



# REAL ESTATE LICENSING EDUCATION

PROVIDING TOP-QUALITY EDUCATION IN TEXAS FOR 40 PLUS YEARS!

We're not interested in just getting you licensed. We plan on being your partner throughout your entire real estate career. Whether you need qualifying education (QE) to start your career, sales agent apprentice education (SAE) to build your career, or continuing education (CE) to keep your license active, **Champions School of Real Estate®** is here to help you succeed.

## REAL ESTATE LICENSING EDUCATION YOUR WAY

We're with you — the idea of trying to fit your classes into your busy schedule can be overwhelming. But with Champions, you're in the driver's seat. Choose when, where, and how you take your classes. Embarking on a new career path should be an exciting experience, not a stressful one. Begin your real estate journey on your own terms. You can do it, and we can help!



*Ready to enroll?  
Scan here to  
get started!*



# TEXAS REAL ESTATE LICENSING EDUCATION

## THE CHAMPIONS ADVANTAGE

At Champions, we recognize that every student has a life outside of school. We know that every person has their own learning style, academic needs, and schedule.

With the Champions Advantage, you can choose from several class delivery methods to create an academic experience that works for you. Mix-and-match delivery methods to personalize your schedule and optimize your success.



### BLENDED CLASSROOM

Study the textbook at home, then attend class in person. This option is best for students who prefer personal interaction with instructors and classmates.



### CHAMPIONS LIVE VIRTUAL CLASSROOM

Attend live class lectures from home via live stream. This method allows you to enjoy the benefits of personal, live instruction from the comfort of your own home.



### ONLINE INTERACTIVE

Complete engaging online lessons from any device with internet access. Since there are no accompanying textbooks for classes in this format, each lesson includes videos, activities, and other interactive exercises.



### ONLINE CORRESPONDENCE

Study the course material at your own pace. Read the textbook in either physical or PDF format and take the exam online when you're ready.

*I want to share my experience with Champions. I honestly couldn't imagine that anyone could or would ever give them anything but a 5-star rating. They are 100% there for you for anything and everything. From keeping the facility immaculate, to making sure that you feel prepared and rooting for you to get through. The staff has been so helpful. I cannot say enough about everyone! Instructors and all those involved. Worth every single penny.*

— Tanya H.





# 6 STEPS TO A TEXAS REAL ESTATE LICENSE

FOLLOW THESE SIX ESSENTIAL STEPS BELOW AND YOU'RE ON YOUR WAY TO AN EXCITING NEW CAREER!

# 1

## Complete the Required Texas Real Estate Qualifying Education Courses

180 classroom hours of the following required courses at Champions School of Real Estate:

- Principles of Real Estate 1 (121)
- Principles of Real Estate 2 (122)
- Law of Agency (1151)
- Law of Contracts (1251)
- Promulgated Contract Forms (351)
- Real Estate Finance (451)



**Note:** All classroom blended courses require a valid ID to be presented at the start of the course. In addition to unit quizzes, students are required to take a final exam and pass with a 70% or above. If a student fails a course exam, they may take a second exam. After two failures, TREC requires the student to retake the course before taking the exam again. **Courses can be taken in any order.**

# 2

## Submit Online Application for Real Estate Sales Agent License and Course Certificates to TREC

Go to [www.trec.texas.gov](http://www.trec.texas.gov) and click on "Real Estate Sales Agent" in the "Become Licensed" dropdown menu.

- Under "File Your Application," click "Online Services." On the login screen, under "New User," click "Begin Here for Sign-up." Fill out all required information to setup your account using the same name on your government-issued ID. You will submit an "Application for Inactive Sales Agent."
- Pay the application fee of \$205.
- Email [documents@trec.texas.gov](mailto:documents@trec.texas.gov) a copy of all course completion certificates. Include college transcripts if applicable. Include your name and address in the body of the email.
- It may take up to four weeks to receive your approval letter and Exam Candidate Handbook from TREC once the application has been filed and all documents have been sent to TREC.

