



REAL ESTATE CONTINUING EDUCATION

STAY CURRENT AND MAINTAIN ACTIVE STATUS WITH THE REQUIRED TEXAS REAL ESTATE SALES AGENT CONTINUING EDUCATION (CE) COURSES

Our Texas Real Estate Continuing Education (formerly known as MCE) courses will ensure you stay current within the industry. To maintain an active Sales Agent or Broker license, all licensees must complete 18 hours of Continuing Education (CE) every two years, including the required 8 hours of Legal Update I & II and 3-Hour Contract Review. Ready to renew?

Choose a program below and contact a career counselor today!

CE Renewal Programs	Hours	Delivery	Price
18-Hour Continuing Education (CE) Program All 18-Hour Programs Include: <ul style="list-style-type: none"> • Essential Topics: 3-Hour Contract Review • Legal Update I and Legal Update II 	18		\$99- \$119 <i>SAVE UP TO \$81</i>
11-Hour Mandatory CE Program Includes only: <ul style="list-style-type: none"> • Essential Topics: 3-Hour Contract Review • Legal Update I and Legal Update II 	11		\$80 <i>SAVE UP TO \$30</i>
8-Hour Legal CE Program Includes: <ul style="list-style-type: none"> • Legal Update I and Legal Update II 	8		\$60 <i>SAVE UP TO \$20</i>
Individual CE Courses	1-10		\$10- \$100

Online Interactive™ is a self-guided delivery method that can be completed remotely on any desktop or mobile device.

Go to page 31 for a list of courses available.

- ### Course Delivery Options
- Classroom
 - Virtual Classroom
 - Online Interactive
 - Online Correspondence
- Learn more about delivery methods at www.ChampionsSchool.com

18 - HOUR CE PROGRAM

MODERN APPROACHES TO REAL ESTATE BUSINESS

\$119

TAKE IN THE CLASSROOM AND LIVE

Hone your ability to connect with clients and learn to establish positive, collaborative business relationships. This program fulfills all sales agent continuing education requirements set forth by TREC.

CE program includes:

- 8-Hour Legal Update I & II
- 3-Hour Emotional Intelligence in Real Estate
- 3-Hour Essential Topics: 3-Hour Contract Review
- 2-Hour Know Your Landlord and Tenant Rights
- 2-Hour Technology Update

LEARN ABOUT

- Integrating emotional intelligence into business models
- How to cater marketing strategies to each generation
- Using social media marketing to attract business
- Data management and data theft protection
- Utilizing the latest real estate websites and apps
- The Landlord and Tenant Act
- Early lease termination
- Landlord duties, including repairs
- Health and safety obligations

AUSTIN	
Jan 11 - 12	Thu/Fri
Feb 22 - 23	Thu/Fri
Mar 14 - 15	Thu/Fri
Apr 11 - 12	Thu/Fri
May 9 - 10	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 18 - 19	Thu/Fri

HOUSTON NORTH	
Jan 22 - 23	Mon/Tue
Feb 26 - 27	Mon/Tue
Mar 28 - 29	Thu/Fri
Apr 25 - 26	Thu/Fri
May 20 - 21	Mon/Tue
Jun 27 - 28	Thu/Fri
Jul 22 - 23	Mon/Tue

CHAMPIONS LIVE WITH ALLAN HANCOCK	
Jan 29 - 30	Mon/Tue
Feb 5 - 6	Mon/Tue
Feb 12 - 13	Mon/Tue
Mar 11 - 12	Mon/Tue
Mar 18 - 19	Mon/Tue
Apr 8 - 9	Mon/Tue
Apr 15 - 16	Mon/Tue
Apr 29 - 30	Mon/Tue
May 6 - 7	Mon/Tue
May 13 - 14	Mon/Tue
May 28 - 29	Tue/Wed
Jun 10 - 11	Mon/Tue
Jun 24 - 25	Mon/Tue
Jul 8 - 9	Mon/Tue
Jul 15 - 16	Mon/Tue

