



CHAMPIONS SCHOOL OF REAL ESTATE®

CELEBRATING OVER 40 YEARS OF EDUCATION!

COURSE CATALOG

WINTER/SPRING

REAL ESTATE

DESIGNATIONS

LOAN ORIGINATION

HOME INSPECTION

APPRAISAL

BUSINESS ETIQUETTE

AUSTIN

DALLAS

FORT WORTH

HOUSTON

SAN ANTONIO

ONLINE

CHAMPIONSLIVE

NATIONAL

2024

WINTER/SPRING COURSE CATALOG 2024

A CAREER IN REAL ESTATE AWAITS

Choosing a career in the real estate industry is the first step to an exciting and eventful path to success. With an array of options for an interesting and exciting career, it's no wonder that Texans become real estate agents, brokers, loan originators, appraisers, and inspectors every day!

ARE YOU READY TO BE YOUR OWN BOSS?

Why is Champions School of Real Estate the preferred school by so many brokers and agents?

- ✓ Updated, leading-edge course material created by our own in-house curriculum development team
- ✓ Instructors are practicing professionals with at least five years of industry experience
- ✓ Customized educational programs
- ✓ Day, night, and weekend classes offered via Classroom, Virtual Classroom, Correspondence, and Online Interactive
- ✓ Career counselors available at campuses Monday through Saturday in person, by phone, or online chat
- ✓ Build your business with up-to-date courses, special designations, and continuing education
- ✓ Free networking events, career nights, virtual study halls, career fairs, and annual free industry updates live streamed and in-person
- ✓ Free Real Estate Superstar Today interview series on [YouTube.com/ChampionsSchool](https://www.youtube.com/ChampionsSchool) and Podcast
- ✓ Broker-sponsored classroom meals in which you can learn about different brokerages in your area

**Call a counselor,
Go to ChampionsSchool.com,
or visit a campus today!**

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CHAMPIONS SCHOOL OF REAL ESTATE® CHARITABLE CONTRIBUTIONS 2022 – 2023

American Cancer Society
American Heart Association Harris Co.
American Heart Association Montgomery Co.
AREAA
AREAA Lion Dance Sponsorship
Asian Real Estate Association of America
Austin Association of Real Estate Brokers
Austin Board of REALTORS®
Austin Business Journal
Austin Mortgage Bankers Association
Battle of the Bras event for WCR Collin County
Burgers for Babies Annual Fundraiser
Collin County Association of REALTORS®
Council of Residential Specialists
Easter Seals of North Texas
FACE
Four River Association of REALTORS®
Greater Denton/Wise Association of REALTORS®
Greater Fort Worth Association of REALTORS®
Houston Association of REALTORS®
Keller Williams Austin Vendor Partner Program
Lone Star College Endowment Fund
MD Anderson
Metrotex Association of REALTORS®
Montgomery County Women's Shelter
Nancy Owens Breast Cancer Awareness
National Association of REALTORS®
North Texas Food Bank
Northwest Area Ministries
Platinum Top 50 Austin | San Antonio
Snowball Express
Susan Komen Race for the Cure
Texas Children's Hospital
Spears Elementary, Frisco ISD
The Woodlands Chamber of Commerce
TREPAC — Auction Donations
Williamson County Board of REALTORS®
Women's Council of REALTORS® Austin
Women's Council of REALTORS® – Local Chapters
Women's Council of REALTORS® – Texas Chapter
Woodlands High School Youth Athletics Foundation

NOW IS THE TIME FOR A CAREER IN REAL ESTATE, LOAN ORIGINATION, INSPECTION OR APPRAISAL!

If you are considering a career in real estate or any related field, you are fortunate to live in Texas. Real estate brokers, agents, and affiliates are excited about the future of the Texas market!

CHAMPIONS SCHOOL OF REAL ESTATE® IS THE CHOICE SCHOOL FOR A NEW CAREER!

We have career counselors at our brick-and-mortar schools in every major metropolitan area of Texas to help answer any question you may have. We also have online counselors who you can speak with via live chat.

- ✓ Our teachers have at least 5 years of experience in their subject matter and at least 5 years of experience teaching adults. We strive to make our classes a comfortable, stress-free experience for optimal learning!
- ✓ Champions offers convenient delivery methods available for you: brick-and-mortar Classroom, Blended Classroom, **ChampionsLive**, and Online Interactive.
- ✓ Grade A customer service rating from The Better Business Bureau and **7,000+** ★★★★★ Google reviews!

You Can Do It — We Can Help!

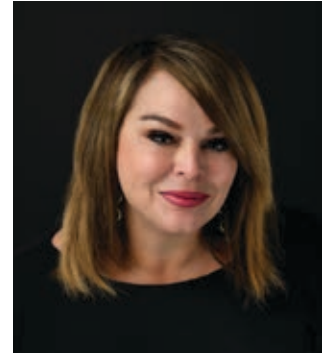
See you in class, and thank you for choosing to be a Champion!

Rita D. Santamaria **Kimberly D. Dydalewicz**
Owner, Founder, CEO Co-Owner, President



Rita D. Santamaria
Owner, Founder, and CEO

Rita Santamaria became an entrepreneur when she started her career in Real Estate sales in Plano, Texas in the late 1970s and then moved to Houston and put her education and Real Estate expertise together to open Champions School of Real Estate® in 1983. Since then, Rita has expanded the business by launching a successful online campus and opening brick-and-mortar campuses in Austin, Dallas, Fort Worth, Houston, and San Antonio.



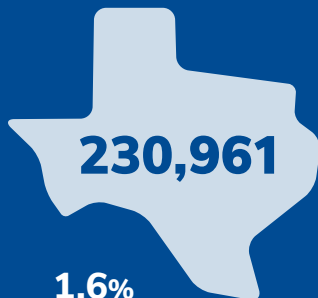
Kimberly Dydalewicz
Co-Owner and President

Kimberly Dydalewicz is the President of Champions School of Real Estate®, the nation's largest Real Estate education provider. For over 25 years, Dydalewicz assists with the day to day operational aspects of the company, which has grown to encompass nine campuses throughout Texas, seven state-of-the-art ChampionsLive! studios, independent curriculum development department, Business Etiquette division, and Online division along with over 200 full-time and contract employees and instructors.



I opened Champions School of Real Estate in 1983 to bring the "total learning experience" to new licensees. The total experience means current information on what is happening in the real estate market today, qualified instructors who love to teach, and a learning environment that says, "Welcome and thank you for choosing our school." Our goal is to help you achieve excellence through our quality education.

— **Rita Santamaria**,
Founder and CEO



**NEW
RESIDENTS**
*2022

1.6%

population increase
from the year prior, ranking

#2 in the US for relocation

— US Census Bureau, 2022



Buyers purchase a home
through a real estate agent

REAL ESTATE SALES AGENTS REMAIN A VITAL PART OF THE HOME SEARCH PROCESS AND ARE THE MOST RELIED-UPON SOURCE FOR HOME BUYERS

- ✓ Purchasing a home through a real estate agent is a consistent real estate trend
- ✓ Personal relationships and connections remain the most important feature of real estate transactions
- ✓ Texas median home prices continue to rise in 2023, from \$331,900 in January to \$337,700 in May
— Texas Housing Insight, Texas A&M Real Estate Research Center



CONTACT

YOU CAN DO IT, WE CAN HELP!



AUSTIN CAMPUS

512-244-3545
13801 Ranch Rd 620 N, Ste 100
Austin, TX 78717

Campus Manager

Cyndi Carter
Cynthia@ChampionsSchool.com

Campus Hours

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DALLAS CAMPUS

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3721 Mapleshade Lane
Plano, TX 75075

Campus Manager

Linda Chase
Linda@ChampionsSchool.com

Campus Hours

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8 AM – 5:30 PM	8 AM – 4 PM



FORT WORTH CAMPUS

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Campus Manager

Susan Krieger
Susan@ChampionsSchool.com

Campus Hours

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SAN ANTONIO CAMPUS

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San Antonio, TX 78231

Campus Manager

April Brown
April@ChampionsSchool.com

Campus Hours

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HOUSTON GALLERIA CAMPUS

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Houston, TX 77027

Campus Manager

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Campus Hours

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Christine@ChampionsSchool.com

Campus Hours

Mon-Fri	Sat
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Campus Manager

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ONLINE SUPPORT HOURS

Sun – Wed
8 AM – 7 PM
Thu – Fri
8 AM – 5 PM


SPEAK TO A COUNSELOR

Call any of our campuses during business hours and speak to an expert career counselor

EMAIL SUPPORT

Send an email to
Support@ChampionsSchool.com
and one of our online career counselors will respond during online support hours

ONLINE CHAT

Click the  icon online
www.ChampionsSchool.com
during support hours and chat directly with a real person.

FIND US ON SOCIAL MEDIA

#ChampionsSchoolofRealEstate



CONGRATULATIONS

TO OUR 2023 INSTRUCTORS AND EMPLOYEES OF THE YEAR



**SYLVIA
BUSK**
National
Compliance
Director
2023 Employee
of the Year



**PHIL
HAMMEL**
Design Director,
Asst. Manager
Online
2023 Employee
of the Year



**BYRON
UNDERWOOD**
Houston
2023 Instructor
of the Year
21 Years of Service



**JAY
GILDEN**
Houston
2023 Instructor
of the Year
18 Years of Service



**DAVE
WYATT**
Statewide
2023 Instructor
of the Year
17 Years of Service



**MIKE
BOYD**
San Antonio
2023 Instructor
of the Year
17 Years of Service



PODCASTS STREAMED WEEKLY



**WEEKLY PODCAST HOSTED
BY CHAMPIONS SCHOOL OF
REAL ESTATE'S FOUNDER
AND CEO, RITA SANTAMARIA!**

Real Estate Superstars Today features fascinating discussions with top producers, industry leaders and distinguished educators. Weekly interviews spotlight professionals in every area of real estate, including residential, commercial, and farm-and-ranch. Hear from our Champion experts and learn their secrets to success and much more!

**INDUSTRY EXPERTS,
TOP PRODUCERS, AND MORE!**



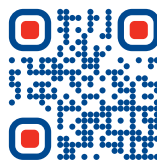
SOOMIN KIM
Top-Producing
REALTOR
#1 in Sales
Volume in TX



JIM MCINGVALE
"MATTRESS
MACK"
Entrepreneur,
Philanthropist,
& Retail Innovator



TAMARA STRAIT
Luxury Sales Agent
Farm & Ranch
Residential



Real Estate Superstars Today has over 40 archived interviews, all available wherever you get your podcasts. Subscribe for new episodes every month!



INSTRUCTORS



Tom Allen
Houston

Kevin Airel
DFW

Rosemary Bickford
Houston

Bethany Bhattacharya
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Shad Bogany
Houston

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Instructor of the Year 2023

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Dawn Brewer
Houston

Jeanne Butterfield
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Director, Inspection
School, Teacher Liaison
Instructor of the Year 2008



Harry Casler
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Houston

Christopher Cerda
Houston

Julie Choate
DFW

Jeani Codrey
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LeeAnn Coffen
Houston

Mark Cox
DFW

Paul Cox
Houston

Amber Crawford
Houston

Antonio Delgado
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Randy Dicken
DFW



Kevin Dydalewicz
DFW

Ed Eakin
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Caroline Edwards
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Bea Flores
Houston

Rose Forey
Houston

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Allan Hancock
Statewide
2018 Teacher Emeritus

Kathryn Hardeman
Houston

Amy Smythe-Harris
Houston



Will Harris
Houston
Instructor of the Year 2014

Alex Herrera
San Antonio

Becky Hill
Statewide
Instructor Liaison
Instructor of the Year 2009

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DFW
Instructor of the Year 2020

Andy Ingram
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Instructor of the Year 2015

Mark Inman
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Diane Jacob
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Demond Johnson
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Therese Johnson
DFW

Wauketa Jones
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Houston

Fallon Lawson
Houston

Donald Leonard
Houston

Cory Lime
San Antonio

Robert Maciocio
Austin
& San Antonio

Robert Meche
DFW

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Instructor of the Year 2017

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Business
Etiquette
National

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Johnny Morrow
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Paul Noyd
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Bob Ochterbeck
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Eric Paulson
Austin

Matthew Patterson
Austin

Alma Puerto
Houston

Allen Pozzi
San Antonio

Joe Provenzano
Houston

Jasmine Quinerly
Houston

Russell Rhodes
Houston



Rhondalyn Riley
Houston

Christophe Roe
Houston

Peggy Rudolph
Houston
Instructor of the Year 2022

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Rebecca Savage
DFW

Jim Shaw
San Antonio

Randy Smith
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Teacher Liaison
Instructor of the Year 2010

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Director,
Mortgage School
Instructor of the Year 2007

Mark Stillings
San Antonio

Victoria Subia
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Instructor of the Year 2019

Veronica Taylor
DFW



Byron Underwood
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Instructor of the Year 2023

Tori Vendola
San Antonio

Lisa Walker
DFW

Jo Weaver
Austin

Greg Welch
Houston

Deidre Woodard
DFW

NiCole Williams
DFW

Kristin Wilson
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Instructor of the Year 2013

Dave Wyatt
Statewide
Instructor of the Year 2023

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Houston

David Zarco
Houston
& Austin

STAFF

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Owner/
Founder

Kim Dydalewicz
Co-owner/
President

Curt Knobloch
Vice President

Debi Blazis
Vice President

Darla Mills
Accounting
Manager

Courtney Quarles
Accounting
Assistant

**CELEBRATING OVER 40
YEARS OF EDUCATION!**



AUSTIN



Cyndi Carter
Campus
Manager

Veronica Navarro
Career
Counselor

Debra Reineke
Career
Counselor

Dena Hinds
Career
Counselor

DALLAS



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DFW Regional
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Angie Carter-Thomas
Career
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Assistant to the
President

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Vikki Mahagan
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Counselor

Mattia Martin
Online
Logistics

FORT WORTH



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Career
Counselor

Heather Host
Career
Counselor

Jessica Reynolds
Career
Counselor

HOUSTON NORTH



Christine Wright
Campus
Manager

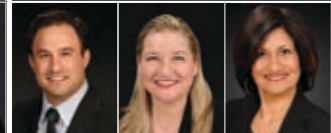
Connie Sanders
Assistant
Campus
Manager

Stephanie Chambers
Career
Counselor

Christine Zuvanch
Career
Counselor

Elizabeth Hernandez
Career
Counselor

HOUSTON WEST

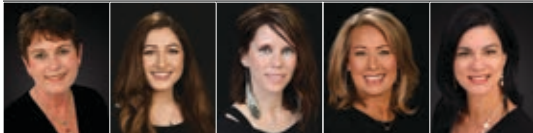


David Santamaria
Campus
Manager
Property
Manager

Suzetka Kuivenhoven
Career
Counselor

Patti Montemayor
Career
Counselor

HOUSTON GALLERIA



Dorothy Barringer
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Manager

Nas Elkhayyat
Assistant
Campus
Manager

Elise McCune
Career
Counselor

Pamela Shamblin
Career
Counselor

Jacquie Ward
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Counselor

SAN ANTONIO



April Brown
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Manager

Kimberly Garner
Assistant
Campus
Manager

Jessica Luna
Career
Counselor

Liz Ortiz
Career
Counselor

ONLINE



Phil Hammel
Asst. Manager/
Design Director

Sarah Shingleton
Asst. Manager

Nick Henderson
Web Developer/
Web Developer/
Programmer

Fred Alzner
Web Developer/
Programmer

Sylvia Busk
National
Compliance
Director

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Communications
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Dylan Dudycha
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Neesha Fortschneider
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Trent Kennedy
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ONLINE CONT.



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Counselor

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Graphic
Designer

Nicole Moellner
Video
Production
Specialist

Joseph Owens
Production
Director/Course
Developer

Amudha Subramanian
Programmer

Marissa Trinidad
Asst. Manager
/Course
Designer

CURRICULUM DEVELOPMENT



Henry Britt
Campus
Director

Caty Brignac
Technical
Writer

Sherri Covert
Lead Technical
Writer

Laura Nielsen
Technical
Writer

CHAMPIONSLIVE!



Angela Clark
Campus
Manager

Leo Aragundi
Course
Coordinator &
Exam Proctor

Karen Babino-Woodard
Course
Coordinator

Jeaneen Delmore
Exam Proctor

Amber Johnson
Course
Coordinator &
Exam Proctor

Mel Johnson
Course
Coordinator

Abigail Perez
Course
Coordinator

Donna Walter
Tech and
Course
Coordinator

Gissell Cardona
Course
Coordinator

Tiffany Salazar
Course
Coordinator



Champions School of
Real Estate is hiring! Go to
ChampionsSchool.com/jobs
to see our openings and apply.



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 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 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/realestate 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, 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 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.

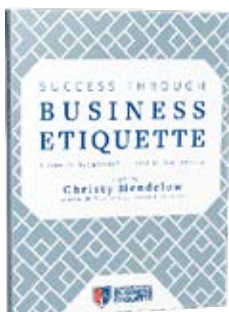
TEXAS REAL ESTATE QUALIFYING EDUCATION

CHOOSE A PROGRAM AND BEGIN YOUR REAL ESTATE JOURNEY TODAY!

