Now is the Time for a Career in Real Estate, Loan, Inspection or Appraisal!

Why? If you are considering a career in real estate or any related real estate field, you need to know how fortunate you are to live in Texas. The following are reasons Texas agents and affiliates are excited about our economy:

- Texas is home to an outsized amount of new homeowners compared to the rest of the country, with seven of the top 25 cities nationwide for new home ownership in the state. (New homeowners are flocking to Texas - Feb 24, 2020, Inman.com)
- Historically low mortgage interest rates have contributed to robust demand, pulling the state’s average days on market to a record low of 48 days. Total housing sales have risen 5.1 percent and the Residential Construction Leading Index has risen for the sixth straight month amid increased housing starts. (Texas Housing Insight - Dec 14, 2020, Recenter.tamu.edu)
- Texas’ pace of job creation exceeded the nation’s for the year with an annual growth rate of 2.4%; the nation’s rate is at 1.8%. (Recenter.tamu.edu)
- Five cities in Texas are in Forbes’ Top 25 Best Places to Live in the U.S. The most from any state!

Champions School of Real Estate® is your choice school for a new career!

Why? We have Career Counselors at our brick and mortar schools in every major metropolitan area of Texas to help counsel you with any question you may have. We also have online counselors and live chat for our customers.

- Look at our testimonial webpage at www.ChampionsSchool.com/reviews to see thousands of satisfied real estate, loan officer, inspector and appraiser students! They love us! Choose to be a Champion™!
- Our teachers have at least five years of experience in their subject matter and at least five years of teaching adults. Our teachers know you haven't been to school in a while; we strive to make it a comfortable experience that is stress-free so you can learn better!
- Champions School of Real Estate® has one major goal: To help YOU Succeed! Go to www.ChampionsSchool.com/live and enjoy all of our videos explaining careers, license requirements, industry updates and our Champions School of Real Estate® Super Star interviews!
- Champions School offers convenient delivery methods available for you: brick-and-mortar classroom, ChampionsLive, online and correspondence deliveries!
- Best Places to Work Top 25 in Austin, Dallas, Houston, San Antonio by the Business Journals.
- BBB Better Business Bureau recognition for customer service!

You Can Do It – We Can Help!

See You in Class and Thank You for Your Business!

Rita D. Santamaria
Founder, CEO

Kimberly D. Dydalewicz
President

“Jump Start Your New Career!”

Join Rita Santamaria, Owner, CEO and Founder of Champions School of Real Estate®, for our exciting package: 30 Days to Success in Real Estate! This training program includes daily coaching videos featuring Rita as she mentors you through the day-to-day training workbook 30 Days to Success in Real Estate. Rita will help you navigate your career as you step up the ladder to success! Enroll at www.ChampionsSchool.com/coach

Champions School of Real Estate® - Charitable Contributions 2020

American Cancer Society
American Heart Association Harris Co.
American Heart Association Montgomery Co. AREA-A
AREA A 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 Fund raiser
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
MetroTex Association of Realtors®
Montgomery County Women’s Shelter
Nancy Owens Breast Cancer Awareness
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, NAI
The Woodlands Chamber of Commerce
TRE PAC - 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

Rita D. Santamaria
Owner, Founder and CEO of Champions School of Real Estate®

Cover Feature - 2019 HousingWire Magazine Women of Influence

Cover Feature - Houston Woman Magazine - April 2018

2018 W.I.S.H., Women Inspiring Strength and Hope, Society Honoree, an affiliate of Make-a-Wish Texas Gulf Coast and Louisiana

Forbes Real Estate Council Member 2017-Present

2016 Platinum Top 50
San Antonio Career Achievement Award

Women’s Chamber of Commerce of Texas - Woman of the Year Honoree 2013

Cover Feature - Small Business Today - Sept 2013

2010 Top 50 Most Influential Women in Houston

2008 Texas State WCR Chapter Business Woman of the Year

2007 Named in National Top 25 Most Influential People in Real Estate by ActiveRain.com

2003 NAR REBAC Realtor® Hall of Fame
SUCCESSFUL TENDENCIES OF REAL ESTATE CHAMPIONS | Volume 1 & 2
Interviews with Real Estate Industry Top Producers

Guests in order or appearance: left to right, top to bottom

1. Ronnie Matthews
   - Founded RE/MAX Legends, The Matthews Team
   - The Matthews Team has been the #1 RE/MAX Realtor Team in Texas for twenty years
   - The Team sells over 900 homes per year

2. Amy Bernstein
   - Founded Bernstein Realty in January 1985
   - Houston Business Journal's Top 25 Residential Brokerages by sales volume
   - Winner of the Houston Association of Realtors prestigious John E. Wolf Award

3. Jack Stapleton
   - 2018 Broker of the Year by Austin Platinum Top 50
   - 2018 Chairman for Central Texas MLS
   - 2015 President for the Williamson County Association of REALTORS®

4. Adam Olsen
   - Ranked as Texas’ top real estate social media influencer by Top Agent Magazine
   - 2017 Best Realtor in Huntsville Texas by the Huntsville Item newspaper
   - Has had two listings featured on HGTV
   - One of Houston Associated Realtor’s Top 100 Realtors

5. Robert Meche
   - Owner of Keller Williams Small World Realty Group
   - Champions School of Real Estate 11-year real estate instructor
   - Host of “Smoker Broker” real estate radio show

6. Larry Brooks
   - Broker/Co-Founder of Brooks & Davis Real Estate Firm, LLC
   - Author, Entrepreneur, and Multi-Million-Dollar Realtor
   - Speaker and host of the real estate podcast show, “Prime Real Estate Network.”

7. J Carter Breed
   - Three Premier Service Awards
   - Founder of J. Carter Breed Properties
   - Houston Business Journal’s Top 25 Residential Real Estate Teams
   - Achieved $39.8 million in team sales volume for 12 months

8. Devin M Forbes
   - Realtor at Amazing Realty serving Waco/Temple/Belton
   - Devin has earned every designation offered at Champions School of Real Estate
   - Devin’s goal is 100% satisfaction for every single client

9. John Altic
   - Broker/Owner, CEO, of Houston-based JLA Realty
   - JLA has over 15 offices in the Houston Metro area
   - Leads a team of over 500 real estate professionals

10. Jeffrey Krause
    - Agent for Briggs Freeman Sotheby’s International Realty in the DFW Metroplex
    - Speaks Japanese fluently and serves the Japanese-speaking community in DFW

11. Jim “Mattress Mack” McIngvale
    - Owner of Houston’s Gallery Furniture Stores, the largest independent furniture retailer in Texas
    - Net worth currently estimated at $300 million
    - Featured on Time Magazine after opening his furniture stores to house displaced Houston citizens during Hurricane Harvey
    - Received the National Legion of Honor Award for his actions during Hurricane Harvey

“When it comes to real estate I know what works! The Top Producers in this book share their secret sauce to success. “Successful Tendencies of Real Estate Champions” by Rita Santamaria is a must read for anyone who wants to be in the know about real estate and increase their overall sales.”

- Barbara Corcoran, Real Estate Mogul, Author, Shark Tank Investor

$14.95
Purchase Your Copy at www.ChampionsSchool.com/success
Now is the Time!

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 challenging 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?

The Champions Advantage:

• Updated, leading-edge course material
• Instructors are practicing industry professionals
• Customized educational programs
• Flexible delivery options to make classes fit any busy schedule
• Career counseling available at campuses Monday through Saturday in person, by phone or online chat
• Build your business with informative courses, special designations and continuing education
• Free networking events, career nights, career fairs, lunch and learns, internet bars and coffee
• Broker-sponsored classroom breakfasts, lunches and dinners are a great way to learn about new presentations from various companies’ representatives

Call a Counselor | Go Online | Visit a Campus Today!

Dr. Hank Seitz
Agent Wealth
Success Exp Realty
DALLAS

“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. I also recommend my agents to take all of their continuing education at Champions. The concepts they teach has the information agents and brokers need to stay ahead of the industry that builds their business and themselves. I would recommend Champions to all soon-to-be agents and brokers for the best practical hands-on education in real estate!”