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
5:30 PM - 7:30 PM	Technology Update 47564
Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: Contract Review 44460
12:30 PM - 2:30 PM	Know Your Landlord and Tenant Rights 45377
2:30 PM - 5:30 PM	Emotional Intelligence in Real Estate 46133

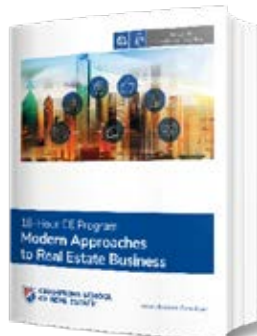
DALLAS	
Jan 25 - 26	Thu/Fri
Feb 22 - 23	Thu/Fri
Mar 21 - 22	Thu/Fri
Apr 18 - 19	Thu/Fri
May 23 - 24	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 25 - 26	Thu/Fri

HOUSTON WEST	
Feb 15 - 16	Thu/Fri
Mar 14 - 15	Thu/Fri
Apr 11 - 12	Thu/Fri
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri

FORT WORTH	
Jan 11 - 12	Thu/Fri
Feb 15 - 16	Thu/Fri
Mar 14 - 15	Thu/Fri
Apr 11 - 12	Thu/Fri
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri

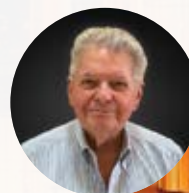
SAN ANTONIO	
Jan 18 - 19	Thu/Fri
Mar 14 - 15	Thu/Fri
Apr 18 - 19	Thu/Fri
May 23 - 24	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 18 - 19	Thu/Fri

HOUSTON GALLERIA	
Jan 15 - 16	Mon/Tue
Feb 19 - 20	Mon/Tue
Mar 25 - 26	Mon/Tue
Apr 22 - 23	Mon/Tue
May 30 - 31	Thu/Fri
Jun 17 - 18	Mon/Tue
Jul 18 - 19	Thu/Fri



MEET ALLAN HANCOCK

our esteemed instructor with nearly 40 years of instructional experience at Champions School of Real Estate. With a wealth of expertise in various areas, he has been instrumental in teaching a wide range of continuing and qualifying education courses across Texas!





18-HOUR CE PROGRAM

TEXAS COMPLETE WITH BROKER RESPONSIBILITY

\$119

TAKE IN PERSON OR IN THE CHAMPIONSLIVE VIRTUAL CLASSROOM

The Broker Responsibility course included in this program is required by TREC for brokers who sponsor sales agents, brokers of entities that sponsor sales agents, and delegated supervisors of sales agents.

LEARN ABOUT

- Rules regarding teams, delegated supervisors, and broker associates
- Meeting competency and training requirements for agents
- Policy and procedure requirements for brokerages
- TREC advertising rules, enforcement, and complaints

DALLAS	
Jan 25 - 26	Thu/Fri
Feb 22 - 23	Thu/Fri
Mar 21 - 22	Thu/Fri
Apr 18 - 19	Thu/Fri
May 23 - 24	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 25 - 26	Thu/Fri

FORT WORTH	
Feb 15 - 16	Thu/Fri
Mar 14 - 15	Thu/Fri
Apr 11 - 12	Thu/Fri
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri

HOUSTON GALLERIA	
Feb 14 - 15	Wed/Thu
Mar 16 - 17	Sat/Sun
Apr 10 - 11	Wed/Thu
May 18 - 19	Sat/Sun
Jun 5 - 6	Wed/Thu
Jul 10 - 11	Wed/Thu

HOUSTON NORTH	
Feb 26 - 27	Mon/Tue
Mar 28 - 29	Thu/Fri
Apr 25 - 26	Thu/Fri
May 20 - 21	Mon/Tue
Jun 27 - 28	Thu/Fri
Jul 22 - 23	Mon/Tue

SAN ANTONIO	
Mar 14 - 15	Thu/Fri
Apr 18 - 19	Thu/Fri
May 23 - 24	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 18 - 19	Thu/Fri

