



All tuition fees include your first year membership dues into designation associations.

## Accredited Buyer Representative

**\$199** | 15-HOUR ELECTIVE CE

**\$280** | ABR ELECTIVE PROGRAM | **SAVE \$20**

- Learn how to use the buyer representation agreement
- Understand retainer fees, hourly fees, transaction fees
- Earn confidence in your client-level services to your buyers
- Choose Either New Home Construction or Military Relocation Professional as the elective course
- NAR® Recognized Designation

\* Experience requirement – Show proof you have represented 5 buyers within a 36-month period, or anytime prior.

## New-Home Construction and Buyer Representation: The Professional, Product, Process

**\$99** | 8-HOUR ELECTIVE CE, ABR ELECTIVE

Learn how to find new home sales business, understand how the new-home sales processes work and the type of services the buyer needs.

- Gain an appreciation for the business of new homes from the perspective of the builder and sales representative
- Describe the role and responsibilities of the buyer's representative when the buyer client pursues new-home construction
- Explain how new homes are constructed from ground-breaking to walkthroughs, inspections, and closing

DALLAS	
Apr 11 - 12	Wed/Thu
Jun 11 - 12	Mon/Tue

HOUSTON GALLERIA	
Jan 10 - 11	Wed/Thu
Jun 11 - 12	Mon/Tue

SAN ANTONIO	
Jan 24 - 25	Wed/Thu
Mar 26 - 27	Mon/Tue
May 7 - 8	Mon/Tue

FORT WORTH	
Jan 17 - 18	Wed/Thu
Jul 25 - 26	Wed/Thu

HOUSTON NORTH	
Mar 19 - 20	Mon/Tue

HOUSTON WEST	
Jan 31 - Feb 1	Wed/Thu

Day 1 and 2 Schedule	
8:30 AM - 5:00 PM	
ABR: 32481	



DALLAS	
Apr 13	Fri
Jun 13	Wed

FORT WORTH	
Jan 19	Fri
Jul 27	Fri

HOUSTON WEST	
Feb 2	Fri

Schedule	
8:30 AM - 4:45 PM	
NHC: 33502	

HOUSTON GALLERIA	
Jan 12	Fri
Jun 13	Wed

HOUSTON NORTH	
Mar 21	Wed



CHAMPIONS LIVE!	
Feb 12 - 13	Mon/Tue
Apr 16 - 17	Mon/Tue
May 21 - 22	Mon/Tue
Jul 9 - 10	Mon/Tue

CHAMPIONS LIVE!	
Jan 8	Mon
Feb 14	Wed
Apr 18	Wed
May 23	Wed
Jul 11	Wed

## CHAMPIONS Live! DESIGNATIONS

Call 866-272-5962 or go to [ChampionsSchool.com/Live](http://ChampionsSchool.com/Live) to Enroll Today!

Add TREC Legal Update I & II to any designations for \$60 (**\$20 Savings**).

### Pricing Strategies: Mastering the CMA

**\$99** | 8-HOUR ELECTIVE CE | ABR ELECTIVE

This Pricing Strategies: Mastering the CMA course covers comparative market analyses or CMA's, and their purpose, impact and terminology.



Schedule	
8:30 AM - 4:45 PM	
PSA: 33058	

PSA	
Jan 30	Tue
Feb 16	Fri
Mar 22	Thu
May 10	Thu
Jul 12	Thu

### Real Estate Negotiation Expert (RENE)

**\$199** | 15-HOUR ELECTIVE CE

In this NAR® Certification, agents will improve their negotiating skills and learn about behind-the-scenes issues and how to deal with them. Also learn how to handle a wide range of personalities and situations and how to sort out the competing objectives of the parties involved in a transaction.



Schedule	
8:30 AM - 5:00 PM	
RENE: 31826	

RENE	
Jan 17 - 18	Wed/Thu
Feb 8 - 9	Thu/Fri
Mar 7 - 8	Wed/Thu
Apr 24 - 25	Tue/Wed
Jun 6 - 7	Wed/Thu
Aug 8 - 9	Wed/Thu

### Seller Representative Specialist (SRS)

**\$199** | 14-HOUR ELECTIVE CE | ABR ELECTIVE

Increase listings and grow your business. Demonstrate and Communicate Your Value program to seller clients. Agents will also be required to successful completion of one SRS elective courses and proof of five completed transactions in which the agent acted solely as a sellers representative.



Schedule	
8:30 AM - 4:30 PM	
SRS: 30535	

SRS	
Jan 15 - 16	Mon/Tue
Mar 5 - 6	Mon/Tue
Apr 19 - 20	Thu/Fri
May 24 - 25	Thu/Fri

### Seniors Real Estate Specialist (SRES)

**\$199** | 14-HOUR ELECTIVE CE

By earning the SRES® Designation, a Realtor® has demonstrated necessary expertise to counsel senior clients through major financial and lifestyle transitions involved in relocating, refinancing or selling the family home.



Schedule	
8:30 AM - 4:30 PM	
SRES: 31320	

SRES	
Feb 5 - 6	Mon/Tue
Apr 11 - 12	Wed/Thu
Jun 21 - 22	Thu/Fri
Aug 6 - 7	Mon/Tue

TREC Provider: 0005



# REAL ESTATE DESIGNATIONS & CERTIFICATIONS

## Military Relocation Professional

**\$99** | 10-HOUR ELECTIVE CE, ABR ELECTIVE

This course focuses on working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. Learn how to provide the services that meet the needs of this niche market and win future referrals.