Jacquelyn Hobbs
KW Allen
ALLEN

“All the recruits I’ve had join KW Allen that went to Champions School of Real Estate felt very prepared for the exams. They can never say enough amazing things about the instructors, the class content, and their experience with Champions.”

Carla Wells
HOUSTON

“The owner, support staff, and instructors are all “Top Notch” at the Champions School of Real Estate. The availability of the real estate classes, (in-class & online) along with the prep courses, lend you many options for learning. I can’t say enough about the staff. The facility itself was always well maintained and inviting. This industry is unique, and your education is an investment, why not guarantee your return? You definitely can with the Champions School of Real Estate. I’m proud to be a Champion.”

Simone Goelz
AUSTIN

“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 Hatch
FT. WORTH

“Champions is truly about helping their students! The staff is amazing, and they make getting in contact with someone very easy and efficient for everyone! I am glad to have chosen Champions for my classes and prep classes! I highly recommend them to anyone looking for the right school!”

Read More at
www.ChampionsSchool.com/reviews/
### Campus Procedures:

**Campus Hours:** Our campuses will be open Monday - Friday from 8 AM to 5 PM and Saturdays from 8 AM - 4 PM.

**Classroom Setup:** All classroom doors will remain open throughout the duration of the class and classrooms have been adjusted to ensure tables and chairs are set up to provide students with 6’ space from one another. We ask that students please not move or adjust how the tables and chairs are set up.

**Student Check-In:** After getting their temperature checked upon entering the campus, students will be directed to their classroom. Classroom check-in and book distribution will be led by the instructor in the classroom once all students are seated.

**Instructor Delivery:** Instructors will be teaching from their podium in a sectioned-off region outlined with blue tape. Instructors will be wearing a transparent plastic face shield and will remain in this designated space throughout the duration of the class.

**Scheduled Break and Lunch Times:** Students must practice 6’ social distancing throughout campus while out on their breaks. While the campus break room (including the refrigerator, microwave, and coffee bar) will not be available to students during their breaks, students will be able to use the vending machines. All meals (breakfast, lunch, dinner, and snacks) must be eaten outside of campus; classrooms will not be available for students during their lunch breaks.

**Missed Class Fee:** Students will be charged a missed class fee of $15 if they do not call in advance to cancel their seat in the class.

**Proctored Exams:** Students needing to have their exams proctored have the choice of testing on campus with their own computer or via a paper exam and scantron.

**Textbook Pickup:** Students will have the option to go inside the campus to pick up their textbooks or have them delivered with curbside service. If choosing curbside service, students will be asked to call the campus upon arrival and wait for staff to place books in the backseat or trunk of the vehicle.

**Class Schedules:** Given the limited size of our classrooms due to our social distancing measures, a robust schedule of ChampionsLive courses will continue to be available for all divisions. The campus class schedules have been carefully planned for all campuses to run simultaneously with ChampionsLive so that when classrooms fill up, students will still have a back-up option on their selected class dates. Please see the schedule: ChampionsLive Course Schedules.

This continues to be a fluid situation that is subject to change depending on the guidance and direction from national/state health and government officials.

For Up-to-Date Information go to: [www.ChampionsSchool.com/covid19/](http://www.ChampionsSchool.com/covid19/)

### CHAMPIONS SCHOOL OF REAL ESTATE COVID-19 RESPONSE

Every step we’ve taken since the pandemic began, from closing our campuses in March to the phased out gradual reopening and the more recent decision to close our campuses once more, has been made with our staff, instructors, and students health and safety in mind.

Champions School of Real Estate campuses has resumed limited on-campus classes with social distancing measures in place in addition to on-campus operations that include in-person counseling, textbook pickup, and on-campus student testing at all of our campuses.

**Campus Health/Safety Measures:**

- **Staff:** All staff will continue to be temperature checked twice daily and equipped with PPE, including gloves, masks, hand sanitizer, while on campus. Acrylic “sneeze/cough” guards have been placed on counselor desks to provide a safety barrier between team members and students.

- **Students/Visitors:** Anyone entering the campus is required to have their temperature taken at the door as they enter. Masks must be worn within the campus at all times. If a student/visitor does not have access to a mask, Champions will be happy to supply one to them.

- **IMPORTANT:** If you develop COVID-like symptoms after or during any time in which you have been on-campus, including attending classes, please make sure you call to speak with the campus manager before you return to campus. COVID-19 symptoms can often times be confused with a cold or flu. If you exhibit any symptoms, including, for example, a headache, cough, runny nose, sore throat, chills, etc., please call the campus to reschedule your classes. If you’ve had COVID-19, you may return to campus once you have been cleared by your healthcare provider and a negative test showing that you are no longer contagious with the virus.

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CHAMPIONS SCHOOL OF REAL ESTATE
MEET OUR INSTRUCTORS

Tom Allen
Houston
Kevin Ariel
DFW
Rosemary Bickford
Houston
Sarah Lee Boson
Houston
Brad Boxwell
DFW
Mike Boyd
San Antonio
Michelle Busby
Austin
Jeanne Butterfield
Austin
Roy Carter
Director, Inspection School, Teacher Liaison
Instructor of the Year 2008
Harry Caster
Austin & San Antonio

Julie Choate
DFW
Terry Clark
DFW
David Cronauer
San Antonio
Antonio Delgado
DFW
Randy Dicken
DFW
Kevin Dydalewicz
DFW
Caroline Edwards
San Antonio
Frank Eldridge
San Antonio
Donna Ellis
Houston
Bea Flores
Houston

Rose Foney
Houston
Greg Freeman
Houston
Steve Goff
DFW
Allan Hancock
Statewide
Isabel Ineffecta
Mike Hancock
Houston
Kathryn Hardeman
Houston
Will Harris
Director, Appraisal
School
Instructor of the Year 2014
Becky Hill
Houston, Statewide
Teacher Liaison

Sue Killner
Statewide
Instructional Liaison of the Year 2010
Andy Ingram
DFW
Instructional Liaison of the Year 2015
Demond Johnson
DFW
Jeffrey Jones
Houston
Wauketa Jones
DFW
Jennifer Keathly
DFW
Robin Kitzmiller
Houston

Robert Macioce
Austin & San Antonio
David Maez
DFW
Janelle Malone
Houston
Jon Manning
Houston
Karen McCarty
Austin
Esmeralda McGee
Austin
Robert Meche
DFW

Sue Ikeler
Statewide
Instructional Liaison of the Year 2010
Andy Ingram
DFW
Instructional Liaison of the Year 2015
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Austin & San Antonio
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DFW
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Houston
Jon Manning
Houston
Karen McCarty
Austin
Esmeralda McGee
Austin
Robert Meche
DFW

Jasmine Quinerly
Houston
George Rienfo
Houston
Gary Rickey
San Antonio
Instructor of the Year 2016
Rhondalyn Riley
Houston
Peggy Rudolph
Houston
Louis Salinas
Houston
Rebecca Savage
DFW
Randy Selby
Houston

Jasmine Quinerly
Houston
George Rienfo
Houston
Gary Rickey
San Antonio
Instructor of the Year 2016
Rhondalyn Riley
Houston
Peggy Rudolph
Houston
Louis Salinas
Houston
Rebecca Savage
DFW
Randy Selby
Houston

Randy Smith
DFW, Teacher Liaison
Instructional Liaison of the Year 2010
Paul St. Amand
Director, Mortgage School
Instructional Liaison of the Year 2007
Jack Stapleton
Austin
CHRYSTAL STRATTON
Business Etiquette International
Victoria Subia
San Antonio
Instructor of the Year 2016
Veronica Taylor
DFW

Randy Smith
DFW, Teacher Liaison
Instructional Liaison of the Year 2010
Paul St. Amand
Director, Mortgage School
Instructional Liaison of the Year 2007
Jack Stapleton
Austin
CHRYSTAL STRATTON
Business Etiquette International
Victoria Subia
San Antonio
Instructor of the Year 2016
Veronica Taylor
DFW

Jo Weaver
Austin
Nicolette Williams
DFW
Kristen Wilson
Online & Curriculum DFW
Instructor of the Year 2013
Robbie Wilson
DFW
Dave Wyatt
Statewide

Jo Weaver
Austin
Nicolette Williams
DFW
Kristen Wilson
Online & Curriculum DFW
Instructor of the Year 2013
Robbie Wilson
DFW
Dave Wyatt
Statewide

TREC Provider #4530
TREC Provider #4530
5 STEPS TO A TEXAS REAL ESTATE LICENSE

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
   - Principles of Real Estate 2
   - Law of Agency
   - Law of Contracts
   - Promulgated Contract Forms
   - Real Estate Finance

   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%. Although failure is rare, if a student does fail a course exam, a 2nd exam can be taken. After two failures, TREC requires the student to re-take the course before taking the exam again.