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

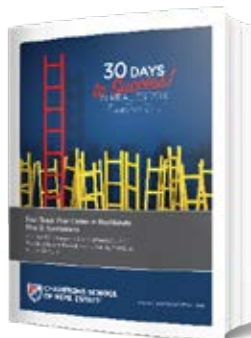


ADDITIONAL COURSES



**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



TREC PROVIDER
#4530 | #0005

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	
Jan 8 - 11	Principles II	Jan 8 - 9	Principles I	Jan 10 - 11	Principles II	Jan 13 - 14	Principles II
Jan 15 - 18	Contracts	Jan 15 - 16	Agency	Jan 17 - 18	Contracts	Jan 20 - 21	Principles I
Jan 22 - 25	Agency	Jan 22 - 23	Prom Forms	Jan 24 - 25	Finance	Jan 27 - 28	Agency
Jan 29 - Feb 1	Prom Forms	Jan 29 - 30	Principles I	Jan 31 - Feb 1	Principles II	Feb 3 - 4	Contracts
Feb 5 - 8	Finance	Feb 5 - 6	Contracts	Feb 7 - 8	Agency	Feb 10 - 11	Prom Forms
Feb 12 - 15	Principles I	Feb 12 - 13	Finance	Feb 14 - 15	Prom Forms	Feb 17 - 18	Finance
Feb 19 - 22	Principles II	Feb 19 - 20	Principles II	Feb 21 - 22	Principles I	Feb 24 - 25	Principles II
Feb 26 - 29	Contracts	Feb 26 - 27	Agency	Feb 28 - 29	Contracts	Mar 2 - 3	Principles I
Mar 4 - 7	Agency	Mar 4 - 5	Prom Forms	Mar 6 - 7	Finance	Mar 9 - 10	Agency
Mar 11 - 14	Prom Forms	Mar 11 - 12	Principles I	Mar 13 - 14	Principles II	Mar 16 - 17	Contracts
Mar 18 - 21	Finance	Mar 18 - 19	Contracts	Mar 20 - 21	Agency	Mar 23 - 24	Prom Forms
Mar 25 - 28	Principles I	Mar 25 - 26	Finance	Mar 27 - 28	Prom Forms	Mar 30 - 31	Easter
Apr 1 - 4	Principles II	Apr 1 - 2	Principles II	Apr 3 - 4	Principles I	Apr 6 - 7	Finance
Apr 8 - 11	Contracts	Apr 8 - 9	Agency	Apr 10 - 11	Contracts	Apr 13 - 14	Principles II
Apr 15 - 18	Agency	Apr 15 - 16	Prom Forms	Apr 17 - 18	Finance	Apr 20 - 21	Principles I
Apr 22 - 25	Prom Forms	Apr 22 - 23	Principles I	Apr 24 - 25	Principles II	Apr 27 - 28	Agency
Apr 29 - May 2	Finance	Apr 29 - 30	Contracts	May 1 - 2	Agency	May 4 - 5	Contracts
May 6 - 9	Principles I	May 6 - 7	Finance	May 8 - 9	Prom Forms	May 11 - 12	Prom Forms
May 13 - 16	Principles II	May 13 - 14	Principles II	May 15 - 16	Principles I	May 18 - 19	Finance
May 20 - 23	Contracts	May 20 - 21	Agency	May 22 - 23	Contracts	May 25 - 26	Principles II
May 28 - 31 📅	Agency	May 28 - 29 📅	Prom Forms	May 30 - 31 📅	Finance	Jun 1 - 2	Principles I
Jun 3 - 6	Prom Forms	Jun 3 - 4	Principles I	Jun 5 - 6	Principles II	Jun 8 - 9	Agency
Jun 10 - 13	Finance	Jun 10 - 11	Contracts	Jun 12 - 13	Agency	Jun 15 - 16	Contracts
Jun 17 - 20	Principles I	Jun 17 - 18	Finance	Jun 19 - 20	Prom Forms	Jun 22 - 23	Prom Forms
Jun 24 - 27	Principles II	Jun 24 - 25	Principles II	Jun 26 - 27	Principles I	Jun 29 - 30	Finance
Jul 1 - 3 & 5 📅	Contracts	Jul 1 - 2	Agency	Jul 3 & 5* 📅	Contracts	Jul 6 - 7	Principles II
Jul 8 - 11	Agency	Jul 8 - 9	Prom Forms	Jul 10 - 11	Finance	Jul 13 - 14	Principles I
Jul 15 - 18	Prom Forms	Jul 15 - 16	Principles I	Jul 17 - 18	Principles II	Jul 20 - 21	Agency
Jul 22 - 25	Finance	Jul 22 - 23	Contracts	Jul 24 - 25	Agency	Jul 27 - 28	Contracts
Jul 29 - Aug 1	Principles I	Jul 29 - 30	Finance	Jul 31 - Aug 1	Prom Forms	Aug 3 - 4	Prom Forms

MORNING CLASSES | HOUSTON NORTH AND DALLAS CAMPUS ONLY

Monday - Thursday | 8:30 AM - 12:15 PM

Jan 8 - 11	Principles II	Mar 18 - 21	Finance	May 28 - 31 📅	Agency
Jan 15 - 18	Contracts	Mar 25 - 28	Principles I	Jun 3 - 6	Prom Forms
Jan 22 - 25	Agency	Apr 1 - 4	Principles II	Jun 10 - 13	Finance
Jan 29 - Feb 1	Prom Forms	Apr 8 - 11	Contracts	Jun 17 - 20	Principles I
Feb 5 - 8	Finance	Apr 15 - 18	Agency	Jun 24 - 27	Principles II
Feb 12 - 15	Principles I	Apr 22 - 25	Prom Forms	Jul 1 - 3 & 5 📅	Contracts
Feb 19 - 22	Principles II	Apr 29 - May 2	Finance	Jul 8 - 11	Agency
Feb 26 - 29	Contracts	May 6 - 9	Principles I	Jul 15 - 18	Prom Forms
Mar 4 - 7	Agency	May 13 - 16	Principles II	Jul 22 - 25	Finance
Mar 11 - 14	Prom Forms	May 20 - 23	Contracts	Jul 29 - Aug 1	Principles I

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 or speak to a career counselor!

EVENINGS

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

Jan 8 - 11	Principles I
Jan 15 - 18	Principles II
Jan 22 - 25	Agency
Jan 29 - Feb 1	Contracts
Feb 5 - 8	Promulgated
Feb 12 - 15	Finance
Feb 19 - 22	 Prep
Mar 11 - 14	Principles I
Mar 18 - 21	Principles II
Mar 25 - 28	Agency
Apr 1 - 4	Contracts
Apr 8 - 11	Promulgated
Apr 15 - 18	Finance
Apr 22 - 26	 Prep
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 - 28	 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

LOCATION
936 Gruene Rd
New Braunfels,
TX 78130

WE'RE MOVING!

NEW SAN ANTONIO CAMPUS!

IMPORTANT DATES

January 26, 2024

Last day of in-person classes
at the 10000 San Pedro Campus

January 27, 2024 – March 10, 2024

All scheduled San Antonio classes move
to our ChampionsLive virtual classroom.
(San Antonio 10000 officially closed)

March 11, 2024 — Opening Day!

NEW San Antonio Campus
3010 N Loop 1604 W
2nd Floor of Wisenbaker Design Building

QUESTIONS? CONTACT

Call 210-349-7600
or email a career counselor

April Brown

April@ChampionsSchool.com

Kimberly Garner

Garnerk@ChampionsSchool.com

Jessica Luna

Jessica@ChampionsSchool.com

Liz Ortiz

Lizortiz@ChampionsSchool.com

NEW LOCATION

OPENING 3/11/2024 !

3010 N Loop 1604 W
San Antonio, Texas 78231



SALES AGENT & BROKER REAL ESTATE EXAM PREP

YOUR KEY TO PASSING THE TEXAS REAL ESTATE LICENSING EXAM

The Real Estate Exam Prep course is your key to passing the Texas Real Estate Salespersons or Brokers Exam. Our exam prep course is the final and most crucial step in your education before you take the Texas real estate license exam. Whether you choose to take the course via the classroom, our **ChampionsLive®** virtual classroom, or online correspondence, you will have access to timed online mock exams that will help you take the guesswork and stress out of testing! Champions students can also retake the class and practice exams as many times as needed for up to one year at no charge! Make sure you are prepared by enrolling in the Real Estate Exam Prep course today.

\$120

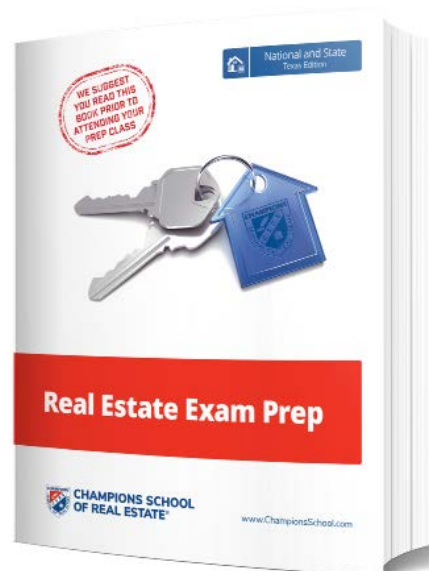
- ✓ Free Retakes for One Year
- ✓ Textbook Included

Course Delivery Options

- Virtual Classroom
- Online Interactive
- Classroom

Learn More About Delivery Methods at www.ChampionsSchool.com

***Your Key
to Passing
the Texas
Real Estate
Licensing Exam***



SALES AGENT EXAM DETAILS

Passing*	77 out of 125	
National Exam	150 minutes	85 questions
State Exam	90 minutes	40 questions

BROKER EXAM DETAILS

Passing	98 out of 145	
National Exam	150 minutes	85 questions
State Exam	90 minutes	60 questions

Pearson VUE Examination Services

Exams are by appointment only.

Call **800-997-1248**

or visit www.pearsonvue.com

* Any applicant who fails the state examination three consecutive times must take additional hours of qualifying real estate education before retaking the state exam. If either the national or the state portion is failed after the 3rd attempt, an additional 30 hours of qualifying real estate education is required before retaking the state exam. If both the national and state portion are failed, an additional 60 hours of qualifying real estate education is required to retake the exam. Upon completion of the additional education, please submit copies of the course completion certificates to TREC at documents@trec.texas.gov along with a copy of the third failed score report. Allow 5–7 business days for processing and reauthorization to reschedule the exam.

STATEWIDE CLASS SCHEDULE REAL ESTATE EXAM PREP

ENROLL ONLINE OR WITH A CAMPUS COUNSELOR
VIA PHONE OR IN-PERSON

AUSTIN		DALLAS (CONTINUED)	
Jan 16 - 17	Tue/Wed	Apr 27 - 28	Sat/Sun
Jan 25 - 26	Thu/Fri	May 3 - 4	Fri/Sat
Jan 29 - Feb 2	Mon - Fri PM	May 6 - 10	Mon - Fri PM
Feb 3 - 4	Sat/Sun	May 18 - 19	Sat/Sun
Feb 13 - 14	Tue/Wed	May 25 - 26	Sat/Sun
Feb 23 - 24	Fri/Sat	May 30 - 31	Thu/Fri
Feb 26 - Mar 1	Mon - Fri PM	Jun 3 - 7	Mon - Fri PM
Mar 2 - 3	Sat/Sun	Jun 10 - 11	Mon/Tue
Mar 12 - 13	Tue/Wed	Jun 14 - 15	Fri/Sat
Mar 21 - 22	Thu/Fri	Jun 22 - 23	Sat/Sun
Mar 25 - 29	Mon - Fri PM	Jun 27 - 28	Thu/Fri
Apr 6 - 7	Sat/Sun	Jul 5 - 6	Fri/Sat
Apr 16 - 17	Tue/Wed	Jul 8 - 12	Mon - Fri PM
Apr 25 - 26	Thu/Fri	Jul 19 - 20	Fri/Sat
Apr 29 - May 3	Mon - Fri PM	Jul 22 - 23	Mon/Tue
May 4 - 5	Sat/Sun	Jul 29 - 30	Mon/Tue
May 14 - 15	Tue/Wed	FORT WORTH	
May 29 - 30	Wed/Thu	Jan 17 - 18	Wed/Thu
Jun 1 - 2	Sat/Sun	Jan 29 - 30	Mon/Tue
Jun 11 - 12	Tue/Wed	Feb 3 - 4	Sat/Sun
Jun 21 - 22	Fri/Sat	Feb 6 - 7	Tue/Wed
Jun 24 - 28	Mon - Fri PM	Feb 19 - 20	Mon/Tue
Jul 6 - 7	Sat/Sun	Feb 28 - 29	Wed/Thu
Jul 16 - 17	Tue/Wed	Mar 4 - 5	Mon/Tue
Jul 25 - 26	Thu/Fri	Mar 9 - 10	Sat/Sun
Jul 29 - Aug 2	Mon - Fri PM	Mar 20 - 21	Wed/Thu
DALLAS		Mar 25 - 26	Mon/Tue
Jan 9 - 10	Tue/Wed	Apr 1 - 2	Mon/Tue
Jan 15 - 19	Mon - Fri PM	Apr 17 - 18	Wed/Thu
Jan 27 - 28	Sat/Sun	Apr 22 - 23	Mon/Tue
Feb 2 - 3	Fri/Sat	Apr 26 - 27	Fri/Sat
Feb 5 - 9	Mon - Fri PM	May 1 - 2	Wed/Thu
Feb 16 - 17	Fri/Sat	May 6 - 7	Mon/Tue
Feb 24 - 25	Sat/Sun	May 13 - 14	Mon/Tue
Feb 28 - 29	Wed/Thu	May 22 - 23	Wed/Thu
Mar 4 - 8	Mon - Fri PM	May 30 - 31	Thu/Fri
Mar 15 - 16	Fri/Sat	June 3 - 4	Mon/Tue
Mar 18 - 19	Mon/Tue	June 8 - 9	Sat/Sun
Mar 23 - 24	Sat/Sun	June 17 - 18	Mon/Tue
Mar 27 - 28	Wed/Thu	June 26 - 27	Wed/Thu
Apr 5 - 6	Fri/Sat	July 6 - 7	Sat/Sun
Apr 8 - 12	Mon - Fri PM	July 15 - 16	Mon/Tue
Apr 15 - 16	Mon/Tue	July 24 - 25	Wed/Thu
Apr 20 - 21	Sat/Sun	July 29 - 30	Mon/Tue

NEW FOR 2024! Online Interactive™ EXAM PREP

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



HOUSTON GALLERIA

Jan 8 - 9	Mon/Tue
Jan 15 - 19	Mon - Fri PM
Jan 27 - 28	Sat/Sun
Feb 5 - 6	Mon/Tue
Feb 17 - 18	Sat/Sun
Feb 19 - 23	Mon - Fri PM
Feb 28 - 29	Wed/Thu
Mar 4 - 5	Mon/Tue
Mar 11 - 12	Mon/Tue
Mar 23 - 24	Sat/Sun
Mar 25 - 29	Mon - Fri PM
Apr 8 - 9	Mon/Tue
Apr 15 - 16	Mon/Tue
Apr 20 - 21	Sat/Sun
Apr 24 - 25	Wed/Thu
Apr 29 - May 2	Mon - Thu PM
May 4 - 5	Sat/Sun
May 11 - 12	Sat/Sun
May 22 - 23	Wed/Thu
May 28 - Jun 1	Tue - Sat PM
Jun 1 - 2	Sat/Sun
Jun 10 - 14	Mon - Fri PM
Jun 15 - 16	Sat/Sun
Jun 19 - 20	Wed/Thu
Jun 24 - 25	Mon/Tue
Jul 1 - 2	Mon/Tue
Jul 6 - 7	Sat/Sun

HOUSTON NORTH

Jan 19 - 20	Fri/Sat
Jan 24 - 25	Wed/Thu
Feb 2 - 3	Fri/Sat
Feb 7 - 8	Wed/Thu
Feb 16 - 17	Fri/Sat
Feb 19 - 20	Mon/Tue
Mar 4 - 5	Mon/Tue
Mar 8 - 9	Fri/Sat
Mar 18 - 19	Mon/Tue
Mar 22 - 23	Fri/Sat
Apr 3 - 4	Wed/Thu
Apr 12 - 13	Fri/Sat
Apr 19 - 20	Fri/Sat
Apr 22 - 23	Mon/Tue
May 3 - 4	Fri/Sat
May 6 - 7	Mon/Tue
May 22 - 23	Wed/Thu
May 31 - Jun 1	Fri/Sat
Jun 3 - 4	Mon/Tue
Jun 7 - 8	Fri/Sat
Jun 19 - 20	Wed/Thu
Jun 29 - 30	Sat/Sun
Jul 12 - 13	Fri/Sat
Jul 17 - 18	Wed/Thu
Jul 26 - 27	Fri/Sat
Jul 29 - 30	Mon/Tue

2-Day Prep Classes

Day 1 & 2 8:30 AM - 6:30 PM

5-Day Evening Classes

Mon - Fri 6:00 PM - 9:45 PM

CONTACT

Austin Campus
512-244-3545

ChampionsLive Campus
713-580-4946

Dallas Campus
972-867-4100

Fort Worth Campus
214-687-0000

Houston Galleria Campus
713-629-4543

Houston North Campus
281-893-4484

Houston West Campus
281-496-7386

San Antonio & New Braunfels
210-349-7600



STATEWIDE CLASS SCHEDULE

REAL ESTATE EXAM PREP

**ENROLL ONLINE OR WITH A CAMPUS COUNSELOR
VIA PHONE OR IN-PERSON**

2-Day Prep Classes	
Day 1 & 2	8:30 AM – 6:30 PM

5-Day Evening Classes	
Mon – Fri	6:00 PM – 9:45 PM

HOUSTON WEST	
Jan 20 - 21	Sat/Sun
Jan 22 - 26 PM	Mon - Fri PM
Jan 31 - Feb 1	Wed/Thu
Feb 5 - 9	Mon - Fri PM
Feb 19 - 20	Mon/Tue
Feb 24 - 25	Sat/Sun
Mar 4 - 5	Mon/Tue
Mar 9 - 10	Sat/Sun
Mar 18 - 22	Mon - Fri PM
Mar 23 - 24	Sat/Sun
Apr 3 - 4	Wed/Thu
Apr 15 - 19	Mon - Fri PM
Apr 20 - 21	Sat/Sun
Apr 29 - 30	Mon/Tue
May 4 - 5	Sat/Sun
May 13 - 14	Mon/Tue
May 18 - 19	Sat/Sun
May 20 - 24	Mon - Fri PM
Jun 3 - 7	Mon - Fri PM
Jun 10 - 11	Mon/Tue
Jun 15 - 16	Sat/Sun
Jun 26 - 27	Wed/Thu
Jul 10 - 11	Wed/Thu
Jul 15 - 19	Mon - Fri PM
Jul 22 - 23	Mon/Tue
Jul 27 - 28	Sat/Sun