# 3

## Take the Exam Prep Class — **Your Key to Passing the State Exam**

Once you have submitted your application to TREC, we highly recommend that you complete the Real Estate Exam Prep course to ensure that you are prepared for the state exam. This class will take the guesswork and stress out of testing. You may repeat the prep course as many times as you want for a full year! **We recommend taking it at least twice before taking the actual exam.** Purchase our TX Real Estate Exam Flashcards app (\$2.99) or our physical Real Estate Flashcards deck (\$32) for additional study support.

# 4

## Take the State Exam at Pearson VUE

Upon receiving the approval letter and Exam Candidate Handbook from TREC, sign up to take the state exam at a Pearson VUE Testing Center. Appointments can be made by going to [pearsonvue.com/tx/realstate](http://pearsonvue.com/tx/realstate) or calling them at 800-997-1248. The cost is \$43 for a sales agent exam and \$39 for broker exam payable to Pearson VUE. It must be paid at the time of reservation by credit card, debit card, voucher, or electronic check. You must pass both exams with at least a 70% to obtain your license.

**Note:** Any applicant who fails the state examination three consecutive times must take additional classroom hours of qualifying real estate education before retaking the state exam. Go to the Exam Prep page to read more about retakes.

# 5

## Get Your Fingerprints Taken and Pass Background Check

Visit the TREC website, [www.trec.texas.gov](http://www.trec.texas.gov), and follow these steps to schedule an appointment and complete your fingerprinting/background check. The fingerprinting fee is \$38.25.

- Select "Real Estate Sales Agent" from the "Become Licensed" drop down menu.
- Under "Get Your Fingerprints Taken and Pass Your Background Check," click "Fingerprints."
- Search for your account using either your TREC ID or name and birth date in order to obtain your IdentoGO ID.
- Go to [www.Identogo.com](http://www.Identogo.com) and use your IdentoGO ID to schedule an appointment.

# 6

Almost done... you are now an inactive Texas real estate sales agent!

## To become an active sales agent, find a sponsoring broker and submit a sponsoring broker form to TREC.

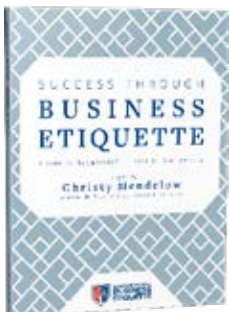
**Congratulations!** Your active sales agent license will arrive in an email to both you and your sponsoring broker.

# TEXAS REAL ESTATE QUALIFYING EDUCATION

CHOOSE A PROGRAM AND BEGIN YOUR REAL ESTATE JOURNEY TODAY!

