



REAL ESTATE CONTINUING EDUCATION (CE)

Strategies for Career Excellence

\$119 | 18-HOUR CE PROGRAM

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II
5:30 PM - 6:45 PM	Tech Update
Day 2 Schedule	
8:30 AM - 5:30 PM	Strategies for Career

Designed to meet 2018 TREC Continuing Education requirements, this program covers a myriad of topics, including TREC legal updates, current and emerging technologies and their effect on business, and tips on how to make your business more successful in a changing world.

Classroom CE Program Includes:

- Strategies for Career Excellence
- Technology Update
- Mandatory Legal Update I & II

AUSTIN/ROUND ROCK	
Jul 12 - 13	Thu/Fri
Aug 9 - 10	Thu/Fri
Sep 6 - 7	Thu/Fri
Oct 11 - 12	Thu/Fri
Nov 8 - 9	Thu/Fri
Dec 6 - 7	Thu/Fri
Jan 10 - 11	Thu/Fri

FORT WORTH	
Jul 10 - 11	Tue/Wed
Aug 17 - 18	Fri/Sat
Sep 15 - 16	Sat/Sun
Oct 18 - 19	Thu/Fri
Nov 9 - 10	Fri/Sat
Dec 19 - 20	Wed/Thu
Jan 22 - 23	Tue/Wed

HOUSTON NORTH	
Jul 16 - 17	Mon/Tue
Jul 30 - 31	Mon/Tue
Aug 6 - 7	Mon/Tue
Aug 27 - 28	Mon/Tue
Sep 24 - 25	Mon/Tue
Oct 15 - 16	Mon/Tue
Oct 29 - 30	Mon/Tue
Nov 12 - 13	Mon/Tue

HOUSTON WEST	
Jul 9 - 10	Mon/Tue
Aug 13 - 14	Mon/Tue
Sep 10 - 11	Mon/Tue
Oct 8 - 9	Mon/Tue
Nov 5 - 6	Mon/Tue
Dec 10 - 11	Mon/Tue
Jan 7 - 8	Mon/Tue

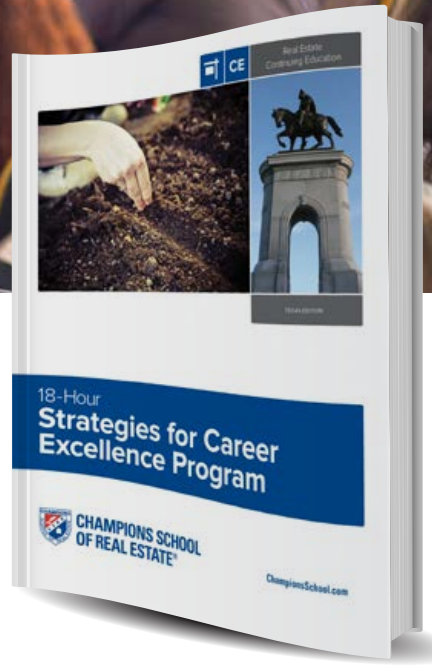
DALLAS	
Jul 26 - 27	Thu/Fri
Aug 23 - 24	Thu/Fri
Sep 20 - 21	Thu/Fri
Oct 25 - 26	Thu/Fri
Nov 15 - 16	Thu/Fri
Dec 20 - 21	Thu/Fri
Jan 24 - 25	Thu/Fri

HOUSTON GALLERIA	
Jul 23 - 24	Mon/Tue
Aug 20 - 21	Mon/Tue
Sep 17 - 18	Mon/Tue
Oct 22 - 23	Mon/Tue
Nov 19 - 20	Mon/Tue
Dec 17 - 18	Mon/Tue
Jan 21 - 22	Mon/Tue

HOUSTON WEST	
Nov 29 - 30	Thu/Fri
Dec 27 - 28	Thu/Fri
Jan 14 - 15	Mon/Tue
Jan 28 - 29	Mon/Tue

Strategies: 32068; Legal Update I: 33197; Legal Update II: 33198; Gen Selling #31156; TIL #33532; Tech: 33533; TREC Provider: 0005

SAN ANTONIO	
Jul 19 - 20	Thu/Fri
Aug 16 - 17	Thu/Fri
Sep 13 - 14	Thu/Fri
Oct 18 - 19	Thu/Fri
Nov 26 - 27	Mon/Tue
Dec 13 - 14	Thu/Fri
Jan 17 - 18	Thu/Fri