SAN ANTONIO	
Jan 17 - 18	Wed/Thu
Jan 29 - Feb 2	Mon - Fri PM
Mar 16 - 17	Sat/Sun
Mar 18 - 19	Mon/Tue
Mar 27 - 28	Wed/Thu
Apr 8 - 9	Mon/Tue
Apr 13 - 14	Sat/Sun
Apr 20 - 21	Sat/Sun
Apr 24 - 25	Wed/Thu
Apr 1 - 5	Mon - Fri PM
May 6 - 7	Mon/Tue
May 11 - 12	Sat/Sun
May 20 - 24	Mon - Fri PM
May 27 - 31	Mon - Fri PM
May 28 - 29	Tue/Wed
Jun 3 - 4	Mon/Tue
Jun 15 - 16	Sat/Sun
Jun 19 - 20	Wed/Thu
Jun 24 - 25	Mon/Tue
Jul 8 - 9	Mon/Tue
Jul 13 - 14	Sat/Sun
Jul 22 - 26	Mon - Fri PM
Jul 31 - Aug 1	Wed/Thu
CHAMPIONS LIVE	
Jan 15 - 16	Mon/Tue
Jan 22 - 26	Mon - Fri PM

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

CHAMPIONS LIVE (CONTINUED)		CHAMPIONS LIVE (CONTINUED)	
Jan 27 - 28	Sat/Sun	May 1 - 2	Wed/Thu
Jan 29 - 30	Mon/Tue	May 4 - 5	Sat/Sun
Feb 5 - 9	Mon - Fri PM	May 6 - 7	Mon/Tue
Feb 7 - 8	Wed/Thu	May 13 - 17	Mon - Fri PM
Feb 10 - 11	Sat/Sun	May 15 - 16	Wed/Thu
Feb 12 - 13	Mon/Tue	May 18 - 19	Sat/Sun
Feb 19 - 23	Mon - Fri PM	May 20 - 21	Mon/Tue
Feb 21 - 22	Wed/Thu	May 28 - 31 🗓	Tue - Fri PM
Feb 24 - 25	Sat/Sun	May 30 - 31	Thu/Fri
Feb 26 - 27	Mon/Tue	Jun 1 - 2	Sat/Sun
Mar 4 - 8	Mon - Fri PM	Jun 3 - 4	Mon/Tue
Mar 6 - 7	Wed/Thu	Jun 10 - 14	Mon - Fri PM
Mar 9 - 10	Sat/Sun	Jun 12 - 13	Wed/Thu
Mar 11 - 12	Mon/Tue	Jun 15 - 16	Sat/Sun
Mar 18 - 22	Mon - Fri PM	Jun 17 - 18	Mon/Tue
Mar 20 - 21	Wed/Thu	Jun 24 - 28	Mon - Fri PM
Mar 23 - 24	Sat/Sun	Jun 26 - 27	Wed/Thu
Mar 25 - 26	Mon/Tue	Jun 29 - 30	Sat/Sun
Apr 1 - 4	Mon - Fri PM	Jul 1 - 2	Mon/Tue
Apr 3 - 4	Wed/Thu	Jul 8 - 12	Mon - Fri PM
Apr 6 - 7	Sat/Sun	Jul 10 - 11	Wed/Thu
Apr 8 - 9	Mon/Tue	Jul 13 - 14	Sat/Sun
Apr 15 - 19	Mon - Fri PM	Jul 15 - 16	Mon/Tue
Apr 17 - 18	Wed/Thu	Jul 22 - 26	Mon - Fri PM
Apr 20 - 21	Sat/Sun	Jul 24 - 25	Wed/Thu
Apr 22 - 23	Mon/Tue	Jul 27 - 28	Sat/Sun
Apr 29 - May 3	Mon - Fri PM	Jul 29 - 30	Mon/Tue

NEW! TEACHER TUTORING

REAL ESTATE EXPERTS HELPING YOU SUCCEED

Whether trying to pass the state exam or qualifying education (QE) classes, our one-on-one teacher tutoring sessions will give you the insight you need to succeed at test time.

Go to ChampionsSchool.com/account/tutoring/ to learn more.



Do You Need Help? Scan the code to enroll with a personal Tutor!

FREE! EXAM PREP FACEBOOK GROUP



Join our National and Texas Real Estate Exam Prep Facebook group, an encouraging community of Champions students sharing their experience and advice as they work to ace the real estate exam.

Enter Your Email and Complete the Question to Get Free Access



FREE! STUDY HALL IN THE VIRTUAL CLASSROOM

Q&A SESSIONS TO HELP YOU GAIN CONFIDENCE!

All QE and Prep students are eligible to register for virtual study hall sessions at **no additional cost**. Students can submit questions about topics they need help with and can interact directly with the instructor! Enroll via "Additional Study Tools" in your online profile. Now available in Spanish as well.

WEDNESDAYS

6 PM – 9 PM

ENGLISH

Jan 31	Apr 24
Feb 14	May 8
Feb 28	May 22
Mar 13	Jun 5
Mar 27	Jun 19
Apr 10	Jul 3

NEW! EN ESPAÑOL

WEDNESDAYS

6 PM – 9 PM

ESPAÑOL

Jan 24	Apr 17
Feb 7	May 1
Feb 21	May 15
Mar 6	May 29
Mar 20	Jun 12
Apr 3	Jun 26

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Do You Need Help? Scan the code to enroll with a personal Tutor!

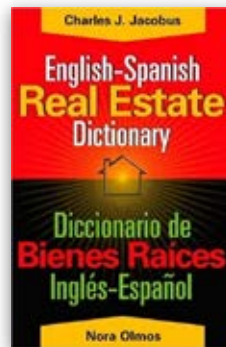
ADDITIONAL REAL ESTATE STUDY TOOLS

TO PURCHASE, SPEAK WITH A CAREER COUNSELOR



THE LANGUAGE OF REAL ESTATE **\$43** By John W. Reilly

Like an encyclopedia, this book provides comprehensive explanations of real estate terms and concepts. It has nearly 3,000 terms, including essential real estate acronyms. Anyone preparing for the national or state portion of the exam should consider using this book to supplement their study.



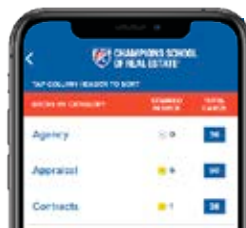
ENGLISH-SPANISH REAL ESTATE DICTIONARY **\$36** By Charles J. Jacobus & Nora Olmos

With nearly 2,000 real estate terms, this two-way dictionary is an invaluable test prep asset for native Spanish speakers. It's helpful for native English speakers, too — the two-way translations will improve your communication with bilingual clients.



REAL ESTATE FLASHCARDS **\$32**

- 500+ real estate terms and definitions
- For students who learn best with visual supports
- Quiz yourself anytime and study on the go
- Useful for both the sales agent and broker exams



TEXAS REAL ESTATE EXAM FLASHCARD APP **\$2.99**

- Available for iOS, the TX Real Estate Exam Flashcards app allows students to prep for the test on the go.
- For more information: go to www.ChampionsSchool.com/flashcard-app/

REAL ESTATE QE COURSE DESCRIPTIONS

These six pre-licensing courses are approved by TREC and must be completed to get a real estate license in Texas.

LAW OF AGENCY — 1151

This course provides students with all the information they need to answer questions covering law of agency on the Texas Real Estate Salespersons exam. In addition to covering the basics, this course provides in-depth information that will enable you to be successful as a new agent. Textbook: Law of Agency – §37

LAW OF CONTRACTS — 1251

The course enables students to better understand contracts and addenda. It provides hands-on experience with TREC and TAR forms through individual case studies. This course gives the student confidence when working with contracts between buyers and sellers. Textbook: Law of Contracts – §38

PRINCIPLES OF REAL ESTATE 1 — 121

The course provides students with an extensive foundational understanding of real estate terminology and professional obligations. It is designed to ensure each student has a full understanding of the real estate licensing terms covered on the state and national portions of the Texas Real Estate Salespersons exam. Textbook: Principles of Real Estate 1 – §37

PRINCIPLES OF REAL ESTATE 2 — 122

























This course builds upon the real estate terminology and professional obligations taught in Principles of Real Estate 1. In this course, students will engage in day-to-day activities and develop a deep understanding of what it's like to be a real estate agent. Additionally, this course ensures that students will understand their obligations according to the rules of the Texas Real Estate Licensing Act. Textbook: Principles of Real Estate 2 – §38

PROMULGATED CONTRACT FORMS — 351

The course teaches the ins and outs of the Texas Real Estate Commission's promulgated contract forms. It provides a paragraph-by-paragraph breakdown of the one-to-four family contract and points out the similarities and differences in promulgated contracts. Textbook: Promulgated Contract Forms – §38

REAL ESTATE FINANCE — 451

The course provides a sound understanding of the specialized financing procedures that are used today in the real estate industry. It covers information pertaining to regulated lenders, interest rates, mortgage documents, and commercial and residential loans. Textbook: Real Estate Finance – §38

QUALIFYING EDUCATION (QE)	DELIVERY	COURSE #	HOURS
Law of Agency	   	1151	30
Law of Contracts	   	1251	30
Principles of Real Estate 1	   	121	30
Principles of Real Estate 2	   	122	30
Promulgated Contract Forms	   	351	30
Real Estate Finance	   	451	30

COURSE DELIVERY METHODS

👤 BLENDED CLASSROOM

Champions School of Real Estate blended classroom courses combine home study and instructor-led classes. The classroom portion of the course is 15 hours and held over two 8-hour days, four 4-hour evenings, or four 4-hour mornings. The final (closed-book) exam is proctored and graded at the end of the last day in the classroom. Students are also expected to spend 15 hours studying the material independently, outside of the classroom, prior to class. All students must attend all classroom hours and complete all chapter quizzes in order to take the final exam.

📺 VIRTUAL CLASSROOM

A fully interactive, real-time delivery method, **ChampionsLive** offers a classroom experience in an online format. **ChampionsLive** allows students to participate remotely via a live stream on Zoom. Students are required to attend all course sessions in order to access the course exams. Once a student has attended all course hours and taken all required quizzes, the student will then gain access to any exams required for course completion.

📖 ONLINE CORRESPONDENCE

Champions School of Real Estate offers a convenient online correspondence course format in which students study the course material at their own pace either on a computer, in PDF format, or in a textbook. The quizzes and exams can be done from anywhere there is an internet connection. Students must pass all chapter quizzes before accessing the course exam. Proctored exams can be taken at any one of our campus locations or via our **ChampionsLive** broadcast system during a designated time slot. The textbooks for any of our online correspondence courses can be picked up at any of our locations or shipped nationwide for a fee.

📝 CORRESPONDENCE

Our correspondence course format is a self-paced method that allows you to complete your quizzes and homework at your own pace. Once you have read through the textbook and circled your chapter quiz answers in the textbook, you can go to a campus testing center to have those quizzes graded. Upon passing each quiz successfully, you will then be able to take the final exam for course credit.

🖥️ ONLINE INTERACTIVE

Our Online Interactive courses are timed and delivered completely online without the use of any textbooks. Course material is presented in online modules along with multiple choice quizzes and exams. Students must be able to access the internet via a web browser to take courses in this format. This method is ideal for people who cannot attend class at a campus but would still prefer a more guided learning experience.

Online loan origination pre-licensing education courses are available in a similar format. These courses are self-paced and include modules, discussion forums, and exams. Each module's exam must be passed before moving on to the next course module. These courses have specific start and end dates and are only accessible during the defined dates.

👤 CLASSROOM

Champions School of Real Estate's classroom delivery method offers instructor-led classroom courses where the required hours for the course are all done in the classroom. If required, course exams are given on the last day of the course and are graded and reviewed by the instructor. Students must pass the exam to receive credit for the course. In addition, students must attend all hours of the course in order to receive credit.

DISTANCE EDUCATION DELIVERY

Our distance education delivery method allows students to take their courses in a format that is best suitable to their learning style and life schedule. Courses can be done via blended classroom (which combines home study with instructor-led classes) or online correspondence (which includes online quizzes and a proctored exam delivered via our **ChampionsLive** broadcast system or at a campus testing center). For both methods, a photo ID is required in order to verify the student's identity.

If a student takes a course via our Blended Classroom delivery method, chapter quizzes will be administered and graded while attending the prescribed 15 hours of classroom work. The student must also spend 15 hours studying the material independently, outside of the classroom portion of the course. The final exam will be proctored and graded at the end of the second day of the classroom. The final exam must be passed with a 70%. Champions will not allow a student to view or take the final exam prior to completing the regular coursework and making up any missed class time.

If a student takes a course via our online correspondence delivery method, they will need to pass all online chapter quizzes with a 100% before registering for a proctored final exam. Verification questions will be asked throughout the chapter quizzes to ensure the student's identity. Once a student has passed all the chapter quizzes for a course, they will be given the option to select a time to take their exam via our **ChampionsLive** broadcast system or select a campus to visit to take their exam. The final exam must be passed with a score of 70%.

Students must sign the mandatory enrollment agreement prior to starting class. This agreement outlines cancellation and refund policies and other important student information.

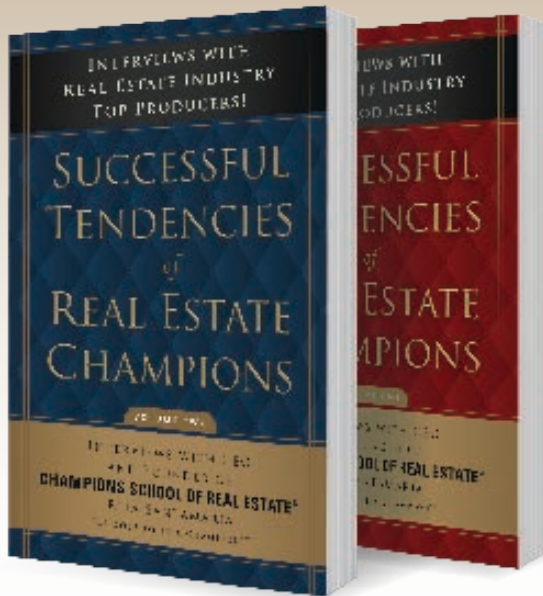
Champions reserves the right to withhold from a student official course completion documentation until the student has fulfilled all financial obligations.

CSRE POLICY Courses may be cancelled due to lack of enrollment. Class size may be limited due to excessive enrollment. Prepayment of course guarantees a seat in the class. There is a \$20 per class registration fee that is non-refundable. The fee is \$20 more if you are paying on the day of the class. No refunds on textbooks. No refunds on Prep courses.

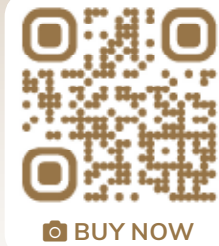
CLASSROOM REMINDER All cellular phones, laptops, tablets, etc., must be turned off for the duration of class. Breaks and lunch will allow for usage of these items.

LEARN FROM OUR CHAMPIONS SUPERSTARS!

Volumes I & II of Successful Tendencies of Real Estate Champions available now!



SOFTCOVER BOOK:
\$15 OR **\$25** FOR BOTH



 BUY NOW

Or learn more online:
www.ChampionsSchool.com/success

Also available as an eBook on [amazon kindle](#)

CHAMPIONS MERCH STORE



Show off your CSRE school pride
with a t-shirt, sweatshirt, or Nike pullover!

www.ChampionsSchool.com/merch







 SHOP NOW

SALES AGENT APPRENTICE EDUCATION

SALES AGENT APPRENTICE EDUCATION (SAE) COURSES ARE THE FIRST IMPORTANT STEP TO MAINTAINING YOUR REAL ESTATE LICENSE AND FURTHERING YOUR REAL ESTATE EDUCATION.

Our 30-hour Texas SAE courses contain the latest information and useful topics to ensure you keep your Texas real estate license active and focus on improving your career through more advanced subjects like appraisal, investing, and the inspection process.

SAE Renewal Programs	Hours	Delivery	Price
98-Hour SAE Renewal Program <ul style="list-style-type: none"> 3 TREC SAE renewal courses (90 Hours) TREC Legal Update I and Legal Update II (8 Hours) 	98		\$575 \$495 SAVE \$80
90-Hour SAE Renewal Program <ul style="list-style-type: none"> 3 TREC SAE renewal courses (90 Hours) 8 hours of Legal Update is still required for license renewal 	90		\$495 \$435 SAVE \$60
Individual 30-Hour SAE Courses	30		\$165
Legal Update I & Legal Update II See page 26 for Legal Update I and II schedules	8		\$60

New sales agents are required to complete **98 hours** of sales agent apprentice education within the first two years of receiving their real estate license. Our 98-Hour program includes **three 30-hour elective courses** and **8 hours of Legal Update** credit for only \$495 — you'll **save \$80** and complete your SAE requirement. We also offer a 90-hour program for students who have already fulfilled the 8-hour Legal Update requirement.

Course Delivery Options

 Blended Classroom

 Virtual Classroom

 Online Interactive

 Online Correspondence

Learn More About Delivery Methods at
www.ChampionsSchool.com

IMPORTANT NOTE

Starting Oct 1ST, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.