CHAMPIONSLIVE	
Feb 19 - 20	Mon/Tue
Feb 26 - 27	Mon/Tue
Mar 4 - 5	Mon/Tue
Mar 25 - 26	Mon/Tue
Apr 1 - 2	Mon/Tue
Apr 22 - 23	Mon/Tue
May 20 - 21	Mon/Tue
Jun 3 - 4	Mon/Tue
Jun 17 - 18	Mon/Tue
Jul 1 - 2	Mon/Tue
Jul 22 - 23	Mon/Tue

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
5:30 PM - 6:30 PM	Technology in Real Estate 44942
Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: 3-Hour Contract Review 44460
12:30 PM - 6:30 PM	Broker Responsibility Course (2023-2024) 44547

18-HOUR CE PROGRAM SELECTED TOPICS IN COMMERCIAL REAL ESTATE

\$119

Hoping to learn more about the competitive yet lucrative world of commercial real estate? This program is a great starting point for those trying to break into the field and a great refresher for experienced commercial agents. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Office, industrial, hospitality, and retail properties
- Prospecting and growing a client base
- Technology in marketing and data management trends
- Leasing practices and procedures
- Commercial transaction procedure, from contract to closing
- Investing in commercial real estate

Includes mandatory Legal I & II and 3-Hour Contract Review

COMMERCIAL REAL ESTATE		Day 1 Schedule	
CHAMPIONSLIVE		8:30 AM - 12:30 PM	Legal Update I 47600
Feb 12 & 14	Mon/Wed	1:30 PM - 5:30 PM	Legal Update II 47601
Mar 11 & 13	Mon/Wed	Day 2 Schedule	
Apr 8 & 10	Mon/Wed	8:30 AM - 4:30 PM	Selected Topics in Commercial Real Estate 44938
May 13 & 15	Mon/Wed	4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 44460
Jun 10 & 12	Mon/Wed		
Jul 15 & 17	Mon/Wed		

18-HOUR CE PROGRAM

SELECTED TOPICS IN FARM AND RANCH REAL ESTATE

\$119

Dig deep into farm-and-ranch real estate and learn how to succeed in this niche industry. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Exclusive right-to-sell listing agreements
- Farm-and-ranch contracts
- Fiduciary duties and responsibilities
- USDA loans and policies
- Mineral rights, wind rights, and water rights
- Environmental concerns and endangered species
- Includes mandatory Legal I & II and 3-Hour Contract Review

FARM AND RANCH CHAMPIONSLIVE

Feb 5 & 7	Mon/Wed
Mar 4 & 6	Mon/Wed
Apr 1 & 3	Mon/Wed
May 6 & 8	Mon/Wed
Jun 3 & 5	Mon/Wed
Jul 8 & 10	Mon/Wed

Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601

Day 2 Schedule

8:30 AM - 4:30 PM	Selected Topics in Farm and Ranch Real Estate 44940
4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 44460

18-HOUR CE PROGRAM

SELECTED TOPICS IN PROPERTY MANAGEMENT

\$119

Take your knowledge of property management to the next level and learn how to handle any tenant or owner issue. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Working with property owners
- Setting rental rates
- Property maintenance and security
- Handling emergencies
- Marketing properties and filling vacancies
- Residential and commercial leasing
- Insurance and legal matters
- Contracts and management agreements
- Includes mandatory Legal I & II and 3-Hour Contract Review

PROPERTY MANAGEMENT CHAMPIONSLIVE

Feb 19 & 21	Mon/Wed
Mar 18 & 20	Mon/Wed
Apr 15 & 17	Mon/Wed
May 20 & 22	Mon/Wed
Jun 17 & 19	Mon/Wed
Jul 22 & 24	Mon/Wed

Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601

Day 2 Schedule

8:30 AM - 4:30 PM	Selected Topics in Property Management 44936
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 44460

11-HOUR MANDATORY CE PROGRAM

Includes:

- Essential Topics: 3-Hour Contract Review
- Legal Update I and Legal Update II

\$80

3-HOUR CE COURSE

ESSENTIAL TOPICS: 3-HOUR CONTRACT REVIEW

Learn to avoid critical contract mistakes and hone your contract knowledge in this review. This course satisfies the 3-hour contract review requirement for continuing education set forth by TREC.

