

# DESIGNATIONS

STAND OUT FROM THE CROWD AND ADD A DESIGNATION OR CERTIFICATION TO YOUR LICENSE! AT CHAMPIONS SCHOOL OF REAL ESTATE, YOU CAN CHOOSE FROM MANY SPECIALIZED CREDENTIALS.

## ACCREDITED BUYER'S REPRESENTATIVE



Improve your marketability as a buyer's agent.

### LEARN HOW TO

- Help aspiring homeowners with every step of the process
- Hold buyer counseling sessions and build trust with new clients
- Negotiate for your homebuyers and formulate competitive offers

Annual dues are waived for the first year. Fee is \$110 thereafter.

CHAMPIONSLIVE		CHAMPIONSLIVE	
Mar 25 - 26	Mon/Tue	Jun 24 - 25	Mon/Tue
Mar 27 - 28	Wed/Thu	Jul 10 - 11	Wed/Thu
Apr 3 - 4	Wed/Thu	Jul 20 - 21	Sat/Sun
Apr 22 - 23	Mon/Tue	Jul 30 - 31	Tue/Wed
Apr 27 - 28	Sat/Sun	Aug 7 - 8	Wed/Thu
May 8 - 9	Wed/Thu	Aug 28 - 29	Wed/Thu
May 15 - 16	Wed/Thu	<b>Day 1 &amp; 2 Schedule</b>	
May 22 - 23	Wed/Thu	8:30 AM - 4:45 PM	
Jun 5 - 6	Wed/Thu	ABR: 39438	
Jun 17 - 18	Mon/Tue		

### ABR Course Options

~~\$369~~  
**\$139**  
*SAVE \$230!*

**23**  
CE Hours

**ABR Program**  
Course + Elective

This program includes the individual ABR course and a required 8-hour elective. Choose from one of the following courses:

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

There are other courses that satisfy the ABR elective requirement, but they are longer than 8 hours and thus not included with this program. The ABR electives we offer are identified above.

**FREE!**

**15**  
CE Hours

**ABR Course**

In order to receive the ABR designation on your license, you must also meet the other requirements. This course is eligible for TREC CE credit for an additional cost. Call for more information.

#### HOW TO EARN THE ABR DESIGNATION

- **Complete the ABR course & an elective course:** The two-day, 15-hour Accredited Buyer's Representative (ABR) course can be completed in the virtual classroom at Champions School of Real Estate. The elective course must be ABR-approved and worth at least 8 credit hours. Most electives may also be used for CE credit.
- **Finalize at least 5 transactions:** You must complete at least 5 transactions as a buyer's representative (no dual agency). This may include up to 2 leases.
- **Maintain active status:** Remain in good standing with the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS® (NAR).

## SELLER REPRESENTATIVE SPECIALIST



Become a highly sought-after seller's agent.

### LEARN HOW TO

- Identify probable buyers for specific properties using statistics and contemporary methods
- Design marketing assets that create high consumer engagement
- Arrange improvements, remodeling, and property staging
- Navigate all challenges during the closing process

Annual dues are waived for the first year. Fee is \$99 thereafter.

CHAMPIONSLIVE	
Jan 17 - 18	Wed/Thu
Feb 21 - 22	Wed/Thu
Mar 13 - 14	Wed/Thu
Apr 17 - 18	Wed/Thu
May 29 - 30	Wed/Thu
Jun 26 - 27	Wed/Thu
Jul 31 - Aug 1	Wed/Thu
<b>Day 1 &amp; 2 Schedule</b>	
8:30 AM - 4:45 PM	
SRS: 32071	

### SRS Course Options

~~\$389~~  
**\$369**  
*SAVE \$20!*

**23**  
CE Hours

**SRS Program**  
Course + Elective

This program includes the individual SRS course and a required 8-hour elective. Choose from one of the following courses:

- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Home Finance Resource

There are other courses that satisfy the SRS elective requirement, but they are longer than 8 hours and thus not included with this program. The SRS electives we offer are identified above.

**\$250**

**15**  
CE Hours

**SRS Course**

You may take this course by itself for CE credit. In order to receive the SRS designation on your license, you must also meet the other requirements.

#### HOW TO EARN THE SRS DESIGNATION

- **Complete the SRS course & an elective course:** The two-day, 15-hour Seller Representative Specialist Designation course may be completed in the virtual classroom at Champions School of Real Estate. The elective course must be SRS-approved and worth at least 8 credit hours. Most electives may also be used for CE credit.
- **Submit an Application:** Submit the SRS designation application to the Real Estate Business Institute (REBI). Annual dues are waived for the first year.
- **Maintain active status:** Remain in good standing with the National Association of REALTORS® (NAR) and in Real Estate Business Institute (REBI).