STATEWIDE CLASS SCHEDULE

SAE CLASSROOM

2-Day SAE Classes	
Day 1 & 2	8:30 AM – 4:45 PM
4-Day Evening Classes	
Mon – Thu	6:00 PM – 9:45 PM

AUSTIN		
Jan 20 - 21	Sat - Sun	Commercial
Jan 31 - Feb 1	Wed - Thu	Power House
Feb 5 - 6	Mon - Tue	Investments
Feb 10 - 11	Sat - Sun	Brokerage
Mar 4 - 5	Mon - Tue	Brokerage
Mar 4 - 7	Mon - Thu PM	RE Mort Finance
Mar 9 - 10	Sat - Sun	Marketing
Mar 18 - 21	Mon - Thu PM	Property Mgmt
Apr 3 - 4	Wed - Thu	Brokerage
Apr 8 - 9	Mon - Tue	Power House
Apr 20 - 21	Sat - Sun	Inspection
May 4 - 5	Sat - Sun	Brokerage
May 6 - 9	Mon - Thu PM	Commercial
May 13 - 14	Mon - Tue	Investments
Jun 3 - 4	Mon - Tue	Brokerage
Jun 10 - 11	Mon - Tue	Appraisal
Jun 12 - 13	Wed - Thu	RE Mort Finance
Jun 15 - 16	Sat - Sun	Power House
Jul 8 - 11	Mon - Thu PM	Marketing
Jul 10 - 11	Wed - Thu	Brokerage
Jul 20 - 21	Sat - Sun	Property Mgmt
Jul 31 - Aug 1	Wed - Thu	Power House

DALLAS		
Jan 2 - 5*	Tue - Fri PM	Commercial
Jan 6 - 7	Sat - Sun	Appraisal
Jan 15 - 16	Mon - Tue	Brokerage
Jan 20 - 21	Sat - Sun	Inspection
Feb 10 - 11	Sat - Sun	Brokerage
Feb 12 - 15	Mon - Thu PM	Investments
Feb 17 - 18	Sat - Sun	Marketing
Mar 6 - 7	Wed - Thu	Power House
Mar 11 - 14	Mon - Thu PM	Brokerage
Mar 16 - 17	Sat - Sun	Property Mgmt
Apr 8 - 9	Mon - Tue	Brokerage
Apr 13 - 14	Sat - Sun	Math
Apr 22 - 25	Mon - Thu PM	RE Mort Finance
May 1 - 2	Wed - Thu	Appraisal
May 11 - 12	Sat - Sun	Brokerage
May 20 - 21	Mon - Tue	Inspection
Jun 1 - 2	Sat - Sun	Investments
Jun 12 - 13	Wed - Thu	Marketing
Jun 17 - 18	Mon - Tue	Brokerage
Jul 10 - 11	Wed - Thu	Property Mgmt

DALLAS (CONTINUED)		
Jul 15 - 16	Mon - Tue	Brokerage
Jul 20 - 21	Sat - Sun	Power House

FORT WORTH		
Jan 8 - 9	Mon - Tue	Brokerage
Jan 17 - 18	Wed - Thu	Investments
Jan 27 - 28	Sat - Sun	Power House
Feb 5 - 6	Mon - Tue	Brokerage
Feb 17 - 18	Sat - Sun	Math
Feb 26 - 27	Mon - Tue	Power House
Mar 4 - 5	Mon - Tue	Brokerage
Mar 16 - 17	Sat - Sun	Marketing
Mar 27 - 28	Wed - Thu	Inspection
Apr 3 - 4	Wed - Thu	Brokerage
Apr 15 - 16	Mon - Tue	Appraisal
Apr 29 - 30	Mon - Tue	Investments
May 4 - 5	Sat - Sun	Brokerage
May 8 - 9	Wed - Thu	RE Mort Finance
May 13 - 14	Mon - Tue	Commercial
Jun 3 - 4	Mon - Tue	Power House
Jun 19 - 20	Wed - Thu	Brokerage
Jun 29 - 30	Sat - Sun	Inspection
Jul 8 - 9	Mon - Tue	Marketing
Jul 13 - 14	Sat - Sun	Brokerage
Jul 17 - 18	Wed - Thu	Commercial

HOUSTON GALLERIA		
Jan 6 - 7	Sat - Sun	Commercial
Jan 15 - 16	Mon - Tue	RE Mort Finance
Jan 17 - 18	Wed - Thu	Investments
Jan 20 - 21	Sat - Sun	Inspection
Jan 24 - 25	Wed - Thu	Brokerage
Jan 29 - 30	Mon - Tue	Property Mgmt
Feb 10 - 11	Sat - Sun	Brokerage
Feb 12 - 13	Mon - Tue	Appraisal
Feb 21 - 22	Wed - Thu	Property Mgmt
Mar 6 - 7	Wed - Thu	Commercial
Mar 9 - 10	Sat - Sun	RE Mort Finance
Mar 20 - 21	Wed - Thu	Brokerage
Apr 13 - 14	Sat - Sun	Brokerage
Apr 17 - 18	Wed - Thu	Investments
Apr 24 - 25	Wed - Thu	Appraisal
Apr 29 - 30	Mon - Tue	RE Mort Finance
May 6 - 7	Mon - Tue	Property Mgmt
May 20 - 21	Mon - Tue	Brokerage
May 22 - 23	Wed - Thu	Power House
May 25 - 26	Sat - Sun	Power House
Jun 8 - 9	Sat - Sun	RE Mort Finance

Real Estate SAE Course Descriptions

A Realtors Resource Guide on Residential Mortgage Financing — 426

This course will provide real estate license holders with a more detailed understanding of the mortgage loan origination process and the loan products available to homebuyers. Any student interested in learning more about the process of originating residential mortgage loans and the types of loans and loan products available to buyers will benefit from taking this course. Textbook: \$38

Property Management — 851

This specialized course is an overview of residential and commercial industrial management. It explores the daily issues facing practitioners including maintenance, accounting, administrative tasks, and legal activities. The course also provides information on federal regulations such as civil rights, fair housing, ADA issues, and environmental concerns. It provides a comprehensive introduction to the field of property management for anyone seeking to enter the field, those who are already in the field, and any real estate agent seeking to broaden their education beyond listing and selling. Textbook: \$40

Real Estate Appraisal: Fundamentals — 226

This course helps you understand today's ever-changing appraisal marketplace. Using an effective blend of theory and practice, this course explores relevant legislation, key environmental considerations, and the increasing role of technology in the industry. This course includes the purpose and functions of an appraiser, the social and economic determinants of value, case studies, and the market data approach. Textbook: \$65

Real Estate Brokerage — 751

This course teaches you how to set up your real estate brokerage office. It offers practical, experienced-based strategies and techniques for managing virtually every aspect of a real estate office. This course covers business planning, development guidelines, and how to recruit and retain agents. The textbook teaches time-tested techniques and provides authoritative guidance, making this course an indispensable resource for brokers, owners, and managers. Textbook: \$39

Real Estate Investment — 935

This specialized course teaches the basic principles and strategy of real estate investment. Special income tax rules, tools of analysis, comparison screening, discount analysis, computer-aided analysis, and marketing investment properties are all presented in this basic course. Textbook: \$58

Real Estate Marketing — 551

This course is a must for agents who wish to thrive and survive in today's highly competitive real estate market. This course covers all of the areas necessary to present yourself as a professional and well-trained agent. It will introduce and review all aspects of successful real estate marketing techniques for the agent. Textbook: \$38

STATEWIDE CLASS SCHEDULE

SAE CLASSROOM & LIVE

HOUSTON GALLERIA (CONTINUED)		
Jun 22 - 23	Sat - Sun	Brokerage
Jun 26 - 27	Wed - Thu	Commercial
Jul 8 - 9	Mon - Tue	Brokerage
Jul 13 - 14	Sat - Sun	Brokerage
Jul 24 - 25	Wed - Thu	Investments
Jul 27 - 28	Sat - Sun	RE Mort Finance

HOUSTON NORTH		
Jan 13 - 14	Sat - Sun	Power House
Jan 17 - 18	Wed - Thu	RE Mort Finance
Jan 22 - 23	Mon - Tue	Brokerage
Feb 12 - 13	Mon - Tue	Brokerage
Feb 21 - 22	Wed - Thu	Investments
Mar 2 - 3	Sat - Sun	Brokerage
Mar 2 - 3	Sat - Sun	Property Mgmt
Mar 6 - 7	Wed - Thu	RE Mort Finance
Mar 25 - 26	Mon - Tue	Marketing
Apr 6 - 7	Sat - Sun	Power House
Apr 15 - 16	Mon - Tue	Brokerage
Apr 17 - 18	Wed - Thu	Commercial
May 1 - 2	Wed - Thu	Inspection
May 15 - 16	Wed - Thu	Marketing
May 18 - 19	Sat - Sun	Brokerage
Jun 5 - 6	Wed - Thu	Investments
Jun 10 - 11	Mon - Tue	Brokerage
Jun 17 - 18	Mon - Tue	RE Mort Finance
Jul 10 - 11	Wed - Thu	Brokerage
Jul 24 - 25	Wed - Thu	Power House

HOUSTON WEST		
Jan 8 - 9	Mon - Tue	Marketing
Jan 20 - 21	Sat - Sun	RE Mort Finance
Jan 22 - 23	Mon - Tue	Brokerage
Feb 7 - 8	Wed - Thu	Power House
Feb 17 - 18	Sat - Sun	Commercial
Feb 26 - 27	Mon - Tue	Brokerage
Mar 11 - 12	Mon - Tue	Inspection
Mar 16 - 17	Sat - Sun	Marketing
Mar 27 - 28	Wed - Thu	Brokerage
Apr 8 - 9	Mon - Tue	Investments
Apr 24 - 25	Wed - Thu	Brokerage
Apr 27 - 28	Sat - Sun	Power House
May 11 - 12	Sat - Sun	Brokerage
May 22 - 23	Wed - Thu	RE Mort Finance
May 28 - 29*	Tue - Wed	Inspection
Jun 19 - 20	Wed - Thu	Brokerage
Jun 22 - 23	Sat - Sun	Property Mgmt

HOUSTON WEST (CONTINUED)		
Jun 24 - 25	Mon - Tue	Marketing
Jul 15 - 16	Mon - Tue	Power House
Jul 20 - 21	Sat - Sun	Brokerage
Jul 24 - 25	Wed - Thu	Appraisal

SAN ANTONIO		
Jan 10 - 11	Wed - Thu	Power House
Jan 15 - 16	Mon - Tue	Investments
Jan 27 - 28	Sat - Sun	RE Mort Finance
Mar 11 - 12	Mon - Tue	Brokerage
Mar 20 - 21	Wed - Thu	Marketing
Apr 10 - 11	Wed - Thu	Inspection
Apr 15 - 16	Mon - Tue	Power House
Apr 27 - 28	Sat - Sun	Investments
May 8 - 9	Wed - Thu	RE Mort Finance
May 13 - 14	Mon - Tue	Brokerage
May 25 - 26	Sat - Sun	Property Mgmt
Jun 5 - 6	Wed - Thu	Inspection
Jun 10 - 11	Mon - Tue	Marketing
Jun 22 - 23	Sat - Sun	Commercial
Jul 10 - 11	Wed - Thu	Brokerage
Jul 15 - 16	Mon - Tue	Power House
Jul 27 - 28	Sat - Sun	Investments

CHAMPIONSLIVE		
Jan 4 - 5*	Wed - Thu	Inspection
Jan 6 - 7	Sat - Sun	Power House
Jan 8 - 9	Mon - Tue	Math
Jan 15 - 18	Mon - Thu PM	Power House
Jan 17 - 18	Wed - Thu	Commercial
Jan 20 - 21	Sat - Sun	Marketing
Jan 22 - 23	Mon - Tue	Brokerage
Jan 29 - Feb 1	Mon - Thu PM	RE Mort Finance
Jan 31 - Feb 1	Wed - Thu	Appraisal
Feb 3 - 4	Sat - Sun	Inspection
Feb 5 - 6	Mon - Tue	Power House
Feb 12 - 15	Mon - Thu PM	Brokerage
Feb 14 - 15	Wed - Thu	Investment
Feb 17 - 18	Sat - Sun	Marketing
Feb 19 - 20	Mon - Tue	Inspection
Feb 26 - 29	Mon - Thu PM	Marketing
Feb 28 - 29	Wed - Thu	Brokerage
Mar 2 - 3	Sat - Sun	Property Mgmt
Mar 4 - 5	Mon - Tue	Commercial
Mar 11 - 14	Mon - Thu PM	Power House
Mar 13 - 14	Wed - Thu	Appraisal
Mar 16 - 17	Sat - Sun	Brokerage

2-Day SAE Classes	
Day 1 & 2	8:30 AM - 4:45 PM
4-Day Evening Classes	
Mon - Thu	6:00 PM - 9:45 PM

CHAMPIONSLIVE (CONTINUED)		
Mar 18 - 19	Mon - Tue	Marketing
Mar 25 - 28	Mon - Thu PM	RE Mort Finance
Mar 27 - 28	Wed - Thu	Brokerage
Apr 1 - 2	Mon - Tue	Power House
Apr 8 - 11	Mon - Thu PM	Brokerage
Apr 10 - 11	Wed - Thu	Investment
Apr 13 - 14	Sat - Sun	Marketing
Apr 15 - 16	Mon - Tue	Appraisal
Apr 22 - 25	Mon - Thu	Inspection
Apr 24 - 25	Wed - Thu	Brokerage
Apr 27 - 28	Sat - Sun	Power House
Apr 29 - 30	Mon - Tue	Math
May 6 - 9	Mon - Thu PM	Power House
May 8 - 9	Wed - Thu	Marketing
May 11 - 12	Sat - Sun	Brokerage
May 13 - 14	Mon - Tue	Property Mgmt
May 20 - 23	Mon - Thu PM	Appraisal
May 22 - 23	Wed - Thu	Brokerage
May 25 - 26	Sat - Sun	Commercial
May 28 - 29*	Tue - Wed	Power House
Jun 3 - 6	Mon - Thu PM	Brokerage
Jun 5 - 6	Wed - Thu	Inspection
Jun 8 - 9	Sat - Sun	Investment
Jun 10 - 11	Mon - Tue	Marketing
Jun 17 - 20	Mon - Thu PM	Marketing
Jun 19 - 20	Wed - Thu	Brokerage
Jun 22 - 23	Sat - Sun	Power House
Jun 24 - 25	Mon - Tue	Property Mgmt

TREC'S REQUIREMENTS FOR FIRST TIME SALES AGENT LICENSE RENEWAL

All active and inactive sales agents who are under the Sales Agent Apprentice Education (SAE) requirement, must complete 90 hours in qualifying real estate education and 4 hours in Legal Update I and 4 hours in Legal Update II prior to the first two-year license term renewal, for a total of 98 hours.

IMPORTANT NOTE: Starting Oct 1st, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.

The 98 additional SAE hours must be submitted at least ten days prior to the date of renewal and on the TREC system by the end of the second year of licensure. Champions will electronically report course certificates to TREC within 24-48 hours of completion of the course.

Real Estate SAE Course Descriptions

Real Estate Marketing: Commercial Real Estate — 545

This course is an introduction to the specialty of commercial real estate. The listing process, using the proper commercial forms, and marketing strategies are included. The course introduces concepts critical to successfully working with commercial properties and clients. This course is for the new agent who wants to know about commercial real estate as well as the experienced agent seeking new ideas or ways to brush up on existing techniques. Textbook: \$38

Real Estate Marketing: Power House Training — 527

The purpose of this dynamic course is to assist new agents in developing skills and knowledge required for a successful career in the real estate industry. New sales agents who take this course will be better equipped to practice ethically and effectively. The course material addresses current techniques and approaches for a long-term successful career and provides step-by-step guidance to starting up and maintaining your real estate business. The real estate Code of Ethics and Standards of Practice are emphasized throughout the course. Textbook: \$38

Real Estate Math — 651

Real Estate Math is a course dedicated to helping students overcome their fear of math, and to developing an understanding that math is a necessary component of real estate education throughout their career. The textbook will review basic math, commissions, area and volume, appreciation and depreciation, interest, finance, and many other topics relevant to agents pursuing a career in real estate. All components are designed to ensure the student comprehends and can apply the math skills learned during the course. Textbook: \$34

Residential Appraisal for Real Estate Agents —228

The 30-hour Residential Appraisal for Real Estate Agents course is designed to expand the working real estate agent's understanding of residential appraisal concepts and valuation processes. Topics covered in this course include an overview of the appraisal development process, appraisal calculations, and a review of valuation processes. This course will increase the agent's existing knowledge base and further refine their understanding of the appraisal process! Textbook: \$65

Residential Inspection for Real Estate Agents — 1035

This easy-to-understand guide to residential home inspection arms agents with critical inspection information, including foundational construction terms, on issues such as Stachybotrys. Additionally, students will learn to identify common home problems and review questions that come up during real estate inspections. Textbook: \$38



SALES AGENT APPRENTICE EDUCATION (SAE)	DELIVERY	COURSE #	HOURS
A REALTORS® Resource Guide on Residential Mortgage Financing		426	30
Property Management		851	30
Real Estate Appraisal: Fundamentals		226	30
Real Estate Appraisal: Practices and Procedures		227	30
Real Estate Appraisal: Principle		240	30
Real Estate Brokerage		751	30
Real Estate Investment		935	30
Real Estate Law		335	30
Real Estate Marketing		551	30
Real Estate Marketing: Commercial Real Estate		545	30
Real Estate Marketing: Power House Training		527	30
Real Estate Math		651	30
Residential Inspection for Real Estate Agents		1035	30
Residential Appraisal for Real Estate Agents		228	30



REAL ESTATE BROKER LICENSING

WE HAVE ALL THE CLASSES YOU NEED TO MEET THE EDUCATION REQUIREMENTS FOR A REAL ESTATE BROKER LICENSE

We encourage our students to work towards a real estate broker license once they become licensed real estate agents. A real estate broker license will give you instant credibility because it is recognized by the general public.

WHY SHOULD YOU GET YOUR REAL ESTATE BROKER LICENSE?

- If you have a bachelor's degree or higher, you may need only one additional course with your college hours to take your broker's test.
- Broker associates can stay with their current firm or open their own brokerage.
- It is only an additional \$8.⁹²/month to renew.