2. Submit Online Application for Real Estate License and Course Certificates to TREC
   After completing your courses with Champions School of Real Estate, gather all of your course completion certificates and go to www.trec.texas.gov and click on "Real Estate Sales Agent" in the "Become Licensed" drop-down menu.
   - Under "File Your Application," click "Online Services." On the log in 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 (OR) fax (512)-936-3864 the following: a copy of ALL course completion certificates, include college transcripts if applicable.
     - For FAX: Use your application receipt as your cover sheet.
     - For an email: attach certificates and receipt. Include your name and address in the body of the email.
   - If you already have a sponsoring broker, have them sign the Broker Representation form, sign yourself, and email it to TREC documents@trec.texas.gov. This can be completed and sent to TREC at any time but you will not receive your license until you have a sponsoring Broker.
   - 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, it can take as long as four weeks for them to review your application and education. At this time, we highly recommend that you complete the State Exam Prep course to ensure that you are prepared for the State Exam. This class will take the guess work and stress out of testing and you may repeat Prep as many times as you want for a full year! We recommend taking the Exam Prep course at least two times before taking the actual exam. Purchase the Real Estate Study App for $2.99 or flashcards for $22 to help you study.

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 and $39 for Broker payable to Pearson Vue and 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*. 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 detail 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. 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 on "Fingerprints."
   - Search for your account using either your TREC ID or first name, last 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.

Congratulations! Your active sales agent’s license will arrive in the mail to your sponsoring broker’s office once you have submitted your sponsoring broker form to TREC.
# CHAMPIONS SCHOOL OF REAL ESTATE QUALIFYING EDUCATION

## REAL ESTATE LICENSE PROGRAM
All pricing includes books and materials.

<table>
<thead>
<tr>
<th>Program</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
</tr>
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<tbody>
<tr>
<td><strong>11-Course Career Success Licensing Program</strong>&lt;br&gt;• 6 TREC Qualifying Education Courses (180 Hours)&lt;br&gt;• State Exam Prep Course SAVE '10&lt;br&gt;• 3 TREC SAE Renewal Courses (90 Hours) SAVE '90&lt;br&gt;• TREC Legal Update I and Legal Update II (8 Hours) SAVE '20&lt;br&gt;• Successful Tendencies of Real Estate Champions FREE!&lt;br&gt;• 2-Day Success Through Business Etiquette Program SAVE '45&lt;br&gt;• 30 Days to Success in Real Estate - “Coaching Package” with Champions Owner, CEO and Founder, Rita Santamaria SAVE '20</td>
<td>278</td>
<td>8</td>
<td>$1944&lt;br&gt;$1624&lt;br&gt;SAVE 2320!</td>
</tr>
<tr>
<td><strong>9-Course Comprehensive Licensing Program</strong>&lt;br&gt;• 6 TREC Qualifying Education Courses (180 Hours) SAVE '120&lt;br&gt;• State Exam Prep Course SAVE '10&lt;br&gt;• 3 TREC SAE Renewal Courses (90 Hours) SAVE '90&lt;br&gt;• TREC Legal Update I and Legal Update II (8 Hours) SAVE '20</td>
<td>278</td>
<td>8</td>
<td>$1485&lt;br&gt;$1445&lt;br&gt;SAVE 240!</td>
</tr>
<tr>
<td><strong>6-Course Program plus Business Etiquette</strong>&lt;br&gt;• 6 TREC Qualifying Education Courses (180 Hours) SAVE '120&lt;br&gt;• State Exam Prep Course SAVE '10&lt;br&gt;• 2-Day Success Through Business Etiquette Program SAVE '45</td>
<td>180</td>
<td>8</td>
<td>$1255&lt;br&gt;$1080&lt;br&gt;SAVE 175!</td>
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<tr>
<td><strong>6-Course Licensing Program plus Prep</strong>&lt;br&gt;• 6 TREC Qualifying Education Courses (180 Hours) SAVE '120&lt;br&gt;• State Exam Prep Course SAVE '10</td>
<td>180</td>
<td>8</td>
<td>$1110&lt;br&gt;$980&lt;br&gt;SAVE 130!</td>
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## SAE RENEWAL PROGRAM

<table>
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<tr>
<td><strong>98-Hour Sales Agent Apprentice Education (SAE) Program</strong>&lt;br&gt;• 3 TREC SAE Renewal Courses (90 Hours) SAVE '60&lt;br&gt;• TREC Legal Update I and Legal Update II (8 Hours) SAVE '20</td>
<td>98</td>
<td>8</td>
<td>$575&lt;br&gt;$495&lt;br&gt;SAVE 80!</td>
</tr>
<tr>
<td><strong>90-Hour Sales Agent Apprentice Education (SAE) Program</strong>&lt;br&gt;• 3 TREC SAE Renewal Courses (90 Hours) SAVE '60&lt;br&gt;• REMINDER: 8 Hours of Legal Update is Required for License Renewal</td>
<td>90</td>
<td>8</td>
<td>$495&lt;br&gt;$435&lt;br&gt;SAVE 60!</td>
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<tr>
<td><strong>TREC Legal Update I &amp; Legal Update II</strong></td>
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<td>8</td>
<td>$80</td>
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## BROKER PROGRAM

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<th>Program</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>10-Course Broker Program</strong> (for licensed Realtors®)&lt;br&gt;Start working towards your Broker License today and receive $30 off each course when purchasing this package!</td>
<td>300</td>
<td>8</td>
<td>$1650&lt;br&gt;$1350&lt;br&gt;SAVE 300!</td>
</tr>
<tr>
<td><strong>5-Course Broker Program</strong> (for licensed Realtors®)&lt;br&gt;Choose any 5 core courses towards your Broker License.</td>
<td>150</td>
<td>8</td>
<td>$925&lt;br&gt;$725&lt;br&gt;SAVE 100!</td>
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## INDIVIDUAL COURSES