# 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.

TREC requires 18 hours of CE, including 8-Hour Legal Update I & II and 3-Hour Contract Review. These can be added to any designation at a discounted price.

	CE Hours	Price
<b>10-Course Designation Program</b> • ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS	110	<del>\$2084</del> <b>\$1904</b> SAVE \$180!
<b>5-Course Designation Program</b> • CHMS, NHC, RENE, PSA, and ABR or SRS	47	<del>\$1017</del> <b>\$942</b> SAVE \$75!
<b>3-Course Designation Program</b> • PSA, RENE, and ABR or SRS	31	<del>\$639</del> <b>\$609</b> SAVE \$30!
<b>2-Course ABR or SRS Program</b> • ABR or SRS and one 8-HR Elective (See Page 32)	23	<del>\$389</del> <b>\$369</b> SAVE \$20!
<b>TREC Legal Update I &amp; Legal Update II Plus 3-Hour Contract Review</b>	11	<b>\$80</b>
<b>TREC Legal Update I &amp; Legal Update II</b>	8	<b>\$60</b>



# DESIGNATIONS



CHAMPIONSLIVE

Jan 5	Fri
Feb 9	Fri
Mar 8	Fri
Apr 5	Fri
May 10	Fri
Jun 7	Fri
Jul 12	Fri

**Schedule**  
8:30 AM - 5:15 PM  
NHC: 32072

**\$139**   **8** CE Hours   **ABR** Elective

CHAMPIONSLIVE

Jan 12	Fri
Feb 16	Fri
Mar 15	Fri
Apr 19	Fri
May 31	Fri
Jun 28	Fri
Jul 26	Fri

**Schedule**  
8:30 AM - 5:15 PM  
MRP: 47858

**\$139**   **8** CE Hours   **ABR & SRS** Elective

CHAMPIONSLIVE

Jan 19	Fri
Feb 23	Fri
Mar 22	Fri
Apr 26	Fri
May 17	Fri
Jun 14	Fri
Jul 19	Fri

**Schedule**  
8:30 AM - 5:15 PM  
PSA: 33058

**\$139**   **8** CE Hours   **ABR** Elective

CHAMPIONSLIVE

Jan 2 - 3	Mon/Tue
Feb 5 - 6	Mon/Tue
Mar 6 - 7	Wed/Thu
Apr 10 - 11	Wed/Thu
May 15 - 16	Wed/Thu
Jun 12 - 13	Wed/Thu
Jul 17 - 18	Wed/Thu

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

**\$250**   **15** CE Hours   **ABR & SRS** Elective

## NEW HOME CONSTRUCTION COURSE INFORMATION

Guide clients through the process of building and customizing a new home.

### LEARN HOW TO

- Guide buyers through the purchase transaction of a new construction
- Evaluate builders and help clients choose the right one for their needs
- Work with the builder's sales representative and develop a mutually beneficial relationship for the homebuyer

## MILITARY RELOCATION PROFESSIONAL COURSE INFORMATION

Help veterans and active-duty service members navigate relocation, DoD housing policy, and home financing.

### LEARN HOW TO

- Interpret how Department of Defense policies impact service members' housing
- Guide service members through the permanent change-of-station (PCS) process
- Compare military basic allowance for housing (BAH) rates to market area home prices, mortgage rates, and rents

## PRICING STRATEGY ADVISOR COURSE INFORMATION

Nail down the comparative market analysis (CMA) and become an invaluable counsel to both sellers and buyers.

### LEARN HOW TO

- Perform a CMA to estimate the probable selling price of a property
- Analyze neighborhoods, regional markets, and trends
- Adjust comparables using averages and cost data
- Discuss CMA conclusions and implications with clients

## REAL ESTATE NEGOTIATION EXPERT COURSE INFORMATION

Enhance your communication tactics with the only NAR-recognized negotiation credential.

### LEARN HOW TO

- Navigate through the different types and phases of negotiations
- Establish a strong bargaining position using various negotiation concepts
- Adjust communication styles on the fly to achieve optimal results
- Negotiate via all media (by phone, email, text, or video call)

# DESIGNATIONS & CERTIFICATIONS



CHAMPIONSLIVE	
Jan 24 - 25	Wed/Thu
Feb 21 - 22	Wed/Thu
Mar 27 - 28	Wed/Thu
Apr 24 - 25	Wed/Thu
May 22 - 23	Wed/Thu
Jun 19 - 20	Wed/Thu
Jul 24 - 25	Wed/Thu
Aug 14 - 15	Wed/Thu
<b>Day 1 &amp; 2 Schedule</b>	
8:30 AM - 4:45 PM	
ALHS: 47951	
<b>\$289</b>	<b>10</b> CE Hours