\$30

AUSTIN	
Feb 23	Fri
Mar 15	Fri
Apr 12	Fri
May 10	Fri
Jun 21	Fri
Jul 19	Fri

HOUSTON NORTH	
Feb 27	Tue
Mar 29	Fri
Apr 26	Fri
May 21	Tue
Jun 28	Fri
Jul 23	Tue

CHAMPIONSLIVE

Essential Topics: 3-Hour Contract Review is held in the virtual classroom every Tuesday from 8:30 AM to 11:30 AM and every Wednesday from 4:30 PM to 7:30 PM.

DALLAS	
Jan 26	Fri
Feb 23	Fri
Mar 22	Fri
Apr 19	Fri
May 24	Fri
Jun 21	Fri
Jul 26	Fri

HOUSTON WEST	
Feb 16	Fri
Mar 15	Fri
Apr 12	Fri
May 10	Fri
Jun 14	Fri
Jul 12	Fri
Aug 9	Fri

11-Hour Mandatory CE is available in Online Interactive™

A self-guided delivery method that can be completed remotely on any desktop or mobile device.

This delivery method is also available for **Essential Topics: 3-Hour Contract Review and Legal Update I & II.**

FORT WORTH	
Feb 16	Fri
Mar 15	Fri
Apr 12	Fri
May 10	Fri
Jun 14	Fri
Jul 12	Fri

SAN ANTONIO	
Jan 19	Fri
Mar 15	Fri
Apr 19	Fri
May 24	Fri
Jun 14	Fri
Jul 19	Fri

HOUSTON GALLERIA	
Feb 15	Thu
Feb 20	Tue
Mar 17	Sun
Mar 26	Tue
Apr 11	Thu
Apr 23	Tue
May 19	Sun
May 31	Fri
June 6	Thu
Jun 18	Tue
Jul 11	Thu
Jul 19	Fri



Classroom Schedule	
8:30 AM - 11:30 AM	Essential Topics: 3-Hour Contract Review 44460

8-HOUR CE PROGRAM

\$60

LEGAL UPDATE I & II (2024-2025)

Brush up on crucial legal issues and get key updates. This program TREC's satisfies 8-hour legal update, requirement for continuing education.

8-HOUR LEGAL UPDATE I & II

- TREC rule and legislative changes
- Promulgated forms updates
- Fair housing, disability, and discrimination issues
- Fiduciary duties and ethical behavior
- Broker price opinions (BPOs)
- Water and mineral rights
- Ad valorem taxes and valuation

AUSTIN	
Feb 22	Thu
Mar 14	Thu
Apr 11	Thu
May 9	Thu
Jun 20	Thu
Jul 18	Thu

HOUSTON NORTH	
Feb 26	Mon
Mar 28	Thu
Apr 25	Thu
May 20	Mon
Jun 27	Thu
Jul 22	Mon
Aug 22	Thu

DALLAS	
Feb 22	Thu
Mar 21	Thu
Apr 18	Thu
May 23	Thu
Jun 20	Thu
Jul 25	Thu

HOUSTON WEST	
Feb 15	Thu
Mar 14	Thu
Apr 11	Thu
May 9	Thu
Jun 13	Thu
Jul 11	Thu
Aug 8	Thu

FORT WORTH	
Feb 15	Thu
Mar 14	Thu
Apr 11	Thu
May 9	Thu
Jun 13	Thu
Jul 11	Thu

SAN ANTONIO	
Mar 14	Thu
Apr 18	Thu
May 23	Thu
Jun 13	Thu
Jul 18	Thu
Aug 15	Thu

HOUSTON GALLERIA	
Feb 14	Wed
Feb 19	Mon
Mar 16	Sat
Mar 25	Mon
Apr 10	Wed
Apr 22	Mon
May 18	Sat
May 30	Thu
Jun 5	Wed
Jun 17	Mon
Jul 10	Wed
Jul 18	Thu

CHAMPIONSLIVE

8-Hour Legal Update I & II is held in the virtual classroom every Monday from 8:30 AM to 5:30 PM.