<table>
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<th>Course</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
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<tbody>
<tr>
<td>Individual 30-Hour Courses</td>
<td>30</td>
<td>8</td>
<td>$165</td>
</tr>
<tr>
<td>Real Estate and Broker Exam Prep Course “Your Key to Passing the State Exam” - See Page 20 - 21 for Schedule</td>
<td></td>
<td></td>
<td>$120</td>
</tr>
<tr>
<td>2-Day Success Through Business Etiquette Program&lt;br&gt;(See Page 31 for Schedule)</td>
<td></td>
<td></td>
<td>$120&lt;br&gt;$145</td>
</tr>
<tr>
<td>30 Days to Success in Real Estate with Owner, CEO and Founder, Rita Santamaria&lt;br&gt;Includes: Training workbook and instructional video (See Page 31)</td>
<td></td>
<td></td>
<td>$79&lt;br&gt;$179</td>
</tr>
<tr>
<td>Go Mobile, Study Anywhere: Real Estate Flashcard App&lt;br&gt;Now available at the Apple iTunes App Store and Android Play store.</td>
<td></td>
<td></td>
<td>$2.99</td>
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<td>Must-Have Study Aid: Real Estate Flashcards&lt;br&gt;Practice over 500 of the most essential terms and definitions with this traditional learning tool.</td>
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</table>
# Principles II

| Course               | North Austin Campus | AUSTIN CAMPUS 512-244-3545 | 13801 Ranch Rd 620 N Austin, TX 78717 | Campus Hours: Mon - Fri: 8:00 AM to 5:00 PM Sat: 8:00 AM to 4:00 PM | TREC Provider #4530
|----------------------|--------------------|-----------------------------|----------------------------------------|---------------------------------------------------------------------|--------------------------
| **Finance**          |                    |                             |                                        |                                                                     |                         |
| Mar 22 - 25          | Contracts          |                             |                                        |                                                                     |                         |
| Mar 29 - Apr 1       | Agency             |                             |                                        |                                                                     |                         |
| Apr 5 - 8            | Prom Forms         |                             |                                        |                                                                     |                         |
| Apr 12 - 15          | Finance            |                             |                                        |                                                                     |                         |
| Apr 19 - 22          | Principles I       |                             |                                        |                                                                     |                         |
| Apr 26 - 29          | Principles II      |                             |                                        |                                                                     |                         |
| **Promulgated Contract Forms** |        |                             |                                        |                                                                     |                         |
| Dec 23 - 24          | Christmas          |                             |                                        |                                                                     |                         |
| Dec 30 - 31          | New Year           |                             |                                        |                                                                     |                         |
| **WEEKENDS**         |                    |                             |                                        |                                                                     |                         |
| Feb 28 - 29          | Contracts          |                             |                                        |                                                                     |                         |
| Mar 28 - 30          | Prom Forms         |                             |                                        |                                                                     |                         |
| Mar 31 - Apr 1       | Principles I       |                             |                                        |                                                                     |                         |
| Apr 7 - 8            | Agency             |                             |                                        |                                                                     |                         |
| Apr 14 - 15          | Contracts          |                             |                                        |                                                                     |                         |
| Apr 21 - 22          | Principles II      |                             |                                        |                                                                     |                         |
| Apr 28 - 29          | Prom Forms         |                             |                                        |                                                                     |                         |
| **Brokerage**        |                    |                             |                                        |                                                                     |                         |
| Feb 15 - 16          | Principles II      |                             |                                        |                                                                     |                         |
| Feb 22 - 23          | Prom Forms         |                             |                                        |                                                                     |                         |
| Mar 1 - 2            | Principles I       |                             |                                        |                                                                     |                         |
| Mar 8 - 9            | Agency             |                             |                                        |                                                                     |                         |
| Mar 15 - 16          | Finance            |                             |                                        |                                                                     |                         |
| Mar 22 - 23          | Contracts          |                             |                                        |                                                                     |                         |
| Mar 29 - 30          | Principles II      |                             |                                        |                                                                     |                         |
| Apr 5 - 6            | Prom Forms         |                             |                                        |                                                                     |                         |
| Apr 12 - 13          | Principles I       |                             |                                        |                                                                     |                         |
| Apr 19 - 20          | Agency             |                             |                                        |                                                                     |                         |
| Apr 26 - 27          | Finance            |                             |                                        |                                                                     |                         |

**Texas Real Estate Licensing Requirements:**

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<tr>
<td>Promulgated Contract Forms</td>
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<td>Real Estate Finance</td>
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QE Courses can be taken in any order.
## Weekdays:
### Monday - Tuesday | 8:30 AM - 4:45 PM
- Dec 7 - 8 | Principles I
- Dec 14 - 15 | Agency
- Dec 21 - 22 | Finance
- Dec 28 - 29 | Contracts
- Jan 4 - 5 | Principles II
- Jan 11 - 12 | Prom Forms
- Jan 18 - 19 | Principles I
- Jan 25 - 26 | Agency
- Feb 1 - 2 | Finance
- Feb 8 - 9 | Contracts
- Feb 15 - 16 | Principles II
- Feb 22 - 23 | Prom Forms
- Mar 1 - 2 | Principles I
- Mar 8 - 9 | Agency
- Mar 15 - 16 | Finance
- Mar 22 - 23 | Contracts
- Mar 29 - 30 | Principles II
- Apr 5 - 6 | Prom Forms
- Apr 12 - 13 | Principles I
- Apr 19 - 20 | Agency
- Apr 26 - 27 | Finance

### Wednesday - Thursday | 8:30 AM - 4:45 PM
- Dec 2 - 3 | Finance
- Dec 9 - 10 | Contracts
- Dec 16 - 17 | Principles II
- Dec 23 - 24 | Christmas
  - Dec 30 - 31 | New Year
- Jan 6 - 7 | Agency
- Jan 13 - 14 | Finance
- Jan 20 - 21 | Contracts
- Jan 27 - 28 | Principles II
- Feb 3 - 4 | Prom Forms
- Feb 10 - 11 | Principles I
- Feb 17 - 18 | Agency
- Feb 24 - 25 | Finance
- Mar 3 - 4 | Contracts
- Mar 10 - 11 | Principles II
- Mar 17 - 18 | Prom Forms
- Mar 24 - 25 | Principles I
- Mar 31 - Apr 1 | Agency
- Apr 7 - 8 | Finance
- Apr 14 - 15 | Contracts
- Apr 21 - 22 | Principles II
- Apr 28 - 29 | Prom Forms

### Evening:
### Monday - Thursday | 6:00 PM - 9:45 PM
- Dec 28 - 30 | New Year
- Jan 4 - 7 | Agency
- Jan 11 - 14 | Prom Forms
- Jan 18 - 21 | Finance
- Jan 25 - 28 | Principles I
- Feb 1 - 4 | Principles II
- Feb 8 - 11 | Contracts
- Feb 15 - 18 | Agency
- Feb 22 - 25 | Prom Forms
- Mar 1 - 4 | Finance
- Mar 8 - 11 | Principles I
- Mar 15 - 18 | Principles II
- Mar 22 - 25 | Contracts
- Mar 29 - Apr 1 | Agency
- Apr 5 - 8 | Prom Forms
- Apr 12 - 15 | Finance
- Apr 19 - 22 | Principles I
- Apr 26 - 29 | Principles II

## Texas Real Estate Licensing Requirements:
- Law of Agency
- Law of Contracts
- Principles of Real Estate I
- Principles of Real Estate II
- Promulgated Contract Forms
- Real Estate Finance

QE Courses can be taken in any order.

## Course Legend:
- **SAE**: 1st Renewal Period
- **QE**: Qualifying Education
- **Holiday Hours**: shutting down

---

**DALLAS/PLANO CAMPUS**
972-867-4100
3721 Mapleshade Lane
Plano, TX 75075

Campus Hours:
Mon - Fri: 8:00 AM to 5:00 PM
Sat: 8:00 AM to 4:00 PM

---

**SAE**
1st Renewal Period

**QE**
Qualifying Education

**Holiday Hours**
Shutting down
Texas Real Estate Licensing Requirements:

- Law of Agency
- Law of Contracts
- Principles of Real Estate I
- Principles of Real Estate II
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**FORT WORTH CAMPUS**

214-687-0000
6324 Waverly Way, Ste 100
Fort Worth, TX 76116

WEEKDAYS

Monday - Tuesday | 8:30 AM - 4:45 PM

Monday - Tuesday:
- Nov 30 - Dec 1: Prom Forms
- Dec 7 - 8: Principles I
- Dec 14 - 15: Agency
- Dec 21 - 22: Finance
- Dec 28 - 29: Contracts
- Jan 4 - 5: Principles II
- Jan 11 - 12: Prom Forms
- Jan 18 - 19: Principles I
- Jan 25 - 26: Agency
- Feb 1 - 2: Finance
- Feb 8 - 9: Contracts
- Feb 15 - 16: Principles II
- Feb 22 - 23: Prom Forms
- Mar 1 - 2: Principles I
- Mar 8 - 9: Agency
- Mar 15 - 16: Finance
- Mar 22 - 23: Contracts
- Mar 29 - 30: Principles II
- Apr 5 - 6: Prom Forms
- Apr 12 - 13: Principles I
- Apr 19 - 20: Agency
- Apr 26 - 27: Finance