CHAMPIONSLIVE	
Jan 9	Tue
Feb 8	Thu
Mar 19	Tue
Apr 16	Tue
May 2	Thu
Jun 25	Tue
Jul 16	Tue
<b>Schedule</b>	
8:30 AM - 5:15 PM	
CHMS: 43818	
<b>\$239</b>	<b>8</b> CE Hours

CHAMPIONSLIVE	
Jan 31 - Feb 1	Wed/Thu
Mar 20 - 21	Wed/Thu
May 28 - 29	Tue/Wed
Jul 22 - 23	Mon/Tue
<b>Day 1 &amp; 2 Schedule</b>	
8:30 AM - 4:45 PM	
SRES: 31836	
<b>\$250</b>	<b>15</b> CE Hours
<b>ABR &amp; SRS</b> Elective	

## ACCREDITED LUXURY HOME SPECIALIST COURSE INFORMATION

Thrive in the world of luxury real estate and join the Luxury Home Council's registry of agents with this esteemed designation.

### LEARN HOW TO

- Market to affluent clients and develop a reliable luxury client base
- Negotiate as a luxury home specialist
- Master the first impression and make luxury clients feel special
- Cater your services to various luxury consumer types

## CERTIFIED HOME MARKETING SPECIALIST COURSE INFORMATION

Become an expert in home staging and ensure buyer appeal with this credential, created by Martha Webb, author of "Dress Your House for Success."

### LEARN HOW TO

- Properly stage homes to ensure they will sell
- Address awkward and difficult issues such as clutter, odors, and pets
- Stage homes using low-cost, high-impact techniques
- Use color to increase buyer appeal
- Take attractive photos for advertising purposes

## SENIORS REAL ESTATE SPECIALIST COURSE INFORMATION

Support seniors in all housing issues and gain a thorough understanding of how government policies impact senior housing concerns.

### LEARN HOW TO

- Differentiate between senior housing options, from age restricted communities to assisted living facilities
- Assist seniors with Housing for Older Persons Act (HOPA) applications
- Use of pensions, 401(k) accounts, and IRAs in real estate transactions
- Explain how Medicare, Medicaid, and Social Security affect real estate decisions
- Protect clients from mortgage finance and loan schemes that target seniors



# CERTIFICATIONS



CHAMPIONSLIVE	
Jan 10 - 11	Wed/Thu
Feb 28 - 29	Wed/Thu
Apr 29 - 30	Mon/Tue
Jun 17 - 18	Mon/Tue
<b>Day 1 &amp; 2 Schedule</b>	
8:30 AM - 4:45 PM	
REPA: 46938	
<b>\$250</b>	<b>15</b> CE Hours <b>ABR</b> Elective

CHAMPIONSLIVE	
Feb 15	Thu
Apr 12	Fri
May 3	Fri
Jul 5	Fri
<b>Schedule</b>	
8:30 AM - 5:15 PM	
HFR: 43988	
<b>\$139</b>	<b>8</b> CE Hours <b>ABR &amp; SRS</b> Elective

CHAMPIONSLIVE	
Jan 26	Fri
Mar 29	Fri
May 24	Fri
<b>Schedule</b>	
8:30 AM - 5:15 PM	
MSLG: 48085	
<b>\$139</b>	<b>8</b> CE Hours <b>ABR</b> Elective

## REAL ESTATE PROFESSIONAL ASSISTANT COURSE INFORMATION

Both real estate assistants looking to optimize their potential and established agents hoping to provide their assistants with top-tier training benefit from this popular certification.

### LEARN HOW TO

- Support a real estate agent or team in all operations
- Implement a marketing plan on behalf of an agent or team
- Prepare for and conduct client interviews
- Develop a strategy for post-transaction client engagement
- Work with vendors and service providers

## HOME FINANCE RESOURCE COURSE INFORMATION

Help aspiring homeowners navigate the complicated process of home financing.

### LEARN HOW TO

- Lead buyers through loan prequalification, preapproval, and financing processes
- Implement Fair Housing practices and the NAR Code of Ethics
- Communicate market conditions to buyers
- Explain the different types of mortgage products, processes, and application requirements

## MARKETING STRATEGY & LEAD GENERATION COURSE INFORMATION

Stand out from the crowd and build a unique and balanced marketing strategy that works in today's market.

### LEARN HOW TO

- Develop an effective marketing strategy and define your own brand
- Determine your target market and carry out appropriate marketing techniques to reach your audience
- Leverage social media for marketing purposes and lead generation