Call a Campus to Enroll

Austin/Round Rock	512-244-3545
ChampionsLive!	866-272-5962
Dallas Campus	972-867-4100
Fort Worth	214-687-0000
Houston Galleria	713-629-4543
Houston North	281-893-4484
Houston West	281-496-7386
Online	512-246-2773
San Antonio	210-349-7600

18-Hour Texas CE
\$99 | ONLINE CE PROGRAM

Online CE Program Includes:

- Success Strategies (4-hours)
- Common Legal Issues (4-hours)
- Generational Selling (2-Hours)
- Mandatory Legal Update I & II
- Commercial, Farm & Ranch, and Broker options available

REAL ESTATE QUALIFYING EDUCATION AND RENEWAL

Texas Complete with Broker Responsibility

\$119 | 18-HOUR CE PROGRAM

Brokers who sponsor sales agents, broker of an entity or those authorized to supervise other licensees are required to take a 6-hour course on broker responsibility. In addition to the Broker Responsibility course this program includes 8 hours of TREC Legal Update I & II, Tech Update, and the very informative 2-Hour elective **How to Write and Understand a Policies and Procedures Manual**.



Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II
5:30 PM - 6:45 PM	Tech Update

Day 2 Schedule

8:30 AM - 3:30 PM	Broker Responsibility
3:30 PM - 5:30 PM	Policies & Procedures Manual

AUSTIN/ROUND ROCK		
Jul 12 - 13	Thu/Fri	
Aug 9 - 10	Thu/Fri	
Sep 6 - 7	Thu/Fri	
Oct 11 - 12	Thu/Fri	
Nov 8 - 9	Thu/Fri	
Dec 6 - 7	Thu/Fri	
Jan 10 - 11	Thu/Fri	

FORT WORTH		
Jul 10 - 11	Tue/Wed	
Aug 17 - 18	Fri/Sat	
Sep 15 - 16	Sat/Sun	
Oct 18 - 19	Thu/Fri	
Nov 9 - 10	Fri/Sat	
Dec 19 - 20	Wed/Thu	
Jan 22 - 23	Tue/Wed	

HOUSTON NORTH		
Jul 16 - 17	Mon/Tue	
Jul 30 - 31	Mon/Tue	
Aug 6 - 7	Mon/Tue	
Aug 27 - 28	Mon/Tue	
Sep 24 - 25	Mon/Tue	
Oct 15 - 16	Mon/Tue	
Oct 29 - 30	Mon/Tue	
Nov 12 - 13	Mon/Tue	
Nov 29 - 30	Thu/Fri	

HOUSTON WEST		
Jul 9 - 10	Mon/Tue	
Aug 13 - 14	Mon/Tue	
Sep 10 - 11	Mon/Tue	
Oct 8 - 9	Mon/Tue	
Nov 5 - 6	Mon/Tue	
Dec 10 - 11	Mon/Tue	
Jan 7 - 8	Mon/Tue	

DALLAS		
Jul 26 - 27	Thu/Fri	
Aug 23 - 24	Thu/Fri	
Sep 20 - 21	Thu/Fri	
Oct 25 - 26	Thu/Fri	
Nov 15 - 16	Thu/Fri	
Dec 20 - 21	Thu/Fri	
Jan 24 - 25	Thu/Fri	

HOUSTON GALLERIA		
Jul 23 - 24	Mon/Tue	
Aug 20 - 21	Mon/Tue	
Sep 17 - 18	Mon/Tue	
Oct 22 - 23	Mon/Tue	
Nov 19 - 20	Mon/Tue	
Dec 17 - 18	Mon/Tue	
Jan 21 - 22	Mon/Tue	

HOUSTON NORTH		
Dec 27 - 28	Thu/Fri	
Jan 14 - 15	Mon/Tue	
Jan 28 - 29	Mon/Tue	

SAN ANTONIO		
Jul 19 - 20	Thu/Fri	
Aug 16 - 17	Thu/Fri	
Sep 13 - 14	Thu/Fri	
Oct 18 - 19	Thu/Fri	
Nov 26 - 27	Mon/Tue	
Dec 13 - 14	Thu/Fri	
Jan 17 - 18	Thu/Fri	

Legal Update I: 33197;
Legal Update II: 33198;
Tech: 33533; Broker
Responsibility: 31450;
Policies & Procedures
Manual: 31025; TREC
Provider: 0005

