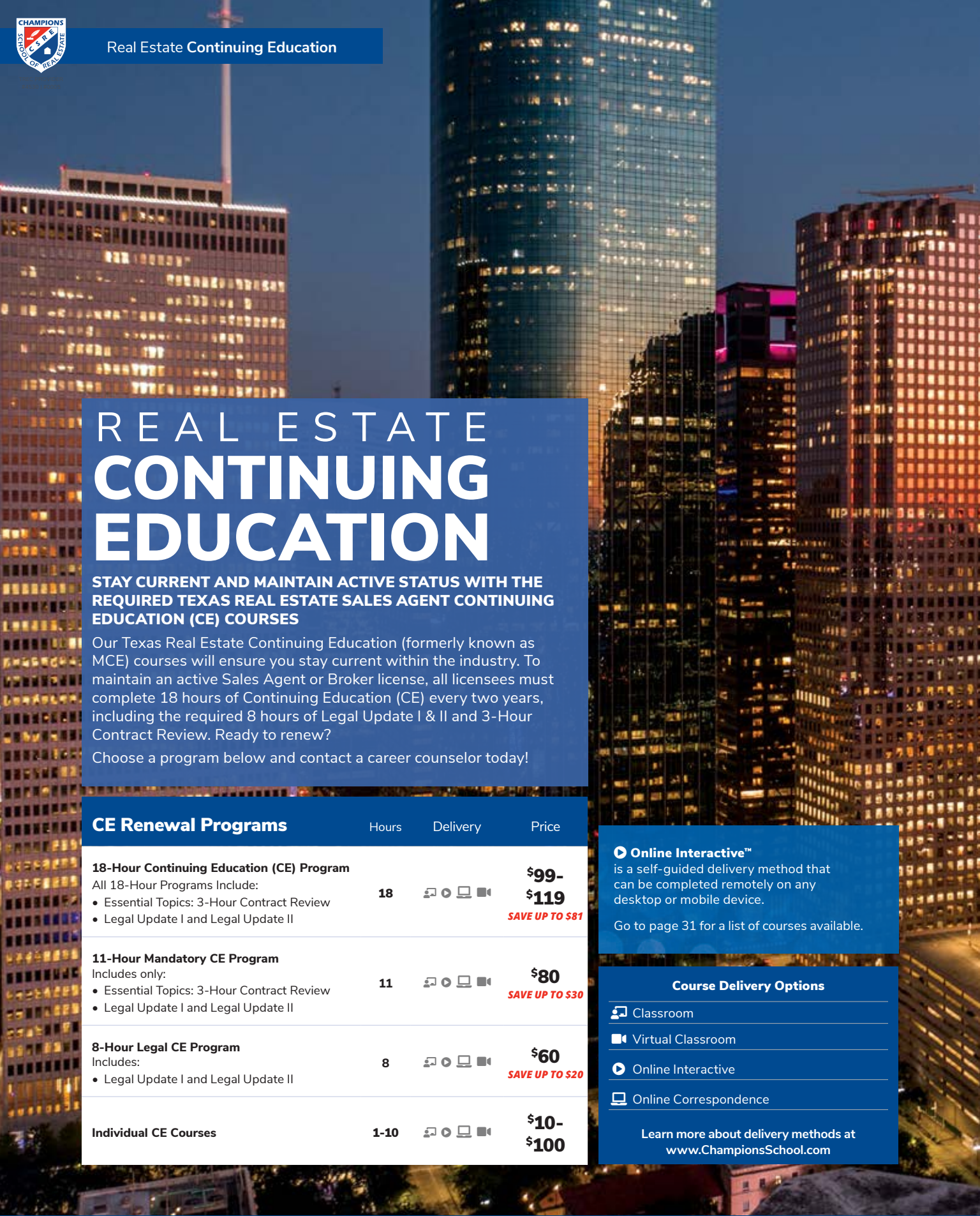


REAL ESTATE CONTINUING EDUCATION

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: • Essential Topics: 3-Hour Contract Review • Legal Update I and Legal Update II	18		$99-$119 *SAVE UP TO $81*
11-Hour Mandatory CE Program Includes only: • Essential Topics: 3-Hour Contract Review • Legal Update I and Legal Update II	11		$80 *SAVE UP TO $30*
8-Hour Legal CE Program Includes: • Legal Update I and Legal Update II	8		$60 *SAVE UP TO $20*
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	
May 9 - 10	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 18 - 19	Thu/Fri
Aug 8 - 9	Thu/Fri
Sep 12 - 13	Thu/Fri
Oct 17 - 18	Thu/Fri