WEEKDAYS

Wednesday - Thursday | 8:30 AM - 4:45 PM

Wednesday - Thursday:
- Dec 2 - 3: Finance
- Dec 9 - 10: Contracts
- Dec 16 - 17: Principles II
- Dec 23 - 24: Christmas
- Dec 30 - 31: New Year
- Jan 6 - 7: Agency
- Jan 13 - 14: Finance
- Jan 20 - 21: Contracts
- Jan 27 - 28: Principles II
- Feb 3 - 4: Prom Forms
- Feb 10 - 11: Principles I
- Feb 17 - 18: Agency
- Feb 24 - 25: Finance
- Mar 3 - 4: Contracts
- Mar 10 - 11: Principles II
- Mar 17 - 18: Prom Forms
- Mar 24 - 25: Principles I
- Mar 31 - Apr 1: Agency
- Apr 7 - 8: Finance
- Apr 14 - 15: Contracts
- Apr 21 - 22: Principles II
- Apr 28 - 29: Prom Forms

WEEKENDS

Saturday - Sunday | 8:30 AM - 4:45 PM

Saturday - Sunday:
- Dec 5 - 6: Contracts
- Dec 12 - 13: Prom Forms
- Dec 19 - 20: Finance
- Dec 26 - 27: Principles II
- Jan 2 - 3: Principles I
- Jan 9 - 10: Agency
- Jan 16 - 17: Contracts
- Jan 23 - 24: Prom Forms
- Jan 30 - 31: Finance
- Feb 6 - 7: Principles II
- Feb 13 - 14: Principles I
- Feb 20 - 21: Agency
- Feb 27 - 28: Contracts
- Mar 6 - 7: Prom Forms
- Mar 13 - 14: Finance
- Mar 20 - 21: Principles II
- Mar 27 - 28: Principles I
- Apr 3 - 4: Easter
- Apr 10 - 11: Agency
- Apr 17 - 18: Contracts
- Apr 24 - 25: Prom Forms
- May 1 - 2: Finance
**Texas Real Estate Licensing Requirements:**

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QE Courses can be taken in any order.
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<tr>
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QE Courses can be taken in any order.

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**Course Legend:**

- **SAE** | 1st Renewal Period
- **QE** | Qualifying Education
- **** | Holiday Hours
**WEEKDAYS**
Monday - Tuesday | 8:30 AM - 4:45 PM

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**WEEKDAYS**
Saturday - Sunday | 8:30 AM - 4:45 PM

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**Texas Real Estate Licensing Requirements:**
- Law of Agency
- Law of Contracts
- Principles of Real Estate I
- Principles of Real Estate II
- Promulgated Contract Forms
- Real Estate Finance

QE Courses can be taken in any order

**Course Legend:**
- SAE 1st Renewal Period
- QE Qualifying Education
- Holiday Hours

---

HOUSTON WEST CAMPUS
281-496-7386
738 Highway 6 South, Ste 150
Houston, TX 77079

Campus Hours:
Mon - Fri: 8:00 AM to 5:00 PM
Sat: 8:00 AM to 4:00 PM

TREC Provider #4530
CHAMPIONS SCHOOL OF REAL ESTATE
QUALIFYING EDUCATION AND SAE RENEWAL
### SAN ANTONIO CAMPUS

**210-349-7600**
10000 San Pedro, Ste 100  
San Antonio, TX 78216

**Campus Hours:**  
Mon - Fri: 8:00 AM to 5:00 PM  
Sat: 8:00 AM to 4:00 PM

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**Texas Real Estate Licensing Requirements:**
- Law of Agency
- Law of Contracts
- Principles of Real Estate I
- Principles of Real Estate II
- Promulgated Contract Forms
- Real Estate Finance

QE Courses can be taken in any order

**Course Legend:**
- **SAE**: 1st Renewal Period
- **QE**: Qualifying Education
- **Holiday Hours**: 

---

**Campus Hours:**
Mon - Fri: 8:00 AM to 5:00 PM  
Sat: 8:00 AM to 4:00 PM
QUALIFYING EDUCATION WEEKENDS & EVENINGS

ChampionsLive brings the classroom experience straight to your home or office via our new live broadcast system. All you need is a computer, a web cam, a microphone and a desire to learn! To register for your class today, please visit us at ChampionsSchool.com/Live, online chat, or contact a counselor at 1-866-272-5962.

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

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WEEKENDS
Saturday - Sunday | 8:30 AM - 4:45 PM

| Dec 5 - 6 | Contracts |
| Dec 12 - 13 | Prom Forms Power House |
| Dec 19 - 20 | Finance |
| Dec 26 - 27 | Principles II Marketing |
| Jan 2 - 3 | Principles I Math |
| Jan 9 - 10 | Agency |
| Jan 16 - 17 | Contracts Brokerage |
| Jan 23 - 24 | Prom Forms |
| Jan 30 - 31 | Finance |
| Feb 6 - 7 | Principles II Prop Mgmt |
| Feb 13 - 14 | Principles I |
| Feb 20 - 21 | Agency Inspection |
| Feb 27 - 28 | Contracts |
| Mar 6 - 7 | Prom Forms Power House |
| Mar 13 - 14 | Finance |
| Mar 20 - 21 | Principles II |
| Mar 27 - 28 | Principles I Appraisal |
| Apr 3 - 4 Easter | |
| Apr 10 - 11 | Agency Commercial |
| Apr 17 - 18 | Contracts |
| Apr 24 - 25 | Prom Forms Marketing |
| May 1 - 2 | Finance |

Texas Real Estate Licensing Requirements:
- Law of Agency
- Principles of Real Estate I
- Promulgated Contract Forms
- Principles of Real Estate II
- Real Estate Finance

QE Courses can be taken in any order

Course Legend:

| SAE | 1st Renewal Period |
| QE | Qualifying Education |
| Holiday Hours |

ChampionsLive® System Requirements:
- Device with Internet Connection and Supported OS
- Functioning Speakers, Microphone & Webcam
- Click Emailed Link Ten Minutes Before Class Starts
- Check-In Using a Photo ID
- Have All Course Materials and Books Ready to Go
- Follow Teacher Instructions

Real Estate Exam Prep, The Key to Passing the Texas Real Estate Licensing Exam
Texas Real Estate Licensing Requirements:

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QE Courses can be taken in any order.

WEEKDAYS

**QUALIFYING EDUCATION WEEKDAYS**

**WEEKDAYS**

Monday - Tuesday | 8:30 AM - 4:45 PM

Nov 30 - Dec 1 | Prom Forms | Investments
Dec 7 - 8 | Principles I
Dec 14 - 15 | Agency
Dec 21 - 22 | Finance
Dec 28 - 29 | Contracts
Jan 4 - 5 | Principles II | Principles I | Power House
Jan 11 - 12 | Prom Forms | Principles II | Appraisal
Jan 18 - 19 | Principles I | Agency
Jan 25 - 26 | Agency | Finance | Commercial
Feb 1 - 2 | Finance | Contracts
Feb 8 - 9 | Contracts | Prom Forms | Brokerage
Feb 15 - 16 | Principles II | Principles I
Feb 22 - 23 | Prom Forms | Principles II | Math
Mar 1 - 2 | Principles I | Agency
Mar 8 - 9 | Agency | Finance | Prop Mgmt
Mar 15 - 16 | Finance | Contracts
Mar 22 - 23 | Contracts | Prom Forms | Investments
Mar 29 - 30 | Principles II | Principles I
Apr 5 - 6 | Prom Forms | Principles II
Apr 12 - 13 | Principles I | Agency | Commercial
Apr 19 - 20 | Agency | Finance | Inspection
Apr 26 - 27 | Finance | Contracts