Day 1 Schedule		
8:30 AM - 12:30 PM	Legal Update I	47600
1:30 PM - 5:30 PM	Legal Update II	47601



NEW! 18-HOUR Online Interactive™ CE Program

A self-guided delivery method that can be completed remotely on any desktop or mobile device.

Modules include:

- Informative videos to promote understanding
- Engaging activities for experiential learning
- Automatic progress-saving during lessons
- Instant feedback on quizzes and assessments
- Course accessibility 24/7, 365 days a year



AVAILABLE NOW! MODERN APPROACHES TO REAL ESTATE BUSINESS

- Legal Update I & II (8 Hours)
- Technology Update (2 Hours)
- Essential Topics: Contract Review (3 Hours)
- Know Your Landlord and Tenant Rights (2 Hours)
- Emotional Intelligence in Real Estate (3 Hours)

DESIGNATIONS AND CERTIFICATIONS	DELIVERY	COURSE #	CE HOURS
Seller Representative Specialist	📺	32071	15
Accredited Buyer's Representative	📺	39438	15
Accredited Luxury Home Specialist	📺	47951	10
Marketing Strategy & Lead Generation	📺	48085	8
Home Finance Resource	📺	43988	8
Real Estate Professional Assistant	📺	46938	15
New Home Construction	📺	32072	8
Real Estate Negotiation Expert	📺	32213	15
Seniors Real Estate Specialist	📺	31836	15
Pricing Strategy Advisor	📺	33058	8
Military Relocation Professional	📺	47858	8
Certified Home Marketing Specialist	📺	43818	8

Course Delivery Options

To learn more about delivery methods, go to page 18 or www.ChampionsSchool.com/resources/delivery-methods/

- 👤 Classroom
- 📺 ChampionsLive
- ▶ Online Interactive
- 📺 Online Correspondence

REAL ESTATE CONTINUING EDUCATION (CE)	DELIVERY	COURSE #	HOURS
Farm and Ranch Real Estate	📺	47919	10
Commercial Real Estate	📺	46727	10
Prospering with Trends and Strategies	📺	43820	10
Risk Reduction Assessment	📺	42812	10
The 3 T's to Success: Tools, Trends and Technology	📺	42811	10
Property Management	📺	47602	10
Prospering In The Hot Texas Market	📺	42810	10
Real Estate Trends and Disruptors	📺	48127	8
Selected Topics in Commercial Real Estate	📺📺	44938 44939	7
Selected Topics in Farm and Ranch	📺📺	44940 44941	7
Selected Topics in Property Management	📺📺	44936 44937	7
Broker Responsibility Course (2023-2024)	👤📺📺	44547	6
Eye on Real Estate: Trends and Disruptors	📺	44945	5
Success Strategies	📺	47859	4
Texas Common Legal Issues in Real Estate	📺	45229	4
Legal Update I (2024-2025)	👤📺📺	47600	4
Legal Update II (2024-2025)	👤📺📺	47601	4
Emotional Intelligence in Real Estate	👤📺📺	46133 46138 46432	3
Essential Topics: 3-Hour Contract Review	👤📺📺	44363 44461 44460	3
Easy Steps for Using the Buyer's Representation Agreement	📺	47918	2
Flood Red Flags	📺	48134	2
How to Prepare Your Personal Business Plan	📺	46301	2
Know Your Landlord and Tenant Rights	👤📺📺	45382 46741 45377	2
Property Tax Remedies	📺	48132	2
Introduction to Artificial Intelligence	📺	45228	2
Real Estate Investing	📺	48130	2
Real Estate Disruptors	📺	48128	2
Real Estate Trends	📺	48136	2
Selling to Different Generations	📺	42867	2
Technology Update	👤📺📺	44368 47860 47564	2
The Truth-In-Lending Disclosures	📺	48140	2
Writing and Understanding a Policies and Procedures Manual	📺	43721	2
Avoiding Costly Fair Housing Mistakes	📺	45539	1
Positively Outstanding Client Service	📺	43819	1
Technology in Real Estate	👤📺📺	44400 44943 44942	1