DALLAS	
May 23 - 24	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 25 - 26	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep 26 - 27	Thu/Fri
Oct 24 - 25	Thu/Fri

FORT WORTH	
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri
Aug 8- 9	Thu/Fri
Sep 12 -13	Thu/Fri
Oct 10 - 11	Thu/Fri

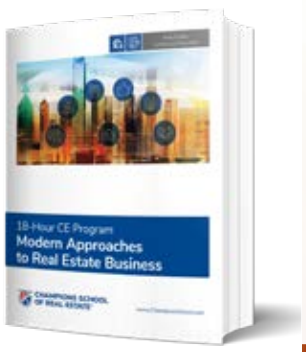
HOUSTON GALLERIA	
May 30- 31	Thu/Fri
Jun 17 - 18	Mon/Tue
Jul 18 - 19	Thu/Fri
Aug 12 - 13	Mon/Tue
Sep 19 - 20	Thu/Fri
Oct 14 - 15	Mon/Tue

HOUSTON NORTH	
May 20 - 21	Mon/Tue
Jun 27 - 28	Thu/Fri
Jul 22 - 23	Mon/Tue

HOUSTON NORTH (CONT.)	
Aug 22 - 23	Thu/Fri
Sep 23 - 24	Mon/Tue
Oct 24 - 25	Thu/Fri

SAN ANTONIO	
May 23 - 24	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 18 - 19	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep 19 - 20	Thu/Fri
Oct 24 - 25	Thu/Fri

CHAMPIONSLIVE WITH ALLAN HANCOCK	
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



CHAMPIONSLIVE (CONT.) WITH ALLAN HANCOCK	
Aug 5 - 6	Mon/Tue
Aug 19 - 20	Mon/Tue
Aug 26 - 27	Mon/Tue
Sep 9 - 10	Mon/Tue
Sep 16 - 17	Mon/Tue
Oct 7 - 8	Mon/Tue
Oct 21 - 22	Mon/Tue
Oct 28 - 29	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

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	
May 23 - 24	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 25 - 26	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep26 - 27	Thu/Fri
Oct 24 - 25	Thu/Fri

FORT WORTH	
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri
Aug 8 - 9	Thu/Fri
Sep 12 - 13	Thu/Fri
Oct 10 - 11	Thu/Fri

HOUSTON GALLERIA	
May 18 - 19	Sat/Sun
Jun 5 - 6	Wed/Thu
Jul 10 - 11	Wed/Thu
Aug 17 - 18	Sat/Sun
Sep 21 - 22	Sat/Sun
Oct 9 - 10	Wed/Thu

HOUSTON NORTH	
May 20 - 21	Mon/Tue
Jun 27 - 28	Thu/Fri
Jul 22 - 23	Mon/Tue
Aug 22 - 23	Thu/Fri
Sep 23 - 24	Mon/Tue
Oct 24 - 25	Thu/Fri

SAN ANTONIO	
May 23 - 24	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 18 - 19	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep 19 - 20	Thu/Fri
Oct 24 - 25	Thu/Fri

CHAMPIONSLIVE	
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
Aug 12 - 13	Mon/Tue
Sep 23 - 24	Mon/Tue
Sep 30 - Oct 1	Mon/Tue
Oct 14 - 15	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	
May 13 & 15	Mon/Wed
Jun 10 & 12	Mon/Wed
Jul 15 & 17	Mon/Wed
Aug 12 & 14	Mon/Wed
Sep 16 & 18	Mon/Wed
Oct 14 & 16	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 Commercial Real Estate 44938
4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 44460