**WEEKDAYS**

Wednesday - Thursday | 8:30 AM - 4:45 PM

Dec 2 - 3 | Finance | Principles I
Dec 9 - 10 | Contracts | Principles II
Dec 16 - 17 | Principles II | Agency
Dec 23 - 24 | Christmas
Dec 30 - 31 | New Years
Jan 6 - 7 | Agency | Finance
Jan 13 - 14 | Finance | Contracts
Jan 20 - 21 | Contracts | Prom Forms | Inspection
Jan 27 - 28 | Principles II | Principles I
Feb 3 - 4 | Prom Forms | Principles II
Feb 10 - 11 | Principles I | Agency
Feb 17 - 18 | Agency | Finance | Power House
Feb 24 - 25 | Finance | Contracts
Mar 3 - 4 | Contracts | Prom Forms
Mar 10 - 11 | Principles II | Principles I
Mar 17 - 18 | Prom Forms | Principles II | Marketing
Mar 24 - 25 | Principles I | Agency | Power House
Mar 31 - Apr 1 | Agency | Finance
Apr 7 - 8 | Finance | Contracts
Apr 14 - 15 | Contracts | Prom Forms
Apr 21 - 22 | Principles II | Principles I
Apr 28 - 29 | Prom Forms | Principles II | Brokerage

Visit www.championsschool.com/live/designations/ to Learn More

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Santamaria Spotlights
REAL ESTATE SUPERSTARS

Learn Superstar Level Sales Strategies by Listening to Our Very Own Champions for FREE!

Rita’s popular interview series allows you to learn the daily tools, marketing strategies, and personal tips that have propelled top producing agents to succeed.

Jan 28
MEET RITA’S REAL ESTATE FAMILY

KELLY SHEARER
Martha Turner Sotheby’s International Realty
Houston, TX

A consistently top rated multimillion dollar producer, Top Producer 2019, with designations in CHMS, ABR and SRS. A 3rd generation real estate professional, Kelly has reaped the benefits of the knowledge and expertise that her family has acquired through decades of experience. Kelly credits her sales success to her years of volunteerism in The Woodlands, TX. She will share how to give back to the community with her reach out and touch strategies.

KEVIN DYDALEWICZ
Edward Thad Realty & Associates
Austin, TX | Frisco, TX

As a Realtor licensed over 11 years, Top Producer, Team Leader, and Branch Manager of a large real estate company, Kevin decided to use his experience to open Edward Thad Realty & Associates with two locations. Kevin has also served as a TREC Certified Instructor for Champions School of Real Estate, as well as holding many designations including SFR, BPOR, ABR, MRP, and PSA.

Feb 11
SELLING LUXURY RANCHES & HOMES

CARMEN BEAN
EXP Realty
San Antonio, TX

Carmen is ranked the #1 Residential Real Estate Agent in San Antonio by the San Antonio Business Journal for 2017, 2018, 2019 & 2019 #1 Realtor in San Antonio from 14,000 Real Estate Agents selling Real Estate in Bexar and surrounding counties. She is also a 2014, 2015, 2016, 2017, 2018 & 2019 Platinum TOP 50 Winner. Her Secret to Success is Rule # 1: Happy Clients = Happy Realtor = Many Referrals.

JEFF SOELE
Texas Best Ranches
San Antonio, TX

Within his company, Jeff sells Ranches, Luxury homes, acreage, resort coastal homes near and on Padre Island, and Hill Country properties. Jeff has personally owned and operated over 20 ranches in the last 30 years and is therefore uniquely qualified to guide buyers through the ranch development process. He also knows exotic game—he has raised them, bred them, sold them and hunted them. He’s a true Texan!

Mar 11
HOW A MEGA TEAM OPERATES

THE LOKEN GROUP
Houston, TX

Karina Loken, Founder and Co-Owner, Lance Loken, Co-Owner, Sara St. Marceaux, President of their Luxury division, Portfolio Houston and VP of Marketing, Kristina Nguyen, VP of Listing Agents, Sarah Detmore, VP of Buyer Agents, Amy Flynn, VP of Inside Sales Alana Badeaux, VP of Operations, David Weaver, VP of Builder Relations

The Loken Group, a team of specialists out of the Keller Williams Platinum office, serves real estate buyers, sellers and investors in all nine counties of the Greater Houston Area.

#1 out of Large Real Estate Teams in Houston (Ranked by 2019 Sales Volume and Units – $628.79 million volume - by the “Houston Business Journal”)

#1 out of Residential Real Estate Large Teams in the United States (based on 2019 Transaction Sides, “Wall Street Journal Real Trends”)

#1 out of Keller Williams Teams and Groups Worldwide (based on units and volume closed in 2019, KWRI)

Apr 8
FINDING YOUR NICHE & GROWING YOUR BRAND

BARRETT RAVEN
Realty Austin
Austin, TX

Barrett is a UT grad and former math teacher turned Realtor®. He worked in many local cafes and leveraged his network base to get his start in real estate. He now has a team at Realty Austin and the Barrett Raven Team has been awarded Platinum Top 50 Finalist for 2020, Platinum Top 50 for 2018-2020 and Realty Austin Diamond Club $10M+ Top Producer 2017-2020. Teacher to Top Producer.

DENTON AGUAM
Keller Williams
Preston Rd.
Dallas, TX

Since 2002, Denton Aguam has taken a highly specialized teamwork approach with integrity and passion, earning his client’s trust, respect and loyalty for life. Today, Denton continues to build his team under The DARE Network Group brand. For over 18 years, vision is to be the Real Estate Network of choice for professionals under the Keller Williams Brokerage.

May 13
OWNING YOUR OWN REAL ESTATE BROKERAGE

ASHTON THEISS
Ashton Theiss Realty
Fort Worth, TX

As a multi-million dollar producer, she’s been featured on HGTV, named agent of the year and received top real estate professional accolades by multiple outlets, including Fort Worth, Texas Magazine and 360 West. She is a certified negotiations expert, an accredited luxury home specialist, and holds her graduate realtor institute certification through the Texas Association of Realtors. She has the heart of a Champion.

MICHELLE BUSBY
Keller Williams
Austin, TX

Michelle managed the start-up of the Cedar Park franchise of Keller Williams Realty, an operation that thrived with 20 agents. Michelle returned to The Central Texas Property Group and was in the top 20 teams in the KW Austin North office within the year. Michelle shares her wealth of knowledge with students as a Champions School of Real Estate instructor. Michelle moved into leadership at the office for KW and has coached million-dollar agents & teams.

Jun 10
HOW TO SUCCESSFULLY BE YOUR OWN BOSS

CAT LODGE
D’Ann Harper Realty
San Antonio, TX

Cat’s extensive knowledge of the San Antonio real estate market and her proven track record of success has resulted in prestigious awards including being named a Platinum Top 50 Winner for 2020, ranking as a Top 5 Individual Sales Agent 2019 company-wide for Coldwell Banker D’Ann Harper Realtors, and being named as one of the Top 25 Individual Agents in San Antonio for Residential Real Estate 2019 by the San Antonio Business Journal.

SUSAN BROCK
Brock and Foster
Houston, TX

Selected as a Top 20 Agent in Houston, Susan has been featured in Texas Monthly Magazine, Houstonian Magazine, the Houston Chronicle and Forbes Magazine. Susan continues to be recognized and awarded for her negotiation, marketing, community service, leadership and sales abilities. She remains her clients’ trusted partner in the Houston community, tirelessly contributing her time and energy to numerous nonprofits.
The Real Estate License Exam Prep course is your key to passing the Texas Real Estate licensing 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, ChampionsLive® Broadcast, 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.

We Review:
- Terminology
- Test Taking Strategies
- Math
- Mock Exam Questions

We Provide:
- Practice exams that are graded exactly like the state exam
- In-depth review of each mock exam question
- Unlimited retakes of the course for one full year
- Prep textbook and timed mock exams
- Excellent instructors
- Free access to Prep online at time of enrollment

Your Key to Passing the Texas Real Estate Licensing Exam

Your Exam Prep Course Purchase Comes with Book and Unlimited Retakes for One Year!