AUSTIN/ROUND ROCK		
Jul 12	Thu	
Aug 9	Thu	
Sep 6	Thu	
Oct 11	Thu	
Nov 8	Thu	
Dec 6	Thu	
Jan 10	Thu	

DALLAS (cont)		
Dec 20	Thu	
Jan 11	Fri	
Jan 24	Thu	

HOUSTON NORTH		
Jul 16	Mon	
Jul 30	Mon	
Aug 6	Mon	
Aug 27	Mon	
Sep 24	Mon	
Oct 15	Mon	
Oct 29	Mon	
Nov 12	Mon	
Nov 29	Thu	
Dec 27	Thu	
Jan 14	Mon	
Jan 28	Mon	

HOUSTON WEST (CONT)		
Oct 19	Fri	
Nov 5	Mon	
Nov 16	Fri	
Dec 10	Mon	
Dec 28	Fri	
Jan 7	Mon	
Jan 18	Fri	

TREC Legal Update I & II

\$80 | 8-HOUR CE PROGRAM

Legal Update Part 1 covers various topics related to changes in regulations, forms and standards of practice including TREC statute and rule updates, legislative changes affecting property management, disclosures and unauthorized practice of law, and an overview of changes to promulgated contract and addenda forms.

Legal Update Part 2 deals with ethics-related topics and those topics considered by TREC to be an important focus for sales agents. Topics include ethics requirements, fair housing and agency laws, DTPA, and various important legislative topics related to ethics, CFPB and tax laws.

8-Hour Online Course Available
ChampionsSchool.com/Real-Estate/TX/CE

DALLAS		
Jul 26	Thu	
Aug 3	Fri	
Aug 23	Thu	
Sep 7	Fri	
Sep 20	Thu	
Oct 5	Fri	
Oct 25	Thu	
Nov 2	Fri	
Nov 15	Thu	
Dec 14	Fri	

FORT WORTH		
Aug 17	Fri	
Sep 15	Sat	
Oct 18	Thu	
Nov 9	Fri	
Dec 19	Wed	
Jan 22	Tue	

HOUSTON WEST		
Aug 13	Mon	
Aug 24	Fri	
Sep 10	Mon	
Sep 21	Fri	
Oct 8	Mon	

SAN ANTONIO		
Jul 19	Thu	
Aug 16	Thu	
Sep 13	Thu	
Oct 18	Thu	
Nov 26	Mon	
Dec 13	Thu	
Jan 17	Thu	

Adult Education Instructor Training Course

CHAMPIONS SCHOOL OF REAL ESTATE

Adult Education Instructor Training Course

\$79 | MANDATORY TREC

Effective January 1, 2016: TREC requires all instructors to show proof of completion from an adult education instructor training course of at least 8 hours.

AUSTIN/ROUND ROCK		
Nov 9	Fri	

DALLAS CAMPUS		
Oct 12	Fri	

FORT WORTH		
Jan 11	Fri	

HOUSTON GALLERIA		
Dec 7	Fri	

HOUSTON NORTH		
Sep 21	Fri	

HOUSTON WEST		
Jul 27	Fri	
Feb 1	Fri	

SAN ANTONIO		
Aug 17	Fri	

Day 1 Schedule

8:30 AM - 5:30 PM	Adult Training
-------------------	----------------

Farm and Ranch Real Estate

\$119 | 18-HOUR CE PROGRAM

This CE real estate course is perfect for the commercial real estate agent and covers all the areas a farm and ranch real estate agent needs to know. The course covers contracts, mineral rights, reservations in water rights and how they work within the state of Texas.

CE Program includes:

- 8-Hour TREC Legal Update I & II
- Farm & Ranch contracts
- Mineral rights
- Environmental issues concerning ranch land, Land and water rights
- Types of grasses

AUSTIN/ROUND ROCK	
Aug 8 - 9	Wed/Thu
Oct 10 - 11	Wed/Thu
Dec 5 - 6	Wed/Thu

FORT WORTH	
Aug 16 - 17	Thu/Fri
Oct 17 - 18	Wed/Thu
Dec 18 - 19	Tue/Wed

HOUSTON NORTH	
Jul 27 & 30	Fri & Mon
Sep 21 & 24	Fri and Mon
Nov 28 - 29	Wed/Thu
Jan 25 & 28	Fri and Mon

SAN ANTONIO	
Jul 18 - 19	Wed/Thu
Sep 12 - 13	Wed/Thu
Nov 21 & 26	Wed and Mon
Jan 16 - 17	Wed/Thu