BROKER PROGRAM

	Hours	Delivery	Price
10-Course Broker Program (for licensed agents) Save \$30 on each course.	300		\$1350 SAVE \$300
5-Course Broker Program (for licensed REALTORS®) Choose any 5 core courses towards your real estate broker license.	150		\$725 SAVE \$100
Broker Exam Prep Course			\$120

TEXAS REAL ESTATE BROKER LICENSE REQUIREMENTS

- 360 experience points in 4 of the last 5 years using the TREC point system (see sidebar on the right)
- 900 total education hours — we have them for you!
 - **270 hours of core real estate courses**
 - ✓ Includes all core Texas real estate courses taken to date
 - ✓ Pre-licensing and SAE courses
 - ✓ 30-hour Texas Real Estate Brokerage course; the Real Estate Brokerage course cannot be taken more than two years before applying for the real estate broker license
 - **630 hours of related courses**
 - ✓ A bachelor's degree will count for 630 hours towards your real estate broker license
 - ✓ CE, designations, all electives, and core courses count if you are not using college credit — we have them at Champions!
 - ✓ Certificates and hours never expire towards real estate broker education licensing

TRY OUR INTERACTIVE BROKER PLAN OF ATTACK

www.ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/interactive/



Calculating the 360 Experience Points

You must accumulate at least 360 points to qualify for a real estate broker's license based on experience as a real estate license holder. An applicant must also be actively licensed as a real estate sales agent or broker for a minimum period of 4 years during the 5 years preceding the date the application is filed.

- Only experience gained during the period beginning 5 years before the date the broker application is filed may be used for this report. You must have performed at least one transaction per year for at least 4 of the last 5 years.
- Multiply the number of transactions performed by the point value indicated to arrive at the points earned for that transaction type.
- Add the points earned for each transaction type to arrive at your total points for that category.
- You must maintain documentation to support your claim for experience, which may include executed contracts, settlement statements, etc., that clearly demonstrate your active participation.

Go to www.ChampionsSchool.com/real-estate/tx/broker/license/ to get more details.

Residential Single Family, Condo, Co-op Unit, Multi-family (1 to 4-unit), Apartment Unit Lease

1. Closed purchase or sale — improved property	30
2. Closed purchase or sale — unimproved residential lot	30
3. Executed lease — landlord or tenant (new)	5
4. Property management — per property	2.5

Commercial Apartment (5+ units), Office, Retail, Industrial, Mixed Use, Hotel, Parking, Specialty, Other

5. Closed purchase or sale — improved property	50
6. Closed purchase or sale — unimproved property	50
7. Executed lease — landlord or tenant (new, renewal)	10
8. Property management — per property	15

Farm and Ranch, Unimproved Land Farm and Ranch (With Residence, Improved, or Unimproved), or Unimproved Land

9. Closed purchase or sale — improved property	30
10. Closed purchase or sale — unimproved residential lot	30
11. Executed lease — landlord or tenant (new)	5
12. Property management — (per property)	5

Brokerage Team Management, Delegated Supervision Written (Delegation by Broker Required, at Least 1 Agent Supervised)

13. Number of months per year as a delegated supervisor	12
---------------------------------------------------------	----

*All claimed transactions are subject to verification. In order to claim experience points, the applicant must be able to provide documentation, such as an executed contract, settlement statements, etc., that clearly demonstrates the active participation of the applicant in each transaction.

ONLINE INTERACTIVE REAL ESTATE CLASSES

NOW AVAILABLE FOR ALL LEVELS OF REAL ESTATE EDUCATION

- Qualifying Education
- Sales Agent Apprentice,
- Continuing Education

WHAT IS A MOBILE WEB APP?

Any device with access to a web browser and a stable internet connection will give you access to our new real estate classes! There are no downloads or installations needed!

WHICH DELIVERY METHOD IS RIGHT FOR YOU?

The choice is yours! Based on your schedule or learning style, Champions School of Real Estate offers four unique delivery methods for your Texas real estate license courses. The best part? You don't have to pick just one, you can transfer between delivery methods at any time. That's the Champions Advantage!



CHECK OUT OUR NEW STUDENT ACCOUNT PAGE!

The updated features and tools are designed to facilitate your success as a real estate student. With an unmatched online experience, our student portal will empower you to take courses on your own time and from any device. It was specifically developed for student flexibility and provides an excellent user experience. Here's what you'll get:

- ✓ **A user-friendly Main Portal**
The launch pad of your real estate journey. From here you'll be able to enroll for more courses, view your schedule, or edit your student profile.
- ✓ **A new My Classes page**
Get your Zoom links for ChampionsLive classes, completion certificates, and approval numbers here. You can also check the completion status of every purchased class on this page.
- ✓ **How-to lists for completing classes**
On the information page of each class, you'll find a detailed list of to-dos that will guide you through completing the course.
- ✓ **Easy class navigation**
View and access each part of the course with no trouble. Materials, quizzes, and exams are easy to find, too.
- ✓ **A virtual video tour**
Need help getting started? Our tutorial video will show you how to make the most out of the student portal.
- ✓ **Virtual exam proctoring**
Take your tests from the comfort of your home with our free online proctoring feature.
- ✓ **Instructors that are reachable**
Through the student support form, you can reach out to instructors with content-related questions. At Champions, we strive to always respond within one business day.
- ✓ **Live online support specialists**
Having trouble with a course or schedule? Chat with a member of our support team and get technical issues fixed right away.
- ✓ **An accessible navigation menu**
You'll never waste time searching for it. The navigation menu stays at the top of the page no matter how far down you scroll.
- ✓ **Student Support FAQs**
A much-needed resource for new and veteran students alike.

EVERY STUDENT NOW HAS AN ONLINE PORTAL WITH ADDITIONAL STUDY RESOURCES

Immersive Online Interactive Course Features

- Engaging animations and videos
- Bookmarking/progress tracking
- 24/7 course access
- Cross platform compatibility
- Exam proctoring included

	Online Interactive	Online Correspondence
Cross-platform Software	✓	✓
Desktop / Tablet / Mobile	✓	✓
Online Exam Proctoring	✓	✓
24/7 Course Access	✓	✓
Engaging Videos	✓	
Animated Content	✓	
Interactive Content	✓	
Timed Chapter Modules	✓	
Progress Tracking	✓	
Downloadable Textbook		✓
Self-Paced		✓
Program	6-Course Licensing Program + Exam Prep	
Price	\$980	\$980
Savings	\$130	\$130



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 \$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 \$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

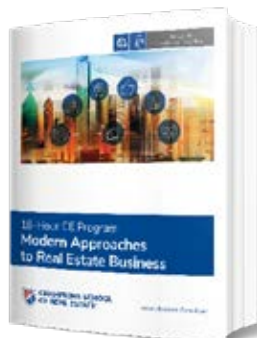
DALLAS	
Jan 25 - 26	Thu/Fri
Feb 22 - 23	Thu/Fri
Mar 21 - 22	Thu/Fri
Apr 18 - 19	Thu/Fri
May 23 - 24	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 25 - 26	Thu/Fri

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

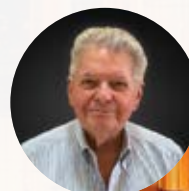
SAN ANTONIO	
Jan 18 - 19	Thu/Fri
Mar 14 - 15	Thu/Fri
Apr 18 - 19	Thu/Fri
May 23 - 24	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 18 - 19	Thu/Fri

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**CHAMPIONSLIVE****Day 1 Schedule**

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



TREC PROVIDER
#4530 | #0005

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

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

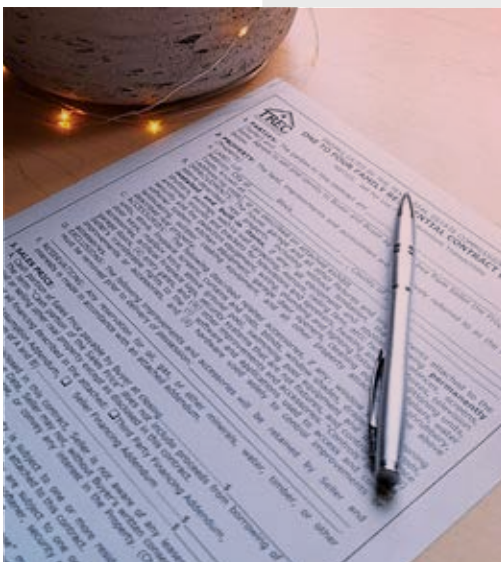
Classroom Schedule

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

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.



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

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	Day 1 & 2 Schedule	
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
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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
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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
Day 1 & 2 Schedule	
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
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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
10-Course Designation Program		\$2084
• ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS	110	\$1904 SAVE \$180!
5-Course Designation Program		\$1017
• CHMS, NHC, RENE, PSA, and ABR or SRS	47	\$942 SAVE \$75!
3-Course Designation Program		\$639
• PSA, RENE, and ABR or SRS	31	\$609 SAVE \$30!
2-Course ABR or SRS Program		\$389
• ABR or SRS and one 8-HR Elective (See Page 32)	23	\$369 SAVE \$20!
TREC Legal Update I & Legal Update II Plus 3-Hour Contract Review	11	\$80
TREC Legal Update I & Legal Update II	8	\$60

ADD ON
TO ANY
DESIGNATION

DESIGNATIONS

NHC



RENE

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	ABR
	CE Hours	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	ABR & SRS
	CE Hours	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	ABR
	CE Hours	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	ABR & SRS
	CE Hours	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
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
ALHS: 47951	
\$289	10 CE Hours

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

CHAMPIONSLIVE	
Jan 31 - Feb 1	Wed/Thu
Mar 20 - 21	Wed/Thu
May 28 - 29	Tue/Wed
Jul 22 - 23	Mon/Tue
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
SRES: 31836	
\$250	15 CE Hours
ABR & SRS 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	
Day 1 & 2 Schedule		
8:30 AM - 4:45 PM		
REPA: 46938		
\$250	15 CE Hours	ABR Elective

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

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





5 STEPS TO A TEXAS RMLO LICENSE

1

Create an NMLS account at www.statemortgageregistry.com/public and receive a username, password, and NMLS number

- Be sure to bring your NMLS number to class.

2

Complete the 23-hour SAFE Comprehensive Course at Champions School of Mortgage Lending®

- Required 20 hours of SAFE comprehensive NMLS-approved education
- 3-Hour TX SML SAFE: Texas Law and Practice
- These courses satisfy the current National Mortgage License System (NMLS) educational requirement for Texas.

3

Register for our Mortgage Loan Originator Test prep course — Loan Officer Exam Prep

- Once you pay the initial fee for the prep course you may retake it as many times as you want for one year at no additional charge.

4

Register (\$110) and pass the NMLS national exam with a 75% or higher

- There is a 30-day waiting period for exam retakes.
- If you do not pass after two retakes, there is a 6-month waiting period.
- You must request and pay for your test enrollment through NMLS. The "Test Enrollment" function is under the "Professional Requirements/Testing Selection" tab in the NMLS portal after you log in.










National Exam: 120 multiple choice questions, 190 minutes

- After enrolling in a test component, please contact Prometric at prometric.com/nmls or 877-671-6657 to schedule your test date.


5


Submit MU4 Form to the National Licensing System as well as the criminal background check, fingerprints, and credit report request


- Submit the MU4 Form through the NMLS website mortgage.nationwidelicencingsystem.org
- In the MU4 login portal, select "Filing/Individual." The MU4 initial set-up fee is \$30. The application fee will vary by license type.
- Applicants are required to request a criminal background check (\$36.25) and the credit report request function (\$15).
- Other fees include: initial mortgage loan originator (MLO) license, MU4 (\$70), recovery fund (\$20), and sponsorship fee (\$25)


Program Name	Program Hours	Delivery Method	Price¹
The Ultimate Jump-Start to Your Career! RMLO Texas License Career Success Program			
<ul style="list-style-type: none">• 23-hour course (20-hour SAFE Comprehensive & 3 Hour TX SML SAFE)• Loan Officer Exam Prep course• Essential Mortgage Skills and How to Market Yourself• 2-Day Success Through Business Etiquette Program	23	  	\$1021
			\$901
			\$120
RMLO Texas License Essential Skills Program			
<ul style="list-style-type: none">• 23-hour course (20 Hour SAFE Comprehensive & 3 Hour TX SML SAFE)• Loan Officer Exam Prep course• Includes electives Essential Mortgage Skills and How to Market Yourself	23	  	\$822
			\$757
			\$65
RMLO Texas License Program			
<ul style="list-style-type: none">• 23-hour course (20 Hour SAFE Comprehensive & 3 Hour TX SML SAFE)• Loan Officer Exam Prep course	23	  	\$574
			\$544
			\$30

Course Delivery Options














 Virtual Classroom

 Online Interactive





 Online Correspondence

 Classroom

Learn more about delivery methods at ChampionsSchool.com

Individual Courses	Program Hours	Delivery Method	Price
20-Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals	20		\$329
20-Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals	20	 	\$289
Texas SML SAFE: Texas Law and Practice	3		\$99
Texas SML SAFE: Texas Law and Practice	3	 	\$50
Loan Officer Exam Prep 	24	  	\$235
8- Hour SAFE Comprehensive: Latest and Greatest (Late CE 15537)	8		\$135
Mortgage Loan Originator Flashcards — Practice over 400 of the most essential terms in loan origination!			\$32
Mobile Flashcard App — Study essential loan origination terms on an iPhone.			\$2 ⁹⁹

Course Delivery Options

-  Virtual Classroom
-  Online Interactive
-  Online Correspondence
-  Classroom

Learn more about delivery methods at ChampionsSchool.com

LOAN ORIGINATION LICENSING

20-HOUR SAFE COMPREHENSIVE MORTGAGE LOAN FUNDAMENTALS

With 3 Hour TX SML SAFE: Texas Law & Practice

This required course satisfies both Texas and federal education requirements to become a licensed mortgage loan originator. The course includes federal law, ethics, non-traditional mortgage lending, plus information pertinent to becoming a professional mortgage originator. This course is required of anyone wishing to be certified under the Texas Department of Savings and Mortgage Lending.



20-Hr SAFE
Day 1-2: 8:30 AM – 5:30 PM
Day 3: 8:30 AM – 12:30 PM



3-Hr TX SML
Day 3: 1:30 PM – 4:30 PM

AUSTIN

Jan 24 - 26	Wed - Fri
Feb 23 - 25	Fri - Sun
Mar 20 - 22	Wed - Fri
Apr 26 - 28	Fri - Sun
May 22 - 24	Wed - Fri
Jun 21 - 23	Fri - Sun
Jul 24 - 26	Wed - Fri
Aug 23 - 25	Fri - Sun

SAFE Comprehensive: Latest and Greatest Classroom/Live: 15156; SAFE Comprehensive: Latest and Greatest Online: 15155

Note: You will need to bring your NMLS ID number to class. To obtain your ID number, please visit:
www.stateregulatoryregistry.org/NMLS

Students must attend the full 23 hours to receive credit or they must retake the entire class.

Makeup hours are not available for this course.

DALLAS

Feb 2 - 4	Fri - Sun
Mar 1 - 3	Fri - Sun
Apr 5 - 7	Fri - Sun
May 14 - 16	Tue - Thu
Jun 7 - 9	Fri - Sun
Jul 5 - 7	Fri - Sun
Aug 2 - 4	Fri - Sun
Sep 6 - 8	Fri - Sun
Oct 4 - 6	Fri - Sun
Nov 1 - 3	Fri - Sun
Dec 6 - 8	Fri - Sun

20-Hour SAFE Classroom/Live: 4126; 20-Hour SAFE Online: 6835; 3-Hour TX SML Classroom/Live: 2029; 3-Hour TX SML Online: 6829

\$339

23-Hour
TX Program

\$289

20-Hour Only

\$50

3-Hour Only

FORT WORTH

Jan 19 - 21	Fri - Sun
Feb 21 - 23	Wed - Fri
Mar 22 - 24	Fri - Sun
Apr 22 - 24	Mon - Wed
May 29 - 31	Wed - Fri
June 24 - 26	Mon - Wed
July 22 - 24	Mon - Wed
Aug 28 - 30	Wed - Fri
Sep 25 - 27	Wed - Fri
Oct 21 - 23	Mon - Wed
Nov 15 - 17	Fri - Sun
Dec 16 - 18	Mon - Wed

HOUSTON GALLERIA

Feb 2 - 4	Fri - Sun
Apr 5 - 7	Fri - Sun
Jun 28 - 30	Fri - Sun
Sep 6 - 8	Fri - Sun

HOUSTON NORTH

Jan 19 - 21	Fri - Sun
Mar 15 - 17	Fri - Sun
May 3 - 5	Fri - Sun
Jul 19 - 21	Fri - Sun
Oct 4 - 6	Fri - Sun

HOUSTON WEST

Jan 5 - 7	Fri - Sun
Feb 23 - 25	Fri - Sun
May 31 - Jun 2	Fri - Sun
Aug 16 - 18	Fri - Sun

SAN ANTONIO

Jan 12 - 14	Fri - Sun
Mar 22 - 24	Fri - Sun
Apr 24 - 26	Wed - Fri
May 24 - 26	Fri - Sun
Jun 26 - 28	Wed - Fri
Jul 19 - 21	Fri - Sun
Aug 19 - 21	Mon - Wed
Sep 27 - 29	Fri - Sun
Oct 21 - 23	Mon - Wed

CHAMPIONSLIVE

Jan 22 - 24	Mon - Wed
Feb 12 - 14	Mon - Wed
Mar 4 - 6	Mon - Wed
Mar 25 - 27	Mon - Wed
Apr 15 - 17	Mon - Wed
May 13 - 15	Mon - Wed
Jun 10 - 12	Mon - Wed
July 1 - 3	Mon - Wed
Jul 29 - 31	Mon - Wed
Aug 26 - 28	Mon - Wed
Sep 16 - 18	Mon - Wed
Oct 14 - 16	Mon - Wed

3-DAY NATIONAL LOAN OFFICER EXAM PREP **\$235**

\$255 day
of class

After you've completed the required 23 Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals course, take the Loan Originator Exam Prep course and prepare to pass the exam on the first try!

You may repeat the class and the mock exams as many times as you want for one year so that you can walk in to the testing center prepared and confident!