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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 classroom 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 of the exam are failed, an additional 60-hours of qualifying real estate education is required to retake the state 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 re-authorization to be submitted to Pearson VUE to allow you to reschedule the exam.

2-Day Prep Class Times:
Day 1 and 2 8:30 AM - 6:30 PM

5-Day Prep Class Times:
Morning Classes 8:30 AM - 12:15 PM
Evening Classes 6:00 PM - 9:45 PM

Get the CSRE Real Estate Exam Flashcard App For Only $2.99
Master the most essential terms and definitions in Real Estate with Champions School of Real Estate’s Flashcard App. Now available for purchase at the Apple iTunes App Store and Android Play store.
Go to ChampionsSchool.com/flashcard-app to download
### Virtual Study Hall

Students enrolled for Online-Correspondence Real Estate QE courses are eligible to register for ChampionsLive!

Enroll in a Study Hall session 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!

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**Wednesdays:** 6PM - 9PM

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### CHAMPIONS SCHOOL OF REAL ESTATE

**TEXAS REAL ESTATE EXAM PREP**

**AUSTIN CAMPUS**

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<td>Apr 25</td>
</tr>
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<td>May 1 - 2</td>
</tr>
</tbody>
</table>

800-284-1525 | www.ChampionsSchool.com

Choose to be a Champion™

Course Catalog | 2021 | 21
SALES AGENT APPRENTICE EDUCATION (SAE)

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.

Don’t let your real estate license lapse. New sales agents are required to complete 98-Hours within the first two years of receiving their Real Estate Sales Agent 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.

TREC’s Requirements for First Time Sales Agents License Renewal
All active and inactive sales agents, who are under the Sales Agent Apprentice Education (SAE) requirement, must show evidence of having completed a minimum of 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 278 hours. 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. Courses are reported by the licensee and not the education provider.

SAE Renewal Program

<table>
<thead>
<tr>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
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<tbody>
<tr>
<td>98</td>
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Individual 30 Hour SAE Courses

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<tbody>
<tr>
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</table>

Legal Update I & Legal Update II
See Page 27 for Legal Update I and II Schedules

<table>
<thead>
<tr>
<th>Hours</th>
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30-Hour QE, SAE Renewal and Broker Individual Courses

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<td>Law of Contracts</td>
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<td>1251</td>
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<tr>
<td>Real Estate Marketing: Power House Training</td>
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<tr>
<td>Principles of Real Estate 1</td>
<td></td>
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<tr>
<td>Principles of Real Estate 2</td>
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<td>122</td>
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<td>Promulgated Contract Forms</td>
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<td>351</td>
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<tr>
<td>Real Estate Finance</td>
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<td>451</td>
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<tr>
<td>Real Estate Law: Principles</td>
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<td>Real Estate Investment: Principles</td>
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<td>RE Marketing: Commercial Real Estate</td>
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<td>Residential Inspection for Real Estate Agents</td>
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<td>Real Estate Appraisal: Principles</td>
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<td>Real Estate Appraisal: RE Procedures</td>
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<tr>
<td>Real Estate Appraisal: Residential Sales Comparison &amp; Income Approaches</td>
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<td>Real Estate Appraisal: Fundamentals</td>
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</table>
REAL ESTATE BROKER LICENSING

Champions School of Real Estate has all the classes you need for Broker Licensing requirements. Earning a Broker License is something we encourage our students to work towards once they become a licensed real estate agent. A broker license will give you instant credibility and it is the only designation the general public recognizes!

Why should you get your Brokers license?

• If you have a Bachelor's degree or higher, you may need only three additional courses with your college hours to sit for your broker's test
• Broker associates can stay with their current firm or open their own brokerage
• It is only an additional $7.67 per week or $33.33 per month to renew as a broker-associate versus a sales agent
• No college required. Ask a career counselor for a complimentary "Broker Plan of Attack!" or go online and use the interactive form

### Broker Program

<table>
<thead>
<tr>
<th>Course</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
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<tbody>
<tr>
<td>10-Course Broker Program (for licensed Realtors*)</td>
<td>300</td>
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<td>$1350</td>
</tr>
<tr>
<td>Start working towards your Broker License today and receive $30 off each course when purchasing this package!</td>
<td></td>
<td></td>
<td>SAVE $300</td>
</tr>
<tr>
<td>5-Course Broker Program (for licensed Realtors*)</td>
<td>150</td>
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<td>$725</td>
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<tr>
<td>Choose any 5 core courses towards your Broker License.</td>
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<td>SAVE $100</td>
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<tr>
<td>Broker Exam Prep Course</td>
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<td>$120</td>
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<tr>
<td>See Pages 20 - 21 for Details and Schedule</td>
<td></td>
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</table>

Texas Real Estate Broker License Requirements

- 3600 experience points in 4 of the last 5 years using the TREC point system (see sidebar to 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-license 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 Broker license.

- **630 hours of classroom hours in related courses**
  - A Bachelor’s degree will count for 630 hours towards your 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 broker education licensing

### Calculating the 3600 Experience Points

**$535.56 Education and Experience Requirements for a Broker License**

1) **Residential transactions**, including single family, condo, co-op unit, multi-family (1 to 4-unit) and apartment unit leases:

   - A) Closed purchase or sale–300 pts*
   - B) An Executed Lease, renewal or extension for a landlord or tenant–50 pts.
   - C) Rental Property Management rent collection–25 pts per property per year.
   - D) Exclusive Right to Sell Listings–10 pts.
   - E) Buyer or Tenant Representation Agreements–10 pts.
   - F) Closed purchase or sale of an unimproved residential lot–50 pts.

2) **Commercial transactions**, including apartments (5 units or more), office, retail, industrial, mixed use, hotel/motel, parking facility/garage, and specialty:

   - A) Closed purchase or sale–500 pts.
   - B) An Executed Lease, renewal or extension for a landlord or tenant–100 pts per year of the lease, renewal or extension up to a five year maximum per transaction.
   - C) Rental Property Management rent collection–150 pts per property per year.
   - D) Listings–20 pts.
   - E) Buyer or Tenant Representation Agreements–20 pts.

3) **Farm and Ranch and unimproved land transactions**:

   - A) Closed purchase or sale–300 pts.
   - B) An executed lease, renewal or extension for a landlord or tenant–50 pts.
   - C) Rental Property Management rent collection–50 pts per property per year.
   - D) Listings–10 pts.
   - E) Buyer or Tenant Representation Agreements–10 pts.

4) **Branch Office or Team Management**

   - 20 pts per month with a maximum of 1200 pts credit toward the 3,600 pts total requirement.

*points per transaction

### TRY OUR NEW INTERACTIVE BROKER PLAN OF ATTACK


Champions School offers nineteen 30-hour elective courses that can be applied towards your broker education
REAL ESTATE
CONTINUING EDUCATION (CE)

UPDATED FOR 2021!
EYE ON REAL ESTATE:
TRENDS AND DISRUPTORS

$119 | 18-HOUR CE PROGRAM

Technologies are advancing, and the real estate industry is evolving before our eyes faster than ever before! Our exciting new 18-HR CE program will bring you up to speed with all of the current real estate trends and emerging industry disruptors.

