



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

TREC Provider #530

Accredited Buyer Representative



\$219 | 15-HOUR ELECTIVE CE

\$318 | *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
- NAR® Recognized Designation
- * Choose Either New Home Construction or Military Relocation Professional as the elective course

AUSTIN	
Nov 7 - 8	Wed/Thu
DALLAS	
Aug 27 - 28	Mon/Tue
Nov 5 - 6	Mon/Tue
FORT WORTH	
Jul 25 - 26	Wed/Thu
Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
ABR: 15-00-059-32481	

HOUSTON GALLERIA	
Aug 1 - 2	Wed/Thu
Dec 3 - 4	Mon/Tues
HOUSTON NORTH	
Oct 22 - 23	Mon-Tue
HOUSTON WEST	
Aug 20 - 21	Mon/Tue

SAN ANTONIO	
Aug 29 - 30	Wed/Thu
Oct 29 - 30	Mon/Tue
CHAMPIONS LIVE!	
Jul 9 - 10	Mon/Tue
Sep 12 - 13	Wed/Thu
Nov 14 - 15	Wed/Thu
Jan 21 - 22	Mon/Tue



Please see website for experience and application requirements

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

\$119 | 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	
Aug 29	Wed
Nov 7	Wed
FORT WORTH	
Jul 27	Fri
Schedule	
8:30 AM - 5:15 PM	
NHC: 08-00-119-33502	

HOUSTON GALLERIA	
Aug 3	Fri
Dec 5	Wed
HOUSTON NORTH	
Oct 24	Wed

HOUSTON WEST	
Aug 22	Wed
CHAMPIONS LIVE!	
July 11	Wed
Sep 14	Fri
Nov 16	Fri
Jan 23	Wed



Please see website for experience and application requirements

Military Relocation Professional

\$119 | 8-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.

Schedule	
8:30 AM - 5:15 PM	
MRP: 08-00-020-32625	



AUSTIN	
Nov 9	Fri
SAN ANTONIO	
Aug 16	Thu
Oct 10	wed
Nov 28	Thu
Jan 24	Thu

FORT WORTH	
Jan 10	Thur
CHAMPIONS LIVE!	
Jul 13	Fri
Sep 4	Tue
Oct 19	Fri
Dec 6	Thur

Accredited Luxury Home Specialist

\$269 | 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

DALLAS	
Jul 16 - 17	Mon/Tue
Oct 22 - 23	Mon/Tue
HOUSTON GALLERIA	
Nov 28 - 29	Wed/Thu
Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
ALHS: 10-00-010-33744	

SAN ANTONIO	
Jul 23 - 24	Mon/Tue
Sep 25 - 26	Tue/Wed
HOUSTON NORTH	
Nov 5 - 6	Mon/Tue



CHAMPIONS LIVE!	
Jul 18 - 19	Thu/Fri
Aug 27 - 28	Mon/Tue
Oct 8 - 9	Mon/Tue
Jan 14 - 15	Mon/Tue

Please see website for experience and application requirements

Certified Home Marketing Specialist

\$219 | 8-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	
Dec 7	Fri
HOUSTON GALLERIA	
Nov 30	Fri
HOUSTON NORTH	
Nov 7	Wed

SAN ANTONIO	
Jul 25	Wed
Sep 27	Thur
CHAMPIONS LIVE!	
Jul 20	Fri
Aug 29	Wed
Oct 10	Wed
Jan 16	Wed

Schedule	
8:30 AM - 5:15 PM	
CHMS: 08-00-060-34739	



TREC Provider: 0005

Pricing Strategies: Mastering the CMA

\$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

Learn to Effectively Address Concerns About Pricing. Designed for Real Estate professionals of all experience levels. Whether working with buyers or sellers, the National Association of REALTORS® Pricing Strategy Advisor (PSA) certification is designed to improve your skills in creating CMAs, pricing properties, understanding home values, and working with appraisers.



CHAMPIONS LIVE!	
Jul 12	Thu
Aug 23	Thur
Oct 1	Mon
Nov 19	Mon
Jan 16	Wed

DALLAS	
Oct 11	Thu
Schedule	
8:30 AM - 5:15PM	
PSA: 08-00-099-33058	

Real Estate Negotiation Expert (RENE)

\$219 | 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.



CHAMPIONS LIVE!	
Aug 13 - 14	Mon/Tue
Sep 5 - 6	Wed/Thur
Oct 29 - 30	Mon/Tue
Nov 26 - 27	Mon/Tue
Jan 17 - 18	Thu/Fri

DALLAS	
Sep 26 - 27	Wed/Thur
Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
RENE: 15-00-128-31826	

Seller Representative Specialist (SRS)

\$219 | 15-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 successfully complete of one SRS elective courses and proof of five completed transactions in which the agent acted solely as a sellers representative.



CHAMPIONS LIVE!	
Aug 29 - 30	Wed/Thu
Oct 2 - 3	Tue/Wed
Dec 10 - 11	Mon/Tue

HOUSTON NORTH	
Sep 19 - 20	Wed/Thu
Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
SRS: 15-00-030-32071	

Seniors Real Estate Specialist (SRES)

\$219 | 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.



CHAMPIONS LIVE!	
Aug 6 - 7	Mon/Tue
Oct 17 - 18	Wed/Thu
Dec 12 - 13	Wed/Thu
Jan 30 - 31	Wed/Thu

SAN ANTONIO	
Sep 17 - 18	Mon/Tue
Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
SRES: 14-00-098-31320	



WCR Performance Management Network Designation

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

21-HOUR ELECTIVE CE*

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

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

Individual Courses: \$150 **Course Times:** 8:30 AM - 4:15 PM

***TREC CE Credit for TX Licenses:**

Leadership:
07-00-030-34106;
Networking:
07-00-030-34105;
Negotiating:
07-00-030-34104

Aug 13 - Aug 15				Nov 12 - 14			
Networking & Referrals	Aug 13	Mon		Networking & Referrals	Nov 12	Mon	
Leadership Excellence	Aug 14	Tue		Leadership Excellence	Nov 13	Tue	
Harnessing the Power	Aug 15	Wed		Harnessing the Power	Nov 14	Wed	

Oct 8 - Oct 10		
Leadership Excellence	Oct 8	Mon
Harnessing the Power	Oct 9	Tue
Effective Negotiation	Oct 10	Wed

Women's Council of REALTORS®
Performance Management Network

“ 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®