8:30 AM – 4:45 PM

CHAMPIONSLIVE

Jan 12 - 14	Mon - Wed
Jan 15 - 17	Fri - Sun
Jan 29 - 31	Mon - Wed
Feb 9 - 11	Fri - Sun
Feb 19 - 21	Mon - Wed
Mar 11 - 13	Mon - Wed
Mar 22 - 24	Fri - Sun
Apr 1 - 3	Mon - Wed
Apr 12 - 14	Fri - Sun
Apr 22 - 24	Mon - Wed
May 9 - 11	Thu - Sat
May 20 - 22	Mon - Wed
Jun 7 - 9	Fri - Sun
Jun 17 - 19	Mon - Wed
Jul 8 - 10	Mon - Wed
Jul 26 - 28	Fri - Sun

VIRTUAL STUDY HALL

Champions School of Real Estate is proud to offer our Loan Officer Prep students the opportunity to attend **free ChampionsLive Study Hall sessions** where they can ask instructor direct questions about the material. Students can attend these sessions remotely using a webcam and microphone.

Every other Tuesday
from 6:00 – 9:00 PM

CHAMPIONSLIVE

Jan 2	Tue
Jan 16	Tue
Jan 30	Tue
Feb 13	Tue
Feb 27	Tue
Mar 12	Tue
Mar 26	Tue
Apr 9	Tue
Apr 23	Tue
May 7	Tue
May 21	Tue
Jun 4	Tue
Jun 18	Tue
Jul 2	Tue
Jul 16	Tue
Jul 30	Tue



NMLS:
1400073

NMLS LOAN ORIGINATOR ESSENTIAL DEVELOPMENT

The mortgage industry is complex. As a licensed loan officer, there is no such thing as being too prepared. These development courses will shine a light on important and often overlooked aspects of the business that will ultimately help you practice more effectively.



\$199

CHAMPIONSLIVE



Jan 10 - 11	Wed - Thu
Feb 7 - 8	Wed - Thu
Mar 13 - 14	Wed - Thu
Apr 10 - 11	Wed - Thu
May 8 - 9	Wed - Thu
Jun 12 - 13	Wed - Thu
Jul 10 - 11	Wed - Thu
Aug 7 - 8	Wed - Thu
Sep 11 - 12	Wed - Thu
Oct 9 - 10	Wed - Thu

2 Days 8:30 AM – 4:45 PM

ESSENTIAL MORTGAGE SKILLS

This course covers the day-to-day skills every residential mortgage loan originator needs to master if they are to be successful. Experienced originators have developed these skills and perform them instinctively. New originators must learn these skills and practice them every day until they become second nature.

TOPICS INCLUDE

- The application/interview process
- Understanding the importance of a complete 1003 mortgage application
- Evaluating and calculating borrower income and assets
- Analyzing credit report components
- Review of conventional conforming & underwriting guidelines
- The Texas One to Four Family Residential Contract

CHAMPIONSLIVE



Jan 18	Thu
Feb 22	Thu
Mar 21	Thu
Apr 18	Thu
May 16	Thu
Jun 20	Thu
Jul 18	Thu
Aug 22	Thu
Sep 19	Thu
Oct 17	Thu

9:00 AM – 12:00 PM

HOW TO MARKET YOURSELF AS A MORTGAGE LOAN OFFICER

\$49

This 3-hour dynamic marketing strategies course will assist new residential mortgage loan originators in developing skills and knowledge required for a successful career in the mortgage industry. New mortgage loan originators who take this marketing strategies course will be better equipped to practice ethically and effectively. This course addresses current techniques for a long-term, successful career in the mortgage loan industry.



**Additional study tools
available for Loan Officer
Exam Prep Students**

LOAN FLASH CARDS \$32

Master essential vocabulary with these handy flashcards, designed to supplement our MLO Exam Prep course. Access 400+ loan and finance concepts such as the Real Estate Settlement Procedures Act (RESPA), adjustable rate mortgages, the Truth in Lending Act (TILA), non-traditional mortgage products, and more.

SCAN TO JOIN



NMLS Exam Prep Facebook Group

Join an encouraging community of students and teachers sharing their experience and advice as you get ready to pass the NMLS National Exam.

NMLS LOAN ORIGINATOR CONTINUING EDUCATION

LATE 2023 8-HOUR CE SAFE COMPREHENSIVE \$135

LATEST AND GREATEST

This 8-Hour SAFE Comprehensive: Latest and Greatest class will provide the student a comprehensive review of the Federal laws, ethics, and lending principles essential for their development and advancement as a residential mortgage loan originator.

Designed to teach mortgage loan originators the required 8 hours of mandatory continuing education information which will ensure that they acquire proficiency in areas of study such as federal law and regulation, ethics, mortgage fraud, consumer protection law, and lending standards for the non-traditional mortgage product marketplace, the student will be presented with the information necessary to remain a proficient mortgage loan originator.

CE REQUIREMENTS

All loan officers are required to complete 8 hours of continuing education (CE) each year. The 8 hours of CE must include

- 3 hours of federal law
- 2 hours of ethics
- 2 hours of non-traditional mortgage lending
- 1 hour* of undefined education
(this may be an elective or a state specific course)

NMLS requires that you may not repeat the same course within a two-year period. Fortunately, we update our course yearly to ensure new content!

* Some states require more than 1 hour of elective credit.



I highly recommend Champions. I have been a sponsor and a student. Every time someone asks where to get their real estate or mortgage license, I refer them to Champions School of Real Estate. I definitely recommend them.

— Elvira Rodrigues, Fairway Mortgage



NATIONAL LOAN MORTGAGE ORIGINATOR EDUCATION

Champions School of Real Estate® offers loan origination pre-licensing and continuing education courses for states that do not have state-specific course requirements. For states other than Texas, we offer convenient online courses for your learning experience. Go to ChampionsSchool.com/loan/national to verify your state requirement.

PRE-LICENSING EDUCATION

\$329 – \$459

20-HOUR SAFE COMPREHENSIVE MORTGAGE LOAN FUNDAMENTALS

New state-licensed MLOs are required to complete 20 hours of NMLS-approved education. Important: This 20-hour course only fulfills all MLO pre-licensing education requirements for states that do not require state-specific content.

STATE SPECIFIC PRE-LICENSING EDUCATION MORTGAGE LOAN ORIGINATION

\$VARIES

State-specific education requirements can be found online at www.ChampionsSchool.com/loan/national

Available in All 50 States!

7 STEPS TO A TEXAS APPRAISER LICENSE PROGRAM

1 Take the Required Courses at Champions Appraisal School® Appraiser Trainee Program (79 hrs)

Courses must be completed before submitting application for approval as an appraiser trainee to TALCB.

- 🔍 **Basic Appraisal Principles** (30 hrs AQE)
- 🔍 **Basic Appraisal Procedures** (30 hrs AQE)
- 🔍 **15-Hour National USPAP Course — Uniform Standards of Professional Appraisal Practice** (15 hrs AQE)
This course must be completed within 24 months of filing your TALCB application. Students must pass with a 74%; re-takes are allowed and can be taken at any campus.
- 🔍 **Texas Appraising for the Supervisor and Trainee** (4 hrs AQE)

It is recommended students purchase and bring an HP 17B or HP 12C calculator with them to class.

Appraiser License Upgrades

If you are currently an appraiser trainee and want to upgrade your license, we offer the courses you'll need.

- 🔍 **Trainee to Licensed Residential Appraiser** — 154 hrs of AQE courses (79 hours + 75 additional hrs)
- 🔍 **Trainee to Certified Residential Appraiser** — 204 hrs of AQE courses (79 hours + 125 additional hrs)
- 🔍 **Trainee to Certified General Appraiser** — 304 hrs of AQE courses (79 hours + 225 additional hrs)

If you are currently a licensed residential appraiser or a certified residential appraiser, please visit the website to view the steps and hours needed to upgrade your license.

Courses can be completed during 1000 hour accrual experience.

2 Submit 79 Hours of Education and Appraiser Trainee Application to TALCB

- Submit all education hours and your appraisal trainee application to TALCB.
- Once you have completed the Appraiser Trainee Program's 79 hours, you must submit your education and Application for Approval to TALCB in the "My License" system on TALCB's website at www.talcb.texas.gov.
- Select "Register HERE to set up a user ID and password" and follow the steps to create an account. Once you have created an account, you will apply for a new license. The application fee for an appraiser trainee license is \$250 (plus a \$5 online fee).
- An appraiser trainee applicant must have a sponsoring certified appraiser. The application must be completed and signed by the appraiser trainee applicant AND by each sponsoring certified appraiser.

3 Complete Your 1,000 Hours of Experience Over a Minimum of a 6-Month Period

The TALCB requires that you legally complete 1,000 hours of experience supported by written reports prior to receiving your license. This generally equates to 250–300 residential appraisals. You must be sponsored and supervised by a Certified Appraiser. **1500** hours over a minimum of a 12 month period are required to upgrade to a certified residential appraiser license and **3000** hours over a minimum of 18 months are required to upgrade to a certified general appraiser license. <https://www.talcb.texas.gov/potential-license-holder/appraiser-trainee>

4 Complete Your Qualifying Education

As you undertake your experience hours as an appraisal trainee, you will also complete the required qualifying education courses. To become a licensed residential appraiser, you'll enroll in **Champions School of Real Estate's 75-Hour Licensed Residential Appraiser Program** and complete the following courses: Market Analysis and Highest and Best Use, Residential Valuation: Site Valuation and Cost Approach, Residential Valuation: Sales Comparison Approach and Income Approach, and Residential Valuation: Report Writing and Case Studies.

See Appraiser License Upgrades on following page (41) for licensing options. If you are currently a licensed residential appraiser or a certified residential appraiser, please visit the website to view the steps and hours needed to upgrade your license. Courses can be completed during your 1000 hour accrual experience.

5 Submit Your Licensed Residential Appraiser Application to TALCB

Submit completed application, experience log, signed affidavit, and a \$405 application fee (\$400 + \$5 online fee) to TALCB. Note: You must be at least 18 years of age and a legal resident of Texas for at least 60 days before filing your application.

6 Take the Exam Prep Class | Your Key to Passing the State Exam.

Choose a date from the [ChampionsLive](#) Appraisal Prep schedule and complete the course to prepare for the state exam.

7 Take the State Exam at Pearson VUE

- Your state exam will consist of 125 multiple choice questions and you will have 4 hours to complete the exam.
- The cost of the exam is \$55, payable to Pearson VUE. Upon passing the exam, TALCB will charge an \$80 federal registration fee.
- You can make an appointment by calling 800-997-1248 or visiting pearsonvue.com/tx/appraisers.

Congratulations! A licensed residential appraiser is licensed by TALCB and has met the educational, experiential, and testing requirements for licensing. The scope of work includes appraisal of non-complex residential 1-4 unit properties with a transactional value less than \$1,000,000. Licensed residential appraisers also have the authority to complete complex federally-related transactions (FRTs) and non-FRT transactions with a value less than \$400,000.

TEXAS APPRAISER QUALIFYING EDUCATION

CHAMPIONS SCHOOL OF REAL ESTATE® WILL HELP YOU SUCCESSFULLY PREPARE FOR A CAREER IN THE APPRAISAL INDUSTRY

Our students receive the most quality education available and our comprehensive education is created and taught by award-winning instructors. We ensure that you will receive the most accurate and up-to-date information to help you become a Champion!



QUALIFYING EDUCATION (QE)		Hours	Delivery	Price*
79-Hour Appraiser Supervisor Trainee Program This program is the first step of your appraisal career. Upon finishing these courses, you can start your apprenticeship as an appraisal trainee, working under an experienced appraiser to gain hours of hands-on experience. Completing these courses doesn't get you a license yet; think of them as prerequisite courses for the licensing program. Once done, you'll kick off your apprenticeship. Later, while you're a trainee, you'll join the 75-Hour Licensed Residential Appraiser Program.		79		\$1290 \$950 SAVE \$340
<ul style="list-style-type: none"> • 2024-2025 15-Hour National USPAP Course (15 hrs) • Real Estate Appraisal: Principles (30 hrs) • Real Estate Appraisal: Practices and Procedures (30 hrs) • Texas Appraising for the Supervisor and Trainee (4 hrs) 				
75-Hour Licensed Residential Appraiser Upgrade Program This licensing program covers the essential coursework for those aiming to become licensed residential appraisers. These courses will prepare you for the National Licensed Residential Real Property exam, which you'll take upon finishing the program. Once you complete the coursework, pass the exam, and acquire the required 1,000 experience hours, you'll obtain a residential appraiser license, officially earning the title of a licensed residential appraiser.		+75 154 Total		\$1110 \$840 SAVE \$270
<ul style="list-style-type: none"> • Market Analysis and Highest and Best Use (15 hrs) • Residential Valuation: Sales Comparison Approach and Income Approach (30 hrs) • Residential Valuation: Site Valuation and Cost Approach (15 hrs) • Residential Valuation: Report Writing and Case Studies (15 hrs) 				
QUALIFYING EDUCATION ONLINE PROGRAMS		Additional Hours	Delivery	Price*
Certified Residential Appraiser Upgrade Program In addition to the 79 course hours for the appraisal trainee license, 125 hours of qualifying education courses are required to become a certified residential appraiser. See website for courses required.		+125 204 Total		\$1855 \$1370 SAVE \$485
Certified General Appraiser Upgrade Program In addition to the 79 course hours for the appraisal trainee license, 225 hours of qualifying education courses are required to become a certified general appraiser. See website for courses required.		+225 304 Total		\$3234 \$2630 SAVE \$604
Course Delivery Options		CONTINUING EDUCATION (CE)		
 Virtual Classroom  Online Interactive  Online Correspondence Learn more about delivery methods at ChampionsSchool.com		Hours	Delivery	Price*
		28-Hour CE Renewal Program Renew your license every two years to maintain an active appraisal license. This 28-hour program has all the education you need to renew your Texas appraiser license		
		28	 	\$658 \$550 SAVE \$108
		<ul style="list-style-type: none"> • National USPAP Update Course (7 hrs) • An Appraiser as an Expert Witness (7 hrs, March 2024) • Residential Market Analysis (14 hrs) 		



TREC PROVIDER
#4530 | #0005

TEXAS APPRAISER QUALIFYING EDUCATION

WE OFFER EVERY COURSE YOU NEED TO BECOME A LICENSED RESIDENTIAL APPRAISER IN TEXAS

Prepare for a career in Texas real estate appraisal with a complete education program designed to help you succeed as an appraisal professional. Our courses will take you from learning basic principles of the business to having hands-on appraisal experience. We provide every course you will need in order to meet the Texas appraiser license requirements set forth by the Texas Appraiser Licensing and Certification Board (TALCB). To register for your class today, contact your local campus at 800-969-2599 and speak with a career counselor or visit us at www.ChampionsSchool.com/appraisal/tx/.

15-HOUR CE PROGRAM UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE

\$315

CHAMPIONSLIVE



Jan 24 - 25	Wed/Thu
Mar 4 - 5	Mon/Tue
Apr 22 - 23	Mon/Tue
Jun 10 - 11	Mon/Tue
8:30 AM - 4:45 PM	

In this course, you will engage in real-life simulations that promote understanding of professional standards, the code of ethics, and your obligations under the law. You will receive the latest edition of the Uniform Standards

of Professional Appraisal Practice (USPAP) to keep for your use. Also included are copies of the Federal Financial Institutions Standards and the latest Appraisal Standards Board Advisory Opinions. This course must be completed within 24 months of filing your TALCB application.

TEXAS APPRAISAL QUALIFYING EXAM PREP

\$199

**The essential preparation tool
for the state exam!**

CHAMPIONSLIVE



Jan 29 - 30	Mon/Tue
Feb 24 - 25	Sat/Sun
Mar 23 - 24	Sat/Sun
Apr 20 - 21	Sat/Sun
May 18 - 19	Sat/Sun
Jun 29 - 30	Sat/Sun
8:30 AM - 4:45 PM	

This course will prepare aspiring appraisers for the state exam. The material has over 150 questions to challenge the appraiser in preparation for the exam. No one should attempt the Texas appraisal exam without taking this course first.

CHAMPIONSLIVE



Date	Days	Course	Hours	Course
Jan 15 - 18	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	30	27852
Jan 19	Fri	Appraising for the Supervisor and Trainee	4	80975
Jan 22 - 23	Mon/Tue	Residential Valuation: Report Writing and Case Studies	15	27854
Jan 24 - 25	Wed/Thu	2024-2025 15-Hour National USPAP	15	27871
Jan 29 - 30	Mon/Tue	Appraisal Exam Prep		
Feb 5 - 6	Mon/Tue	Real Estate Appraisal: Principles	30	27856
Feb 12 - 15	Mon - Thu	Real Estate Appraisal: Practices and Procedures	30	27855
Feb 16	Fri	Appraising for the Supervisor and Trainee	4	80975
Feb 21 - 22	Wed/Thu	Market Analysis and Highest and Best Use	15	48107
Feb 26 - 29	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	30	27852
Mar 4 - 5	Mon/Tue	2024-2025 15-Hour National USPAP	15	27871
Mar 6 - 7	Wed/Thu	Residential Valuation: Report Writing and Case Studies	15	27854
Mar 13 - 14	Wed/Thu	Residential Valuation: Site Valuation and Cost Approach	15	27853
Mar 15	Fri	Appraising for the Supervisor and Trainee	4	80975
Mar 20 - 21	Wed/Thu	Market Analysis and Highest and Best Use	15	48107
Mar 25 - 28	Mon - Thu	Real Estate Appraisal: Principles	30	27856
Mar 29 - 30	Fri/Sat	Appraisal Exam Prep		
Apr 1 - 4	Mon - Thu	Real Estate Appraisal: Practices and Procedures	30	27855
Apr 8 - 11	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	30	27852
Apr 17 - 18	Wed/Thu	Market Analysis and Highest and Best Use	15	48107
Apr 19	Fri	Appraising for the Supervisor and Trainee	4	80975
Apr 22 - 23	Mon/Tue	2024-2025 15-Hour National USPAP	15	27871
Apr 24 - 25	Wed/Thu	Residential Valuation: Site Valuation and Cost Approach	15	27853
Apr 27 - 28	Sat/Sun	Appraisal Exam Prep		
Apr 29 - 30	Mon/Tue	Residential Valuation: Report Writing and Case Studies	15	27854
May 6 - 9	Mon - Thu	Real Estate Appraisal: Principles	30	27856
May 13 - 16	Mon - Thu	Real Estate Appraisal: Practices and Procedures	30	27855
May 17	Fri	Appraising for the Supervisor and Trainee	4	80975
May 18 - 19	Sat/Sun	Appraisal Exam Prep		
May 22 - 23	Wed/Thu	Market Analysis and Highest and Best Use	15	48107
May 28 - 31	Tue - Fri	Residential Valuation: Sales Comparison Approach and Income Approach	30	27852
May 28 - 31	Tue - Fri	Residential Valuation: Sales Comparison Approach and Income Approach	30	27854

APPRAISER Q&A

COURSE DESCRIPTIONS

79-Hour Trainee Program Courses

2024-2025 15-Hour National USPAP provides critical information regarding the Uniform Standards of Professional Appraisal Practice. The course details ethical standards, explains how USPAP concepts apply to everyday situations, and drives home the importance of impartiality.