DALLAS	
Jul 25 - 26	Wed/Thu
Sep 19 - 20	Wed/Thu
Nov 14 - 15	Wed/Thu
Jan 23 - 24	Wed/Thu

HOUSTON GALLERIA	
Jul 20 & 23	Fri & Mon
Sep 14 & 17	Fri and Mon
Nov 16 & 19	Fri and Mon
Jan 18 & 21	Fri and Mon

HOUSTON WEST	
Aug 10 & 13	Fri & Mon
Oct 5 & 8	Fri and Mon
Dec 7 & 10	Fri and Mon



Day 1 Schedule	
8:30 AM - 6:45 PM	Farm & Ranch
Day 2 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II

Farm & Ranch: 33503; Legal Update I: 33197; Legal Update II: 33198; TREC Provider: 0005

Insider's Guide to Commercial Real Estate

\$119 | 18-HOUR CE PROGRAM

Understand the ins and outs of the commercial real estate business and become familiar with the terminology and mathematics. By the end you will have a better understanding of how this unique area of real estate works and see commercial real estate in a whole new way.

CE Program includes:

- 8-Hour TREC Legal Update I & II
- Investors and types of buyers
- Valuation of properties

AUSTIN/ROUND ROCK	
Jul 11 - 12	Wed/Thu
Sep 5 - 6	Wed/Thu
Nov 7 - 8	Wed/Thu
Jan 9 - 10	Wed/Thu

FORT WORTH	
Jul 9 - 10	Mon/Tue
Nov 8 - 9	Thu/Fri
Jan 21-22	Mon/Tue

HOUSTON NORTH	
Aug 24 & 27	Fri & Mon
Oct 26 & 29	Fri and Mon
Dec 26 - 27	Wed/Thu

SAN ANTONIO	
Aug 15 - 16	Wed/Thu
Oct 17 - 18	Wed/Thu
Dec 12 - 13	Wed/Thu

DALLAS	
Aug 22 - 23	Wed/Thu
Oct 24 - 25	Wed/Thu
Dec 19 - 20	Wed/Thu

HOUSTON GALLERIA	
Aug 17 & 20	Fri & Mon
Oct 19 & 22	Fri and Mon
Dec 14 & 17	Fri and Mon

HOUSTON WEST	
Jul 6 & 9	Fri & Mon
Sep 7 & 10	Fri and Mon
Nov 2 & 5	Fri and Mon
Jan 4 & 7	Fri and Mon



Day 1 Schedule	
8:30 AM - 6:45 PM	Insiders Guide
Day 2 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II

Insider's Guide: 33555; Legal Update I: 33197; Legal Update II: 33198;

Keeping Current with Texas RE

\$119 | 18-HOUR CE PROGRAM

Stay up-to-date on the most current practices and regulations in Texas real estate today. It includes the newest TREC and TAR contracts along with the latest figures from Fannie Mae and Freddie Mac, discussions on the latest environmental standards, bankruptcy rules pertaining to homestead exemptions, and new cases affecting the brokerage industry.

CE Program includes:

- 8-Hour TREC Legal Update I & II
- Latest TREC and TAR contracts
- Environmental standards
- Bankruptcy rules pertaining to homestead exemptions
- New cases affecting the brokerage industry

Byron Underwood - Instructor

- Champions Instructor and Subject Matter Expert since 2003
- Specialist in Real Estate technology
- Licensed Broker
- Member of the HAR Educational Advisory Committee
- Communication Chair NAPMW



HOUSTON GALLERIA	
Jul 14 - 15	Sat/Sun
Jul 26 - 27	Thu/Fri
Aug 4 - 5	Sat/Sun
Aug 30 - 31	Thu/Fri
Sep 8 - 9	Sat/Sun
Sep 20 - 21	Thu/Fri
Oct 6 - 7	Sat/Sun
Oct 25 - 26	Thu/Fri
Nov 10 - 11	Sat/Sun
Dec 1 - 2	Sat/Sun
Dec 20 - 21	Thu/Fri
Jan 10 - 11	Thu/Fri
Jan 26 - 27	Sat/Sun



Day 1 Schedule	
8:30 AM - 3:30 PM	Broker Responsibility
3:30 PM - 6:45 PM	Common Legal Issues
Day 2 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II

Legal Update I: 33197; Legal Update II: 33198; Common Legal Issues: 31893; Broker Responsibility: 31450; TREC Provider: 0005