MRP certification students must also complete (two) 1-hour webinars available at MilitaryRelocationPro.org and be an NAR member in good standing. The application fee is \$195.

Schedule	
8:30 AM - 6:45 PM	
MRP: 30194	

SAN ANTONIO	
Jan 26	Fri
Mar 28	Wed
May 9	Wed

CHAMPIONS LIVE!	
Feb 15	Thu
Apr 9	Mon
Jun 25	Mon
Jul 13	Fri



## Accredited Luxury Home Specialist

**\$250** | 10-HOUR ELECTIVE CE

Join the most elite agents in the country by specializing in working with affluent clients and the luxury home market. Increase your knowledge and hone your skills to attract upper-tier buyers and sellers by adding the ALHS designation!

- Luxury home market trends, needs and desires
- Presenting your services to luxury home buyers
- Servicing, marketing and showing the luxury home listing
- A one-year membership to the Luxury Home Council is included

Experience requirement – You must complete two transactions in the luxury home field within 24 months of the course; defined as representing a buyer or seller, in at least two transactions, where the purchase price is at least two times the average sales price in the market.

DALLAS	
Mar 8 - 9	Thu/Fri
Jul 16 - 17	Mon/Tue

HOUSTON GALLERIA	
Apr 18 - 19	Wed/Thu

SAN ANTONIO	
Jan 29 - 30	Mon/Tue
Apr 2 - 3	Mon/Tue
Jul 23 - 24	Mon/Tue

FORT WORTH	
Jan 11 - 12	Thu/Fri
May 30 - 31	Wed/Thu

HOUSTON NORTH	
Mar 7 - 8	Wed/Thu
Jun 18 - 19	Mon/Tue

CHAMPIONS LIVE!	
Feb 19 - 20	Mon/Tue
Mar 19 - 20	Mon/Tue
May 16 - 17	Wed/Thu
Jul 18 - 19	Wed/Thu

Day 1 and 2 Schedule	
8:30 AM - 4:30 PM	
ALHS: 30150	

HOUSTON WEST	
Jun 27 - 28	Wed/Thu



## Certified Home Marketing Specialist

**\$199** | 9-HOUR ELECTIVE CE

Created by Martha Webb, author and producer of Dress Your House for Success, this course incorporates staging concepts and strategic marketing designed to create an increased level of real estate expertise—from dialogue that motivates sellers to ads and photos that motivate buyers.

- Address difficult issues – clutter, cleanliness, odors, pets
- No and low-cost staging techniques with big impact
- Color and buyer appeal
- Effective ads and improve photos that sell

DALLAS	
Jan 12	Fri
Jun 1	Fri

HOUSTON GALLERIA	
Apr 20	Fri

SAN ANTONIO	
Jan 31	Wed
Apr 4	Wed
Jul 25	Wed

FORT WORTH	
Mar 2	Fri

HOUSTON NORTH	
Mar 9	Fri
Jun 20	Wed

CHAMPIONS LIVE!	
Feb 21	Wed
Mar 21	Wed
May 18	Fri
Jul 20	Fri

Schedule	
8:30 AM - 5:45 PM	
CHMS: 31123	

HOUSTON WEST	
Jun 29	Fri



## NEW FOR 2018 & CHAMPIONS LIVE!

## WCR Performance Management Network Designation

**\$420** | 3 COURSE PROGRAM | AN OFFICIAL REALTOR® DESIGNATION

**Instructor:** Becky Hill; 2009 WCR National President, Champions Statewide Teacher Liaison

**Program:** Choose 3 PMN Courses for \$420, a \$30 savings!!

- Effective Negotiation for Real Estate Professionals
- Harnessing the Power: Skills Based Performance Management
- Leadership Excellence
- Networking and Referrals: Building Business and Profit

**Individual Courses:** \$150

**Course Times:** 8:30 AM – 5:00 PM

Feb 28 - Mar 2	
Effective Negotiation	Feb 28 Wed
Networking and Referrals	Mar 1 Thu
Leadership Excellence	Mar 2 Fri

Jun 4 - Jun 6	
Leadership Excellence	Jun 4 Mon
Harnessing the Power	Jun 5 Tue
Effective Negotiation	Jun 6 Wed

Apr 2 - Apr 4	
Harnessing the Power	Apr 2 Mon
Effective Negotiation	Apr 3 Tue
Networking and Referrals	Apr 4 Wed

Aug 13 - Aug 15	
Networking and Referrals	Aug 13 Mon
Leadership Excellence	Aug 14 Tue
Harnessing the Power	Aug 15 Wed

Go to [ChampionsSchool.com/WCR-PMN](http://ChampionsSchool.com/WCR-PMN) for more information about the **WCR PMN Designation** and course descriptions.



“ I am pleased to announce that Champions School of Real Estate® will be a preferred provider of the Women's Council of REALTORS® PMN designation classes in 2018 via Live Broadcast. We are extremely pleased and excited about this new delivery system and believe members across the country will be able to earn their designation in a more timely manner. Thank you Champions School of Real Estate® for again supporting the Women's Council of REALTORS® in our educational outreach. ”

**Jo Ann Stevens**  
2018 National President  
Women's Council of REALTORS®