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

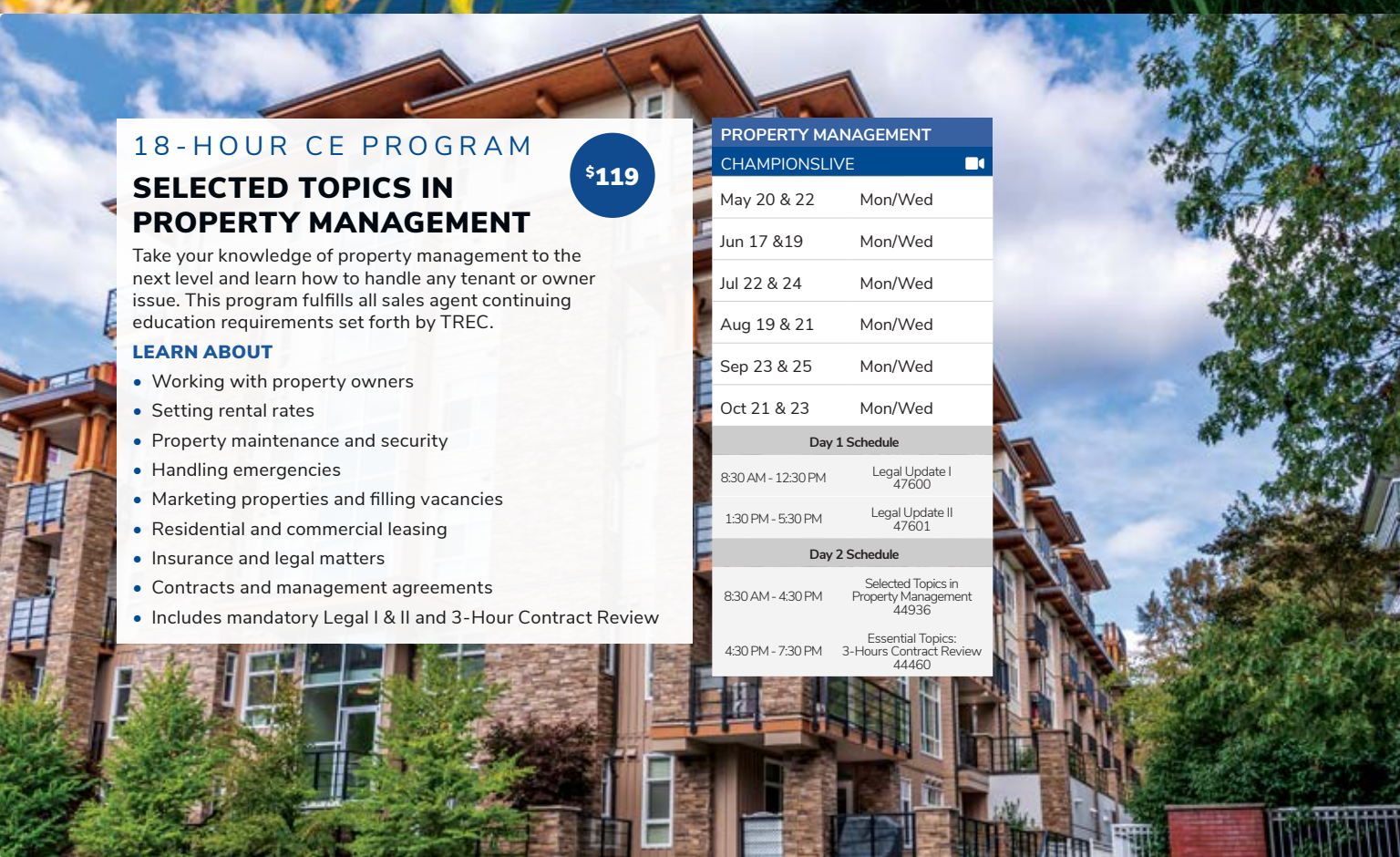
May 6 & 8	Mon/Wed
Jun 3 & 5	Mon/Wed
Jul 8 & 10	Mon/Wed
Aug 5 & 7	Mon/Wed
Sep 9 & 11	Mon/Wed
Oct 7 & 9	Mon/Wed

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

May 20 & 22	Mon/Wed
Jun 17 &19	Mon/Wed
Jul 22 & 24	Mon/Wed
Aug 19 & 21	Mon/Wed
Sep 23 & 25	Mon/Wed
Oct 21 & 23	Mon/Wed

Day 1 Schedule

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

Day 2 Schedule

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

11-HOUR MANDATORY CE PROGRAM

Includes:

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

$80

3-HOUR CE COURSE

ESSENTIAL TOPICS: 3-HOUR CONTRACT REVIEW

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

$30

AUSTIN	
May 10	Fri
Jun 21	Fri
Jul 19	Fri
Aug 9	Fri
Sep 13	Fri
Oct 18	Fri

HOUSTON NORTH	
May 21	Tue
Jun 28	Fri
Jul 23	Tue
Aug 23	Fri
Sep 24	Tue
Oct 25	Fri

CHAMPIONSLIVE	
May 14	Tue
May 15	Wed
May 21	Tue
May 22	Wed
May 29	Wed
Jun 4	Tue

DALLAS	
May 24	Fri
Jun 21	Fri
Jul 26	Fri
Aug 16	Fri
Sep 27	Fri
Oct 25	Fri

SAN ANTONIO	
May 24	Fri
Jun 14	Fri
Jul 19	Fri
Aug 16	Fri
Sep 20	Fri
Oct 25	Fri

FORT WORTH	
May 9	Thu
Jun 13	Thu
Jul 11	Thu
Aug 8	Wed
Sep 12	Thu
Oct 10	Thu

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.

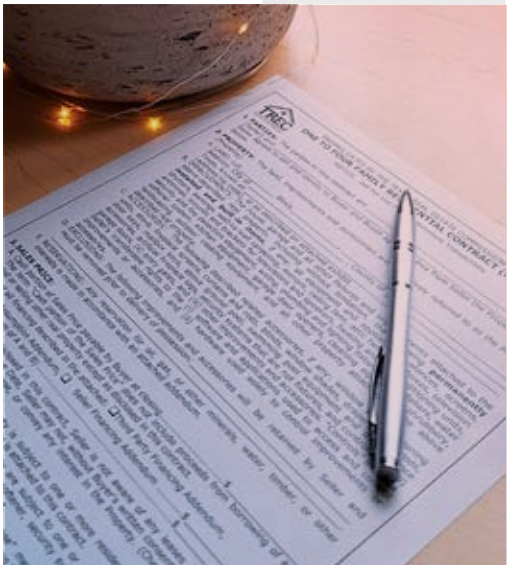
HOUSTON GALLERIA	
May 19	Sun
May 31	Fri
June 6	Thu
Jun 18	Tue
Jul 11	Thu
Jul 19	Fri
Aug 13	Tue
Aug 18	Sun
Sep 20	Fri
Oct 15	Tue

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

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

LEGAL UPDATE I & II (2024-2025)

$60

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

AUSTIN	
May 9	Thu
Jun 20	Thu
Jul 18	Thu
Aug 8	Thu
Sep 12	Thu
Oct 17	Thu

DALLAS	
May 23	Thu
Jun 20	Thu
Jul 25	Thu
Aug 15	Thu
Sep 26	Thu
Oct 24	Thu

FORT WORTH	
May 9	Thu
Jun 13	Thu
Jul 11	Thu
Aug 8	Wed
Sep 12	Thu
Oct 10	Thu

HOUSTON GALLERIA	
May 18	Sat
May 30	Thu
Jun 5	Wed
Jun 17	Mon
Jul 10	Wed
Jul 18	Thu
Aug 12	Mon
Aug 17	Sat
Sep 19	Thu
Oct 14	Mon

HOUSTON NORTH	
May 20	Mon
Jun 27	Thu
Jul 22	Mon
Aug 22	Thu
Sep 23	Mon
Oct 24	Thu

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

SAN ANTONIO	
May 23	Thu
Jun 13	Thu
Jul 18	Thu
Aug 15	Thu
Sep 19	Thu
Oct 24	Thu

CHAMPIONSLIVE

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

May 6	Mon
May 13	Mon
May 20	Mon
May 28	Tue
Jun 3	Mon
Jun 10	Mon
Jun 17	Mon
Jun 24	Mon
Jul 1	Mon
Jul 8	Mon
Jul 15	Mon
Jul 22	Mon
Aug 5	Mon
Aug 12	Mon
Aug 19	Mon
Aug 26	Mon
Sep 9	Mon
Sep 16	Mon
Sep 23	Mon
Sep 30	Mon
Oct 7	Mon
Oct 14	Mon
Oct 21	Mon
Oct 28	Mon

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

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

Course Delivery Options

- 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