thu	8:30 AM - 4:45 PM	
Feb 16 - 17 Wed/Thu	SRS: 32071	
Mar 16 - 17 Wed/Thu		
Apr 13 - 14 Wed/Thu	Jun 8 - 9 Wed/Thu	
May 11 - 12 Wed/Thu	Iul 13 - 14 Wed/Thu	



Accredited Luxury Home Specialist

\$269 | 10-HOUR ELECTIVE CE

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

Certified Home Marketing Specialist

\$219 8-HOUR ELECTIVE CE

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.

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



Schedule	
8:30 AM - 5:15 PM	
CHMS: 39452	





CHAMPIONS SCHOOL OF REAL ESTATE

DESIGNATIONS & CERTIFICATIONS

Marketing Strategy and Lead Generation

\$119 8-HOUR ELECTIVE CE | ABR ELECTIVE



This one-day course explores both traditional and cutting edge strategies to strengthen the real estate professional's marketing efforts and take them to the next level. The course also examines various tools and technologies available to maximize lead generation and market impact.

The Marketing Strategy and Lead Generation Course counts as one REBAC elective course to be applied towards the ABR® Designation.

Course Goals:

- · Understand and demonstrate your value to today's buyer
- · 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

CHAMPIO	NSLIVE	= 4	
Jan 28	Fri		
Mar 4	Fri		
Apr 29	Fri		
May 27	Fri		
Jun 24	Fri		
Jul 29	Fri		
Schedule			
8:30 AM - 5:15 PM			
MS&LG: 38540			



Real Estate Negotiation Expert

\$219 | 15-HOUR ELECTIVE CE

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



Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
RENE: 32213	

CHAMPIONSL	.IVE	= 4
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	



Seniors Real Estate Specialist

\$219 | 15-HOUR ELECTIVE CE

By earning the SRES® Designation, a REALTOR® has demonstrated necessary expertise to counsel senior clients through major financial and lifestyle transitions involved in relocating, refinancing or selling the family home.



Day 1 and 2 Schedule 8:30 AM - 4:45 PM SRES: 31836

REAL ESTATE PROFESSIONAL ASSISTANT

CHAMPIONSI	LIVE	= 4
Jan 24 -25	Mon/Tue	
Mar 2 - 3	Wed/Thu	
Apr 27 - 28	Wed/Thu	
May 25 - 26	Wed/Thu	
Jun 22 - 23	Wed/Thu	
Jul 27 - 28	Wed/Thu	



NEW! Real Estate Professional **Assistant Certificate**

\$219 | 2-DAY COURSE

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.

CHAMPIONSLIVE		= 4
Jan 26 - 27	Wed/Thu	
Mar 21 - 22	Mon/Tue	
May 16 - 17	Mon/Tue	
Jun 29 - 30	Wed/Thu	

Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
REPA: 41902	