Real Estate Appraisal: Principles covers real property concepts and characteristics, legal considerations, value influences, real estate finance, appraisal ethics, and more. With theory, case studies, and examples, this is an essential first step toward mastery of basic appraisal principles.

Real Estate Appraisal: Practices and Procedures expands upon basic appraisal principles and covers appraisal development processes, property data analysis, building processes and construction terminology, the reconciliation process, and an overview of Fannie Mae forms.

Appraising for the Supervisor and Trainee covers many topics, from national appraisal regulatory bodies to the roles and duties of trainees and supervisory appraisers. With a comprehensive overview of appraisal ethics and best practices, this course is replete with crucial concepts.

75-Hour Licensed Residential Appraiser Upgrade Program

Market Analysis and Highest and Best Use delves into market fundamentals, including supply and demand analyses. This comprehensive study encompasses the application of market analysis in evaluating the four tests of highest and best use, also known as test constraints.

Residential Valuation: Site Valuation and Cost Approach covers a broad variety of concepts that build upon basic knowledge, including site analysis and land valuation methods, valuation of improvements, developing the cost approach, estimating depreciation, and reconciling final costs.

Residential Valuation: Sales Comparison Approach and Income Approach encompasses a wide array of topics, including comparable sale selection, data analysis, market value and valuation principles, appraisal calculations, investment properties, and utilizing the "income approach."

Residential Valuation: Report Writing and Case Studies provides aspiring appraisers with a comprehensive overview of the report-writing process, an essential skill for anyone in the profession. This course covers USPAP compliance, report requirements, addenda and other forms, and more.

Appraisal Exam Prep streamlines the studying process for the National Licensed Residential Real Property exam, covering all essential material and providing online mock exams to aid in preparation. Your enrollment grants a year of free retakes, allowing you to retake the course until you feel fully prepared.

TEXAS APPRAISER CONTINUING EDUCATION

RENEW YOUR LICENSE EVERY TWO YEARS TO MAINTAIN AN ACTIVE APPRAISAL LICENSE

CHAMPIONSLIVE

Feb 19 - 22 Mon - Thu

Mar 18 - 21 Mon - Thu

8:30 AM – 4:45 PM

Continuing education is not just a requirement from the Texas Appraiser Licensing and Certification Board, it is your chance to connect with other industry professionals, learn what is happening in the industry, and see where the industry is headed.

28-HOUR CE APPRAISAL PROGRAM

Day Delivery Price

7-Hour National USPAP Update Course	Mon		
7-Hour An Appraiser as an Expert Witness	Tue		\$550
14-Hour Residential Market Analysis	Wed/Thu		
7-Hour 2024–2025 National USPAP Update Course			\$235
3-Hour Best Practices for Completing Bifurcated & Hybrid Appraisals			\$79

CONTINUING EDUCATION (CE)

ACE Hours Delivery Price

2024–2025 7-Hour National USPAP Update Course	47870	7		\$235
The FHA Handbook 4000.1	34010	7		\$135
Residential Construction and the Appraiser	36109	7		\$135
Residential Property Inspection for Appraisers	37025	7		\$135
Appraisal of REO and Foreclosure Properties	38039	7		\$135
Residential Report Writing: More Than Forms	38294	7		\$135
Green Building Concepts for Appraisers	41255	7		\$135
The Cost Approach	34338	7		\$135
Valuation of Residential Green Buildings	41246	4		\$105
Fair Housing, Bias, and Discrimination	43157	4		\$105
Supervisor — Trainee Course for Texas	27783	4		\$105
Best Practices for Completing Bifurcated and Hybrid Appraisals	40544	3		\$79



6 STEPS TO A TEXAS INSPECTOR LICENSE

EVERYTHING YOU NEED TO KNOW TO MEET THE TEXAS HOME INSPECTOR LICENSE REQUIREMENTS!

Complete Core Inspector Classes at Champions School of Professional Inspection™

Complete 194 Education hours to become a Professional Home Inspector. These hours are broken down into National and State.

1

110 National Education hours include the following:

- 40-Hour Property and Building Inspection Module I
- 40-Hour Property and Building Inspection Module II
- 20-Hour Analysis of Findings and Reporting Module
- 10-Hour Business Operations and Professional Responsibilities Module

84 State Education hours include the following:

- 24-Hour Texas Standards of Practice Module
- 20-Hour Texas Law Module
- 40-Hour Texas Practicum

Please Note - We recommend completing the 110-Hour National courses first, then filing your application with TREC to become eligible for the National portion of the State Exam. However, you may continue on with the State portion of the program and take both the National and State portion of the State Exam at the same time. You cannot take the State portion before the National portion.

Please Note - A Real Estate Inspector must work under a Professional Home Inspector and cannot work on their own.

Submit Professional Inspector License Application and Educational Documents to TREC

Once you have completed the 110 hours of National Education hours at Champions, you will need to submit your certificates of completion, Inspector license application, application fee, and if applicable, experience records to the Texas Real Estate Commission by mail.

Please Note - The application fee for a Professional Inspector license is \$120 and should be paid by cashier's check, personal check, or money order payable to the Texas Real Estate Commission. Mail your documentation to: Texas Real Estate Commission, PO Box 12188, Austin, Texas 78711-2188

2

Take the National/State Exam Prep Course at Champions School of Real Estate® 🔑

While waiting for your application to be approved, our Exam Prep course is the perfect tool to keep your knowledge fresh and help you prepare for the exam. You may retake the course as many times as you like for one year at no additional charge!

3

Get Your Fingerprints taken and Pass a Background Check

You are required by law to have fingerprints (www.trec.texas.gov/fingerprint-requirements) on file with the Texas Department of Public Safety (DPS) so a background check can be performed. Fingerprints from other agencies will not be accepted. The fingerprinting fee is \$38.25.

Please Note - A license will not be issued if the background check has not been passed or if E+O insurance is not on file. Expect a delay if you are notified of an investigation into your background history.

4

Pass the National and State Exam within one year of filing application with TREC

The final step in obtaining your license is to pass the State Exam within one year of filing your application. Go to the Prep page to learn all the details about the Professional Inspector National/State Exam. Costs of the exam:

- **National Exam** - \$199. Exam fee is due at time of scheduling
- **State Exam** - \$55. Exam fee due at time of scheduling

Please Note - In order to take the National or State exam, your application must first be approved by the Texas Real Estate Commission. Upon approval, you will receive an Exam Candidate Handbook that will include instructions explaining how to schedule your exam. You cannot take the State portion before the National portion.

Pearson Vue Contact Information: (800) 997-1248 | www.pearsonvue.com/tx/inspectors/














5

Renew your license every two years by completing your Inspector Continuing Education

Annually complete your Inspector Continuing Education requirement by completing 32 hours of Continuing Education every 2 years (must be different courses). We recommend that you take your education from Champions School of Real Estate® and submit your renewal application and pay the renewal fee to TREC. The 32 hours of continuing education must include 4 hours of Inspector Legal & Ethics and 4 hours of Standards of Practice Review.

6

TEXAS INSPECTOR QUALIFYING EDUCATION

QUALIFYING EDUCATION (QE)	Program Hours	Delivery	Price*
PROFESSIONAL REAL ESTATE INSPECTOR PROGRAMS			
194-HOUR PROFESSIONAL LICENSE PROGRAM W/ TEXAS PRACTICUM 110-Hour Professional Inspector National Modules <ul style="list-style-type: none"> 40-Hour Property and Building Inspection Module I and Module II (80hrs) 20-Hour Analysis of Findings and Reporting Module 10-Hour Business Operations and Professional Responsibilities Module Inspector Exam Prep Course 84-Hour Professional Inspector State Modules <ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module 20-Hour Texas Law Module Inspector Exam Prep Course 40-Hour Texas Practicum 	194		\$5824 \$2999 SAVE \$2825!
154-HOUR PROFESSIONAL INSPECTOR PROGRAM W/O TEXAS PRACTICUM 110-Hour Professional Inspector National Modules <ul style="list-style-type: none"> 40-Hour Property and Building Inspection Module I and Module II (80hrs) 20-Hour Analysis of Findings and Reporting Module 10-Hour Business Operations and Professional Responsibilities Module Inspector Exam Prep Course 44-Hour Professional Inspector State Modules <ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module 20-Hour Texas Law Module Inspector Exam Prep Course 	154		\$3725 \$2739 SAVE \$986!
REAL ESTATE INSPECTOR PROGRAMS <div>NOTE A Real Estate Inspector must work under a Professional Home Inspector and cannot work on their own.</div>			
154-HOUR REAL ESTATE INSPECTOR PROGRAM W/ TEXAS PRACTICUM 90-Hour Inspector National Modules <ul style="list-style-type: none"> 40-Hour Property and Building Inspection Module I and Module II (80hrs) 10-Hour Business Operations and Professional Responsibilities Module Inspector Exam Prep Course 64-Hour Real Estate Inspector State Modules <ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module 40-Hour Texas Practicum Inspector Exam Prep Course 	154		\$5034 \$2674 SAVE \$2360!
114-HOUR REAL ESTATE INSPECTOR PROGRAM W/O TEXAS PRACTICUM 90-Hour Inspector National Modules (see course list above) 24-Hour Real Estate Inspector State Modules <ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module Inspector Exam Prep Course 	114		\$2935 \$1674 SAVE \$1261!
INDIVIDUAL COURSES			
40-Hour Texas Practicum	39929	40	 \$2099
40-Hour Property and Building Inspection Module I	39925	40	 \$700
40-Hour Property and Building Inspection Module II	39926	40	 \$700
24-Hour Texas Standards of Practice Module	39928	24	 \$440
20-Hr Analysis of Findings and Reporting Module	39923	20	 \$490
20-Hr Texas Law Module	39927	20	 \$270
10-Hr Business Operations and Professional Responsibilities Module	39924	10	 \$300
Professional Inspector Exam Prep 		24	 \$745





"Champions School of Real Estate did an outstanding job in training me to become a Texas Home Inspector. I was educated, confident, and able to hit the ground running on my first home inspection. The inspectors course material and instructors are much more thorough than any national inspectors' training course. I highly recommend Champions School of Real Estate."

— Daryl H. Austin

"Thanks for taking the time to create, continue, and perfect the Home Inspector Program, it has truly changed my life!"

— Nayron H. Houston

Course Delivery Options

-  Virtual Classroom
-  Online Correspondence
-  Correspondence
-  Classroom

Learn More About Delivery Methods at www.ChampionsSchool.com

TEXAS INSPECTOR QUALIFYING EDUCATION

Everything You Need to Kick Off a New Career in Home Inspection. Successfully prepare for a new career in the Professional Inspector industry with high quality home inspection pre-license education. Our comprehensive home inspection courses are created and taught by award winning instructors that ensure you receive the most accurate and up-to-date industry knowledge.

FREE

SUPPLEMENTAL CLASSES

As a Home Inspection student taking your Qualifying Education courses, you can take advantage of an instructor-led virtual or classroom session to help you learn.

Supplemental classes are in addition to your Online studies; these classes do not replace online courses.

Prerequisite Must read as much of the course material as possible before attending. Classes are designed to be taken in order:

- Property & Building Inspection | Module I
- Property & Building Inspection | Module II
- Analysis of Findings & Reporting Module
- Business Operations & Professional Responsibilities Module
- Texas Standards of Practice
- Texas Law

Property & Building Inspection – Module I

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Jan 10 – 13	Tue – Fri
Jan 31 – Feb 3	Wed – Sat
Feb 19 – 22	Mon – Thu
Mar 6 – 9	Wed – Sat
Mar 23 – 26	Sat – Tue
Apr 8 – 11	Mon – Thu
Apr 29 – May 2	Mon – Thu
May 20 – 23	Mon – Thu
Jun 5 – 8	Wed – Sat
Jun 17 – 20	Mon – Thu
Jul 11 – 14	Thu – Sun
Jul 27 – 30	Sat – Tue

AUSTIN

Jan 10 – 13	Wed – Sat
Feb 19 – 22	Mon – Thu
Mar 23 – 26	Sat – Tue
Jun 5 – 8	Wed – Sat
Jul 11 – 14	Thu – Sun

HOUSTON NORTH

Feb 7 – 10	Wed – Sat
Apr 8 – 11	Mon – Thu
Aug 1 – 4	Thu – Sun

Property & Building Inspection – Module II

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Jan 2 – 5	Tue – Fri
Jan 25 – 28	Thu – Sun
Feb 7 – 10	Wed – Sat
Feb 28 – Mar 2	Wed – Sat
Apr 1 – 4	Mon – Thu
Apr 22 – 25	Mon – Thu
May 7 – 10	Tue – Fri
Jun 12 – 15	Wed – Sat
Jun 27 – 30	Thu – Sun
Jul 17 – 20	Wed – Sat
Aug 1 – 4	Thu – Sun

Analysis of Findings and Reporting Module

Day 1: 8:30 AM – 5:30 PM

Day 2: 8:30 AM – 12:30 PM

CHAMPIONSLIVE

Jan 19 – 20	Fri/Sat
Feb 16 – 17	Fri/Sat
Mar 14 – 15	Thu/Fri
Apr 15 – 16	Mon/Tue
May 14 – 15	Tue/Wed
Jun 14 – 15	Fri/Sat
Jul 18 – 19	Thu/Fri

AUSTIN

Feb 16 – 17	Fri/Sat
Mar 14 – 15	Thu/Fri
Jun 14 – 15	Fri/Sat
Jul 18 – 19	Thu/Fri

Business Operations & Professional Responsibilities Module

Half Day: 1:30 PM – 5:30 PM

CHAMPIONSLIVE

Jan 20	Sat
Feb 17	Sat
Mar 15	Fri
Apr 16	Tue
May 15	Wed
Jun 15	Sat
Jul 19	Fri

AUSTIN

Feb 17	Sat
Mar 15	Fri
Jun 15	Sat
Jul 19	Fri

Texas Standards of Practice

Virtual/Classroom attendance required

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Jan 8 – 9	Mon/Tue
Jan 25 – 26	Thu/Fri
Feb 2 – 3	Fri/Sat
Feb 23 – 24	Fri/Sat
Mar 5 – 6	Tue/Wed
Mar 21 – 22	Thu/Fri
Apr 19 – 20	Fri/Sat
May 6 – 7	Mon/Tue
May 17 – 18	Fri/Sat
Jun 1 – 2	Sat/Sun
Jun 21 – 22	Fri/Sat
Jul 2 – 3	Tue/Wed
Jul 24 – 25	Wed/Thu





Texas Law Module

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Feb 1	Thu
Mar 4	Mon
Apr 18	Thu
May 16	Thu
Jun 20	Thu
Jul 23	Tue

Course Delivery Options

-  Virtual Classroom
-  Online Correspondence
-  Correspondence
-  Classroom

Learn More About
Delivery Methods at
www.ChampionsSchool.com

40-HOUR TEXAS PRACTICUM

\$2099

Prior to attending the 40-Hour Texas Practicum, all course modules must be completed.

Including attending a virtual supplemental or classroom for Texas SOP.

Please contact a Career Counselor when you're ready to schedule the Texas Practicum (maximum 4 students).

PROFESSIONAL INSPECTION EXAM PREP

\$745

This prep course will prepare you for the state exam so you can pass on the first try. It covers the subject matter and questions similar to what you may see on the state inspector's exams. All areas of inspector qualifying information are included in this course, including tips and strategies that will increase your likelihood of passing the state exam.

National Exam Prep		State Exam Prep	
CHAMPIONS LIVE		CHAMPIONS LIVE	
Jan 29 – 31	Mon – Wed	Jan 31	Wed
Feb 24 – 26	Sat – Mon	Feb 26	Mon
Mar 7 – 9	Thu – Sat	Mar 9	Sat
Mar 26 – 28	Tue – Thu	Mar 29	Fri
Apr 12 – 14	Fri – Sun	Apr 14	Sun
Apr 24 – 26	Wed – Fri	Apr 26	Fri
May 8 – 10	Wed – Fri	May 10	Fri
May 28 – 30	Tue – Thu	May 30	Thu
Jun 10 – 12	Mon – Wed	Jun 12	Wed
Jun 24 – 26	Mon – Wed	Jun 26	Wed
Jul 8 – 10	Mon – Wed	Jul 10	Wed
Jul 29 – 31	Mon – Wed	Jul 31	Wed
AUSTIN		AUSTIN	
Feb 24 – 26	Sat – Mon	Feb 26	Mon
Mar 7 – 9	Thu – Sat	Mar 9	Sat
Apr 24 – 26	Wed – Fri	Apr 26	Fri
May 28 – 30	Tue – Thu	May 30	Thu
Jun 10 – 12	Mon – Wed	Jun 12	Wed
Jul 29 – 31	Mon – Wed	Jul 31	Wed
Day 1 & 2	8:30 AM - 6:00 PM	Jun 12	Wed
Day 3	8:30 AM - 12:30 PM	Jul 31	Wed
		1:30 PM - 6:00 PM	

Professional Inspector Exam Details

National Exam - \$199 Exam fee is due at time of scheduling

- 4 hours, 200 National Questions (25 pretest questions that do not affect a candidate's score); Multiple choice
- National passing score is on a weighted 200 to 800 cut score with 500 as the pass point
- May take three times prior to the application expiration date (1 year)
- No required waiting time between test attempts

Please Note - If you fail either the National or State portions three times, additional education is required for that portion before you can retake the exam. See website for details.