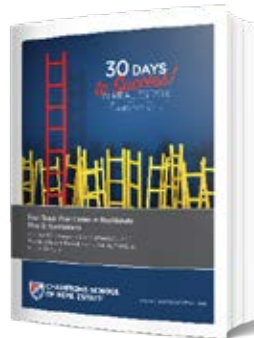
REAL ESTATE LICENSE PROGRAMS AND COURSES		HOURS	DELIVERY	PRICE
<b>ALL PRICING INCLUDES BOOKS AND MATERIALS.</b>				
<b>11-Course Licensing and Renewal Program + Success Tools</b> <ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <b>SAVE \$120</b></li> <li>Real Estate Exam Prep course <b>SAVE \$20</b></li> <li>3 TREC SAE renewal courses (90 Hours) <b>SAVE \$60</b></li> <li>TREC Legal Update I and Legal Update II (8 Hours) <b>SAVE \$20</b></li> <li><b>Successful Tendencies of Real Estate Champions</b> <b>SAVE \$15</b></li> <li><b>2-Day Success Through Business Etiquette Program</b> <b>SAVE \$30</b></li> <li><b>30 Days to Success in Real Estate</b> - "Coaching Package" with Champions Owner, CEO, and Founder, Rita Santamaria <b>SAVE \$15</b></li> </ul>		278		<del>\$1978</del> <b>\$1698</b> <b>SAVE \$280!</b>
<b>9-Course Licensing and Renewal Program</b> <ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <b>SAVE \$120</b></li> <li>Real Estate Exam Prep course <b>SAVE \$10</b></li> <li>3 TREC SAE Renewal Courses (90 Hours) <b>SAVE \$90</b></li> <li>TREC Legal Update I and Legal Update II (8 Hours) <b>SAVE \$20</b></li> </ul>		278		<del>\$1685</del> <b>\$1445</b> <b>SAVE \$240!</b>
<b>6-Course Licensing Program + Business Etiquette</b> <ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <b>SAVE \$120</b></li> <li>Real Estate Exam Prep course <b>SAVE \$10</b></li> <li><b>2-Day Success Through Business Etiquette Program</b> <b>SAVE \$45</b></li> </ul>		180		<del>\$1309</del> <b>\$1134</b> <b>SAVE \$175!</b>
<b>6-Course Licensing Program</b> <ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <b>SAVE \$120</b></li> <li>Real Estate Exam Prep course <b>SAVE \$10</b></li> </ul>		180		<del>\$1110</del> <b>\$980</b> <b>SAVE \$130!</b>
<b>Individual 30-Hour Course</b> <ul style="list-style-type: none"> <li>Principles I, Principles II, Law of Agency, Law of Contracts, Prom. Forms, &amp; RE Finance</li> <li>Purchase each 30-hour QE course by itself and pay as you go. Take in any order.</li> </ul>		30		<b>\$165</b>
<b>Real Estate Exam Prep Course</b> <b>Your Key to Passing the State Exam</b> <ul style="list-style-type: none"> <li>Access to timed online practice exams</li> <li>Unlimited course retakes within a year of purchase</li> </ul>				<b>\$120</b>

## ADDITIONAL COURSES



**2-Day Success Through Business Etiquette Program**

**\$199**



**30 Days to Success in Real Estate with owner, CEO, and founder, Rita Santamaria**

Includes: Training workbook and instructional video

**\$79**

### Course Delivery Options

- Blended Classroom
- Virtual Classroom
- Online Interactive
- Online Correspondence
- Classroom

Learn more about delivery methods at [ChampionsSchool.com](http://ChampionsSchool.com)



# TEXAS REAL ESTATE QUALIFYING EDUCATION

## STATEWIDE BLENDED CLASSROOM & CHAMPIONSLIVE SCHEDULE

Begin your real estate journey at any time and from anywhere! All real estate qualifying education (QE) courses can be taken in any order that you choose — no prerequisites required.

## CONTACT

Austin Campus 512-244-3545	Houston Galleria Campus 713-629-4543
ChampionsLive Campus 713-580-4946	Houston North Campus 281-893-4484
Dallas Campus 972-867-4100	Houston West Campus 281-496-7386
Fort Worth Campus 214-687-0000	San Antonio & New Braunfels 210-349-7600