State Exam - \$55 Exam fee due at time of scheduling

- 45 minutes; 30 State Questions (5 pretest questions that do not affect a candidate's score); Multiple choice
- State passing score of 75% or higher
- May take 3 times prior to the application expiration date (1 year)
- No required waiting time between test attempts

INSPECTOR CAREER NIGHT

Considering a Career in Home Inspection?

If you've thought about a home inspection career, we encourage you to attend an upcoming FREE career night seminar. Champions School of Real Estate career nights are designed to provide you with the information you need to know in order to make an informed decision about a career in home inspection.

CALL A CAMPUS TO REGISTER

Austin Campus
512-244-3545

Dallas Campus
972-867-4100

Houston Galleria Campus
713-629-4543

Houston West Campus
281-496-7386

Championslive Campus
713-580-4946

Fort Worth Campus
214-687-0000

Houston North Campus
281-893-4484

San Antonio Campus
210-349-7600

Career Night		Career Night	
6:00 PM – 7:00 PM		6:00 PM – 7:00 PM	
AUSTIN		HOUSTON NORTH	
Jan 16	Tue	Jan 2	Tue
Feb 20	Tue	Feb 8	Thu
May 21	Tue	Mar 12	Tue
Jun 12	Wed	Apr 9	Tue
Jul 18	Thu	Jun 3	Mon
		Jul 23	Tue
DALLAS		SAN ANTONIO	
Jan 15	Mon	Jan 3	Wed
Feb 13	Tue	May 6	Mon
Apr 22	Mon	Jul 17	Wed
May 14	Tue		
Jul 15	Mon		
		CHAMPIONS LIVE	
		Jan 16	Tue
		Feb 20	Tue
		April 15	Mon
		May 21	Tue
		Jun 12	Wed
		Jul 18	Thu

VIRTUAL STUDY HALL FREE

Students enrolled for the Inspector Program are eligible to register for ChampionsLive! Study Hall sessions at no additional cost.

Using a webcam and microphone, students can submit questions about topics they need help with and can interact directly with the instructor

CHAMPIONS LIVE	
Feb 1	Thu
Feb 15	Thu
Mar 7	Thu
Mar 21	Thu
Apr 4	Thu
Apr 18	Thu
May 9	Thu
May 23	Thu
Jun 6	Thu
Jun 20	Thu
Jul 11	Thu
Jul 25	Thu
6 PM - 8 PM	

TEXAS INSPECTOR CONTINUING EDUCATION

8-HOUR CE COURSES

• Grounding vs Bonding Inspection Course

Increase your understanding of Grounding vs Bonding, How to properly apply the NEC Rules, Complete illustrations of the proper application of the Code Rules, Clear up misconceptions about Grounding and Bonding

• 8-Hour Required ICE Courses

Inspector Legal & Ethics and SOP Review

Inspector guidelines, Professional ethics, conduct, and legal standards

• Texas SOP Form/Report Writing

Required use of report form, Sample report writing language, Proper Report Writing to increase business

• Texas Standards of Practice General Provisions

Inspection Field Trip

Guidelines that support each provision, Essential elements that require an opinion, Inspection process according to the SOP, Evaluation of components according to the SOP

• Red Flags Property Inspection

What are they and what causes them, Inspecting for Red Flags inside and outside the home, Structural Red Flag defects, Major mechanical systems Red Flags, Inspection Field Trip (if possible)

• Stucco Inspection Course (Exterior)

Proper inspection techniques, Stucco components & systems, System condition and flashing details, Recognizing deficiencies

• Landscape Irrigation (Sprinkler Systems)

Proper inspection techniques, Terminology and components, required backflow prevention for safety, risk reduction strategies/ TCEQ Rules

• Performing Residential Building Inspection

The purpose of new construction building rough-in and final inspections, Describes the building inspection in a step-by-step fashion and limitations, Complete inspection checklists, required areas of inspection, Foundation inspection, Floor, ceiling, and wall framing inspections; roof framing inspection, Roof covering inspection, Safety inspection, Interior and exterior finish covering inspection, Report writing/comment language

16-HOUR CE COURSES

• Road to Success for Inspectors

Provides step-by-step guidance to starting up and maintaining their real estate inspection business, Learn methods in building business and marketing, Practice skill-developing dialogues to help gain confidence with clients and business development

• Swimming Pool Operator/Inspector

Basic Concepts (Residential/Commercial), Pool and Spa Barriers Electrical Safety, Water Balance/Clarity/Testing, Water Circulation and Filtration, Inspection Checklist

• A Non-Technical Guide to Soils and Foundations

Learn how a foundation and structure works, Learn how to interpret signs of deficiencies, Be able to render a written opinion, Understand the SOP General Provisions of Structural Systems

• Commercial Inspections Course

ASTM Standards/ Walk through survey, Property Condition Report (PCR and PCA), Multiple building, retail building, office building considerations, The Team Approach / Business Considerations, Marketing / Report Writing

\$125

\$145

\$180

\$195

\$195

\$195

\$275

CHAMPIONSLIVE

Feb 5 – 6	Mon/Tue	Road to Success	16
Feb 15	Thu	Red Flags	8
Mar 2	Sat	Legal & Ethics/SOP Review	8
Mar 13	Wed	Standards of Practice Report Writing	8
Mar 22	Fri	Landscape Irrigation	8
Apr 18 – 19	Fri/Sat	Road to Success	16
May 13	Mon	Red Flags	8
May 17	Fri	Landscape Irrigation	8
Jun 18	Tue	Legal & Ethics/SOP Review	8
Jul 22	Mon	Standards of Practice Report Writing	8

AUSTIN

Jan 16 – 17	Tue/Wed	Pool and Spa	16
Feb 5 - 6	Mon/Tue	Road to Success	16
Feb 15	Thu	Red Flags	8
Mar 13	Wed	Standards of Practice Report Writing	8
Apr 18 - 19	Fri/Sat	Road to Success	16
May 13	Mon	Red Flags	8
May 21 – 22	Tue/Wed	Pool and Spa	16
Jun 17	Mon	Residential Building Inspection	8
Jul 22	Mon	Standards of Practice Report Writing	8

DALLAS

Feb 9	Fri	Landscape Irrigation	8
Feb 24	Sat	Grounding and Bonding	8
Mar 1 – 2	Fri/Sat	Commercial Inspections	16
Mar 18 – 19	Mon/Tue	Pool & Spa Certification	16
Apr 13	Sat	Grounding and Bonding	8
May 3	Fri	Landscape Irrigation	8
May 14 – 15	Tue/Wed	Pool & Spa Certification	16
Jul 19 - 20	Fri/Sat	Commercial Inspections	16

HOUSTON NORTH

Jan 8	Mon	Home Pool Essentials	8
Feb 9	Fri	Legal & Ethics/SOP Review	8
Feb 10	Sat	Stucco/Exteriors	8
Feb 28	Wed	Residential Building Inspection	8
Mar 9	Sat	Grounding vs Bonding	8
Mar 22 – 23	Fri/Sat	Pool & Spa Certification	16
Apr 6	Sat	SOP General Provisions	8
May 24	Fri	Legal & Ethics/SOP Review	8
May 25	Sat	Stucco/Exteriors	8
Jun 28	Fri	Home Pool Essentials	8
Jun 29	Sat	Standards of Practice Report Writing	8
Jul 19	Fri	Legal & Ethics/SOP Review	8
Jul 20	Sat	Red Flags	8
Jul 23 – 24	Tue/Wed	Pool & Spa Certification	16

SAN ANTONIO

Apr 16 –17	Tue-/Wed	Pool & Spa Certification	16
8:30 AM – 4:45 PM			

TEXAS INSPECTOR CONTINUING EDUCATION

8-HOUR

TEXAS INSPECTOR CE PROGRAM Inspector Legal & Ethics and SOP Review

This course will emphasize practical training and cover a wide array of topics that are relevant to Home Inspectors. Topics covered include Standards of Practice Review of Report Writing, Structural Systems, HVAC (heating, air conditioning, ventilation systems), Electrical Systems, Roofing, Plumbing Systems, and more.

- Approval 46863
- 8 Credit Hours (TREC)
- Textbook(s) included

\$125



\$385

32-HOUR

TEXAS INSPECTOR CE PROGRAM

For each 2-year license period, the Professional Inspector must complete 32 hours of TREC approved, CE courses including 8 hours of Inspector Legal & Ethics and Texas Standards of Practice Review.

Electives

- **8-Hour** Appliances (Online), Grounding vs Bonding, Red Flags Property Inspection, SOP General Provisions, and SOP Report Writing
- **16-Hour** Swimming Pool Operator, Road to Success for Inspectors, Soils & Foundations

Please call a counselor to get pricing and enroll in a specialized 32-Hour Program!

- **Specialty Programs Available** Commercial Inspection, Performing Residential Building Inspection, CPO/CPI Certification courses, Landscape Irrigation

NOTE An inspector is not eligible to receive more than 16 hours of continuing education credit for any one single subject.

INSPECTOR CE COURSE	COURSE #	METHOD	HOURS	COST
Appliances ICE	43031 43032		8	\$125
Commercial Inspections	43330		16	\$275
Electrical Grounding vs Bonding	44837 43310		8	\$125
Home Pool Essentials	43851		8	\$125
Legal & Ethics/Texas SOP Review	41541		8	\$125
Landscape Irrigation	44507 43033		8	\$145
Performing Residential Building Inspection	42476		8	\$180
Certified Pool Operator	44509		16	\$195
Red Flags Property Inspection	44508 43030		8	\$125
Road to Success	45455		16	\$195
TX SOP - Gen. Provisions	42474 42475		8	\$125
TX SOP - Report Writing	42472 42473		8	\$125
Soils and Foundations	48100 48101		16	\$195
Stucco/Exterior	44836		8	\$125
Swimming Pool Inspector	43309		16	\$195

POOL & HOT TUB ALLIANCE (PHTA) CERTIFICATION FOR OPERATORS/INSPECTORS Inspector Legal & Ethics and SOP Review

Water chemistry, testing, chemical additions & safety, Calculations for efficient operations, Safety considerations, Pool/Spa inspection/checklist

- CE Only \$195
- CPO Certification Only \$380
- CPO & CPI Course \$450

www.ChampionsSchool.com/home-inspection/tx/cpo/

CPO Certification (5 Years) • CPI Certification (3 Years)

To become certified as a CPI (Certified Pool Inspector®), you must complete the CPO and CPI courses through Champions and take the CPI Exam with PHTA (Pool and Hot Tub Alliance).

An additional registration form and \$115 fee for the CPI exam is required.

INSPECTOR APPRECIATION DAY

LUNCHEON & FREE MARKETING SEMINAR

Friday
April 5th
9:00 AM - 4:00 PM

HOUSTON NORTH CAMPUS
7302 N Grand Pkwy W
Spring, TX 77379

**CALL TO SAVE
YOUR FREE SPOT**
281-893-4484

**GIVE-
AWAYS!**

AUSTIN		
May 21 – 22	Tue/Wed	
DALLAS		
Mar 18 – 19	Mon/Tue	
May 14 – 15	Tue/Wed	
HOUSTON NORTH		
Mar 22 – 23	Fri/Sat	
Jul 23 – 24	Tue/Wed	
SAN ANTONIO		
Apr 16 – 17	Tue/Wed	
8:30 AM – 4:45 PM		

CONTACT

Austin Campus
512-244-3545

Dallas Campus
972-867-4100

Houston North Campus
281-893-4484

San Antonio
210-349-7600

SUCCESS THROUGH[®] BUSINESS ETIQUETTE



Christy Mendelow
Statewide Instructor

A POLISHED, PROFESSIONAL DEMEANOR IS THE EDGE YOU DESERVE

Tell your partners and associates that you take their time and business seriously by demonstrating impeccable business etiquette.

Set yourself apart from the competition with the Champions School of Business Etiquette course. In our history, we have developed thousands of professionals. Our low-stress, two-day program molds emerging professionals into poised, polished executives ready to meet the challenges of the modern business world. Get started on your path to career advancement.

Choose To Be a Champion™ today!

COURSE TOPICS INCLUDE

- Dining etiquette
- Cultural mannerisms
- Personality profiling
- Organizational skills
- Powerful first impressions
- Dressing for success
- Body language
- Public speaking
- The job interview
- How to make introductions
- Etiquette in the workplace
- Strengthening your people skills
- Closing exercises



"These are life skills everyone needs!"
— **A. WRIGHT**

"Christy is a great instructor and coach. We will be back in 2 years and requiring everyone on our team to take this course!"
— **N. TRIONETHAO**

CHAMPIONS LIVE	
Jan 27 – 28	Sat/Sun
Feb 17 – 18	Sat/Sun
Mar 16 – 17	Sat/Sun
Apr 20 – 21	Sat/Sun
May 18 – 19	Sat/Sun
Jun 22 – 23	Sat/Sun
Jul 27 – 28	Sat/Sun
Aug 24 – 25	Sat/Sun
Sep 21 – 22	Sat/Sun
Oct 19 – 20	Sat/Sun
SCHEDULE	
9:00 AM – 4:00 PM	

2-DAY PROGRAM INCLUDES

- Approved course materials
- Certificate of program acknowledgement
- Personalized letter of completion
- Online textbook

2-Day Success Through Business Etiquette Program

\$199 **ChampionsLive**
 Online Correspondence



ENROLL TODAY

888-335-6767

www.ChampionsSchool.com/business-etiquette-school

I HAVE MY LICENSE... NOW WHAT DO I DO?

30 DAYS to Success! IN REAL ESTATE



JUMP-START YOUR NEW CAREER!

\$79

The **30 Days to Success in Real Estate!** training workbook provides daily, hands-on exercises that will help you launch your new career. Included with each lesson is a complementary video in which Champions CEO Rita Santamaria provides in-depth explanations and tips. Watch the coaching videos alongside each lesson and learn how to thrive as a new agent. Over the course of just a month, you'll be miles ahead of your competitors. Whether you're a brand new agent or a seasoned professional in need of a refresher, this training will work for you!

COURSE INCLUDES

- 30 Days to Success in Real Estate training workbook — the day-to-day training course to get your new career off the ground
- Daily videos featuring your personal coach, Rita Santamaria
- How to create a financial business plan
- Ready-to-use scripts for common real estate situations

ENROLL TODAY!

Call 800-969-2599

www.ChampionsSchool.com/coach

Choose To Be a Champion™



Rita Santamaria,
Founder/CEO,
Champions School
of Real Estate®

**30 DAYS TO SUCCESS
IN REAL ESTATE**
Video Coaching Program



**SUCCESS THROUGH
BUSINESS ETIQUETTE**
2-Day Program



**TWO-COURSE
COACHING PACKAGE**

\$258 (Save \$45)

These professional development courses are not for TREC credit.

CHAMPIONS IS PROUD TO BE THE LARGEST REAL ESTATE SCHOOL IN TEXAS!

Champions School of Real Estate is top notch! They care about their real estate education! The test prep courses that they offer are phenomenal and set you up for success to pass the test! The classes are comprehensive and interactive, which really helps you retain the information! Thank you, Champions, for helping me succeed and be a valuable real estate agent!

— Marsha Sikes
Keller Williams Realty

As a long time student and known productivity coach, my job is to get agents up and practicing real estate. New agents who came from CSRE are better prepared for their real estate career!

— David Burton
Keller Williams Lake Travis

Champions School of Real Estate is where I go for all my education requirements. The instructors, staff, and students have been wonderful! I'm so excited that we're all a team and growing together. I wouldn't go anywhere else!

— Dorothy Palmore/Mallory Mandy
Realtor, eXp Realty

I met my broker nine years ago while doing continuing education at Champions School of Real Estate. Without that introduction, I would not be where I am today.

— Ray Albers
Network Realty of Dallas

Six years ago, I decided to pursue a career in real estate. I did my research and decided to get my training from the best—Champions School of Real Estate. Because they offer so many methods of training, and different locations for their schools, I was able to take my classes on MY schedule! After taking the prep classes, I passed the State and national Exam on the first time! I know this is due to the excellent preparation Champions provides me with.

— Tamberly Hankins-Wojcik
StepStone Realty

We have loved being a partner with Champions School of Real Estate! Getting started in real estate can be daunting, and CSRE makes the process simple to follow. The flexibility in the schedule allows everyone to find the right path towards reaching their goals. New agents who came from CSRE are more prepared and ready for the business than most other schools. We highly recommend their pre-licensing courses AND continuing education.

— Sonia Almanza
Keller Williams City View

Our main engineer has taken many CE inspector classes and knows Roy Carter well. We have hired several Champions inspector grads for the major cities in Texas as we go statewide. Champions School of Real Estate is our go-to for our educational needs.

— Peggy Page
Page Two Inspection Services, LLC

Champions is the best real estate school in Texas! I recommend all people wanting to be an Agent to take the real estate training at Champions. They have the best training materials and the best teachers who are experienced agents and brokers that understand the business.

— Dr. Hank Seitz
Agent Wealth Success – eXp Realty

Brokers rely on the excellent education Champions gives to a new licensee when they onboard with a branch. An agent coming from Champions is well trained and easy to get up and running!

— Terri Macaluso
Coldwell Banker Residential Brokerage

Without Champions School of Real Estate, our industry would not be as strong. The quality of the agents they produce is outstanding. We couldn't do it without you. Keep doing what you are doing.

— David Alan Cox
Remax Dallas Suburbs

I have been a student at Champions School of Real Estate for the last nine years. Now I am the broker/owner of LM Max Realty, and I recommend Champions to my current REALTORS and also to prospective REALTORS. Champions has highly focused and results-oriented real estate courses and test prep classes.

— Thanga Thangavel
LM Max Realty

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