EVENINGS Monday - Thursday 6:00 PM - 9:45 PM		WEEKDAYS Monday - Tuesday 8:30 AM - 4:45 PM		WEEKDAYS Wednesday - Thursday 8:30 AM - 4:45 PM		WEEKENDS Saturday - Sunday 8:30 AM - 4:45 PM	
Apr 29 - May 2	Finance	May 6 - 7	Finance	May 1 - 2	Agency	May 4 - 5	Contracts
May 6 - 9	Principles I	May 13 - 14	Principles II	May 8 - 9	Prom Forms	May 11 - 12	Prom Forms
May 13 - 16	Principles II	May 20 - 21	Agency	May 15 - 16	Principles I	May 18 - 19	Finance
May 20 - 23	Contracts	May 28 - 29	Prom Forms	May 22 - 23	Contracts	May 25 - 26	Principles II
May 28 - 31	Agency	Jun 3 - 4	Principles I	May 30 - 31	Finance	Jun 1 - 2	Principles I
Jun 3 - 6	Prom Forms	Jun 10 - 11	Contracts	Jun 5 - 6	Principles II	Jun 8 - 9	Agency
Jun 10 - 13	Finance	Jun 17 - 18	Finance	Jun 12 - 13	Agency	Jun 15 - 16	Contracts
Jun 17 - 20	Principles I	Jun 24 - 25	Principles II	Jun 19 - 20	Prom Forms	Jun 22 - 23	Prom Forms
Jun 24 - 27	Principles II	Jul 1 - 2	Agency	Jun 26 - 27	Principles I	Jun 29 - 30	Finance
Jul 1 - 3 & 5	Contracts	Jul 8 - 9	Prom Forms	Jul 3 & 5	Contracts	Jul 6 - 7	Principles II
Jul 8 - 11	Agency	Jul 15 - 16	Principles I	Jul 10 - 11	Finance	Jul 13 - 14	Principles I
Jul 15 - 18	Prom Forms	Jul 22 - 23	Contracts	Jul 17 - 18	Principles II	Jul 20 - 21	Agency
Jul 22 - 25	Finance	Jul 29 - 30	Finance	Jul 24 - 25	Agency	Jul 27 - 28	Contracts
Jul 29 - Aug 1	Principles I	Aug 5 - 6	Principles II	Jul 31 - Aug 1	Prom Forms	Aug 3 - 4	Prom Forms
Aug 5 - 8	Principles II	Aug 12 - 13	Agency	Aug 7 - 8	Principles I	Aug 10 - 11	Finance
Aug 12 - 15	Contracts	Aug 19 - 20	Prom Forms	Aug 14 - 15	Contracts	Aug 17 - 18	Principles II
Aug 19 - 22	Agency	Aug 26 - 27	Principles I	Aug 21 - 22	Finance	Aug 24 - 25	Principles I
Aug 26 - 29	Prom Forms	Sep 3 - 6	Contracts	Aug 28 - 29	Principles II	Aug 31 - Sep 1	Agency
Sep 3 - 6	Finance	Sep 9 - 10	Finance	Sep 5 - 6	Agency	Sep 7 - 8	Contracts
Sep 9 - 12	Principles I	Sep 16 - 17	Principles II	Sep 11 - 12	Prom Forms	Sep 14 - 15	Prom Forms
Sep 16 - 19	Principles II	Sep 23 - 24	Agency	Sep 18 - 19	Principles I	Sep 21 - 22	Finance
Sep 23 - 26	Contracts	Sep 30 - Oct 1	Prom Forms	Sep 25 - 26	Contracts	Sep 28 - 29	Principles II
Sep 30 - Oct 3	Agency	Oct 7 - 8	Principles I	Oct 2 - 3	Finance	Oct 5 - 6	Principles I
Oct 7 - 10	Prom Forms	Oct 14 - 15	Contracts	Oct 9 - 10	Principles II	Oct 12 - 13	Agency
Oct 14 - 17	Finance	Oct 21 - 22	Finance	Oct 16 - 17	Agency	Oct 19 - 20	Contracts
Oct 21 - 24	Principles I	Oct 28 - 29	Principles II	Oct 23 - 24	Prom Forms	Oct 26 - 27	Prom Forms
Oct 28 - 31	Principles II			Oct 30 - 31	Principles I	Nov 2 - 3	Finance

MORNING CLASSES   HOUSTON NORTH AND DALLAS CAMPUS ONLY Monday - Thursday   8:30 AM - 12:15 PM			
May 6 - 9	Principles I	Jul 8 - 11	Agency
May 13 - 16	Principles II	Jul 15 - 18	Prom Forms
May 20 - 23	Contracts	Jul 22 - 25	Finance
May 28 - 31	Agency	Jul 29 - Aug 1	Principles I
Jun 3 - 6	Prom Forms	Aug 5 - 8	Principles II
Jun 10 - 13	Finance	Aug 12 - 15	Contracts
Jun 17 - 20	Principles I	Aug 19 - 22	Agency
Jun 24 - 27	Principles II	Aug 26 - 29	Prom Forms
Jul 1 - 3	Contracts	Sep 3 - 6	Finance
		Sep 9 - 12	Principles I
		Sep 16 - 19	Principles II
		Sep 23 - 26	Contracts
		Sep 30 - Oct 3	Agency
		Oct 7 - 10	Prom Forms
		Oct 14 - 17	Finance
		Oct 21 - 24	Principles I
		Oct 28 - 31	Principles II

**Texas Real Estate Licensing Requirements:**

- Principles of Real Estate I
- Principles of Real Estate II
- Law of Agency
- Law of Contracts
- Promulgated Contract Forms
- Real Estate Finance

QE courses can be taken in any order

Holiday Hours: Please check with a counselor to confirm days of the week. \*ChampionsLive only date.

# QUALIFYING EDUCATION

## NEW BRAUNFELS QE CLASSROOM AND EXAM PREP

Take advantage of our ChampionsLive virtual classroom for your real estate education needs.

For those who prefer in-person learning, we offer select classes at our New Braunfels Satellite Campus.

To enroll, visit [ChampionsSchool.com](https://ChampionsSchool.com) or speak to a career counselor!

### EVENINGS

Monday - Thursday  
6:00 PM - 9:45 PM

May 13 - 16	Principles I
May 20 - 23	Principles II
May 28 - 31*	Agency
Jun 3 - 6	Contracts
Jun 10 - 13	Promulgated
Jun 17 - 20	Finance
Jun 24 - 27	Prep
Jul 15 - 18	Principles I
Jul 22 - 25	Principles II
Jul 29 - Aug 1	Agency
Aug 5 - 8	Contracts
Aug 12 - 15	Promulgated
Aug 19 - 22	Finance
Aug 26 - 29	Prep
Sep 16 - 19	Principles I
Sep 23 - 26	Principles II
Sep 30 - Oct 3	Agency
Oct 7 - 10	Contracts
Oct 14 - 17	Promulgated
Oct 21 - 24	Finance
Oct 28 - 31	Prep

**LOCATION**  
936 Gruene Rd  
New Braunfels,  
TX 78130

# INTRO TO INVESTING IN REAL ESTATE



**6:00 PM – 8:00 PM | \$30 / person per session**  
Get a crash course on real estate investing in this 2-hour class taught by Trey Stone, expert commercial real estate investor.

This class teaches you how to get involved in commercial and residential investing and how to grow your business with investor clients.

DATE	DAY	CAMPUS
May 29	Wed	Houston North
Jun 26	Wed	Houston Galleria
Jul 24	Wed	ChampionsLive
Aug 21	Wed	Houston North



\* Not for TREC CE credit

### IN THIS 2-HOUR COURSE\* YOU WILL LEARN ABOUT

- How to invest in multifamily, single family, and commercial real estate
- Growing your business with investor clients by offering specialized services
- Creating a written plan for minimum cash flow, capital gain, and cash return
- Analyzing metrics to prevent impulsive buying or analysis paralysis
- Helping investors determine maximum offer price for deals using objective criteria
- Promoting a consultative approach with investor clients, rather than traditional salesmanship
- How to close more deals with real estate investors by teaching them to objectively evaluate properties
- The potential for increased deal pipelines and repeat customers with investor clients

### CONTACT US

**Houston Galleria Campus**  
1001 West Loop South, Ste 205  
Houston, TX 77027

**Houston North Campus**  
7302 N Grand Pkwy W  
Spring, TX 77379

**CHAMPIONS LIVE**  
713-580-4946 | 866-272-5962

[ChampionsSchool.com/Live](https://ChampionsSchool.com/Live)  
Campus Manager: Henry Britt  
[ChampionsLiveSupport@ChampionsSchool.com](mailto:ChampionsLiveSupport@ChampionsSchool.com)