CE Program includes:
• Green building and buying
• New financing models emerging
• Smart-home and artificial intelligence technologies
• New business models such as iBuyers
• 2-Hour Technology Update
• 3-Hour Contract Review
• 8-Hour TREC Legal Update I & II

Day 1 Schedule
8:30 AM - 12:30 PM Legal Update I
04-04-121-37796
1:30 PM - 5:30 PM Legal Update II
04-04-121-37797
5:30 PM - 7:00 PM Tech Update
02-02-111-38145

Day 2 Schedule
8:30 AM - 11:30 AM Contract Review
03-00-102-40030
12:30 PM - 5:30 PM Eye on Trends
05-00-122-40467

Day 1 Schedule
Feb 11 - 12 Thu/Fri
Mar 11 - 12 Thu/Fri
Apr 15 - 16 Thu/Fri

Day 2 Schedule
Feb 18 - 19 Thu/Fri
March 18 - 19 Thu/Fri
April 22 - 23 Thu/Fri

Day 1 Schedule
Feb 15 - 16 Mon/Tue
Mar 15 - 16 Mon/Tue
Apr 26 - 27 Mon/Tue

Day 1 Schedule
Feb 4 - 5 Thu/Fri
Feb 18 - 19 Thu/Fri
Feb 25 - 26 Thu/Fri
March 4 - 5 Thu/Fri
March 18 - 19 Thu/Fri
March 29 - 30 Mon/Tue
April 8 - 9 Thu/Fri
April 22 - 23 Thu/Fri
April 29 - 30 Thu/Fri

Day 1 Schedule
Jan 7 - 8 Thu/Fri
Jan 21 - 22 Thu/Fri
Jan 28 - 29 Thu/Fri

Day 1 Schedule
Jan 14 - 15 Thu/Fri

Day 1 Schedule
Jan 21 - 22 Thu/Fri

Day 1 Schedule
Jan 18 - 19 Mon/Tue

Day 1 Schedule
Feb 11 - 12 Thu/Fri
Mar 11 - 12 Thu/Fri
Apr 15 - 16 Thu/Fri

Day 2 Schedule
Feb 18 - 19 Thu/Fri
March 18 - 19 Thu/Fri
April 22 - 23 Thu/Fri

Day 2 Schedule
Feb 15 - 16 Mon/Tue
Mar 15 - 16 Mon/Tue
Apr 26 - 27 Mon/Tue

Day 2 Schedule
Feb 4 - 5 Thu/Fri
Feb 18 - 19 Thu/Fri
Feb 25 - 26 Thu/Fri
March 4 - 5 Thu/Fri
March 18 - 19 Thu/Fri
March 29 - 30 Mon/Tue
April 8 - 9 Thu/Fri
April 22 - 23 Thu/Fri
April 29 - 30 Thu/Fri

2020 TRENDS AND DISRUPTORS IN REAL ESTATE TODAY

Upcoming TREC CE Rule Changes: License holders with expiration dates after Jan 31st will be required to take a new 3-Hour Contracts course. This course will be available starting Feb 1st in the classroom, ChampionsLive and Online Delivery Methods.
**Mandatory for 2021! Essential Topics: 3-Hour Contract Review**

**$30 | 3-Hour CE Course**

This course is designed to walk experienced agents through the details of commonly used contracts in real estate, including discussions of provisions and clauses and their use, a breakdown of available promulgated addenda and other forms, and a review of common contract mistakes and how they can affect the validity and viability of a contract. This course also includes case studies designed to illustrate the importance of proper contract usage in the real estate industry. A valuable course for any active agent, this 3-hour course satisfies the TREC-mandated requirement for continuing education covering contract information.

**Sessions**

- **AUSTIN**
  - Feb 12: Fri
  - Mar 12: Fri
  - Apr 16: Fri

- **DALLAS**
  - Feb 19: Fri
  - Mar 19: Fri
  - Apr 23: Fri

- **FORT WORTH**
  - Feb 11: Thu
  - Mar 17: Wed
  - Apr 16: Fri

- **HOUSTON GALLERIA**
  - Feb 2: Tue
  - Mar 2: Tue
  - Apr 6: Tue

- **HOUSTON NORTH**
  - Feb 16: Tue
  - Feb 23: Tue
  - Mar 16: Tue
  - Apr 13: Tue
  - Apr 27: Tue

- **CHAMPIONS LIVE**
  - Feb 12: Fri
  - Mar 12: Fri
  - Apr 16: Fri

---

**Updated for 2021! 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.

**CE Program Includes:**

- Regulatory aspects of management
- Business entities for ownership
- 1-Hour Technology Update
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II

**Sessions**

- **Dallas**
  - Feb 18 - 19 Thu/Fri
  - Mar 18 - 19 Thu/Fri
  - Apr 22 - 23 Thu/Fri

- **Fort Worth**
  - Feb 10 - 11 Wed/Thu
  - Mar 16 - 17 Tue/Wed
  - Apr 15 - 16 Thu/Fri

- **Houston Galleria**
  - Feb 1 - 2 Mon/Tue
  - Mar 1 - 2 Mon/Tue
  - Apr 5 - 6 Mon/Tue

- **Houston North**
  - Feb 22 - 23 Mon/Tue
  - Apr 12 - 13 Mon/Tue

- **Champions Live**
  - Feb 11 - 12 Thu/Fri
  - Mar 11 - 12 Thu/Fri
  - Apr 15 - 16 Thu/Fri

---
COMMERCIAL REAL ESTATE

$119 | 18-HOUR CE PROGRAM

Understand the ins and outs of the commercial real estate business and become familiar with its terminology and mathematics. By the end of the course, 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:**

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

**Day 1 Schedule**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Code</th>
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<tbody>
<tr>
<td>8:30 AM - 4:30 PM</td>
<td>Commercial</td>
<td>07-00-122-40465</td>
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<td>4:30 PM - 7:30 PM</td>
<td>Contract Review</td>
<td>03-00-102-40030</td>
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**Day 2 Schedule**

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<td>04-04-121-37796</td>
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<tr>
<td>1:30 PM - 5:30 PM</td>
<td>Legal Update II</td>
<td>04-04-121-37797</td>
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</table>

FARM & 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:**

- Farm & Ranch contracts
- 3-Hour Contract Review
- Mineral rights
- Land and water rights
- Environmental issues
- 8-Hour TREC Legal Update I & II

**Day 1 Schedule**

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<th>Session</th>
<th>Code</th>
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<td>4:30 PM - 7:30 PM</td>
<td>Contract Review</td>
<td>03-00-102-40030</td>
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**Day 2 Schedule**

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<tbody>
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<td>Legal Update I</td>
<td>04-04-121-37796</td>
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<tr>
<td>1:30 PM - 5:30 PM</td>
<td>Legal Update II</td>
<td>04-04-121-37797</td>
</tr>
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</table>

* Class times for January Class: Day One 8:30 AM - 6:45 PM
PROPERTY MANAGEMENT

$119 | 18-HOUR CE PROGRAM

Property management is on the rise, and there is an entire segment of real estate professionals that have chosen to also specialize in professional property management, a path in which agents and brokers work directly with property owners who lease their properties.

CE Program includes:
• Working with property owners
• Relevant legal and insurance matters
• Creating management plans
• Budgeting and financial reporting
• 3-Hour Contract Review
• 8-Hour TREC Legal Update I & II

All CE Programs are also available to take in the Online format.
www.ChampionsSchool.com/real-estate/tx/ce

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.
DESIGNATIONS & CERTIFICATIONS

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 an Elective for 23-Hour CE Program
- New Home Construction
- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Marketing Strategy and Lead Generation

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

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.
**Pricing Strategies: Mastering the CMA**

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

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 CMA's
- Pricing properties
- Understanding home values
- Working with appraisers

**CHAMPIONSLIVE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
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<tr>
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<td>Mar 26</td>
<td>Fri</td>
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<tr>
<td>Apr 30</td>
<td>Fri</td>
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Schedule

8:30 AM - 5:15 PM

PSA: 08-00-091-33058

**Seller Representative Specialist**

**$219 | 15-HOUR ELECTIVE CE | ABR ELECTIVE**

Increase listings and grow your business. Demonstrate and communicate your value to seller clients. Agents will also be required to successfully complete one SRS elective courses and proof of three completed transactions in which the agent acted solely as a sellers representative.

**CHAMPIONSLIVE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
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<tbody>
<tr>
<td>Jan 13-14</td>
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<tr>
<td>Feb 8-9</td>
<td>Mon/Tue</td>
</tr>
<tr>
<td>Mar 8-9</td>
<td>Mon/Tue</td>
</tr>
<tr>
<td>Apr 12-13</td>
<td>Mon/Tue</td>
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Day 1 and 2 Schedule

8:30 AM - 4:45 PM

SRS: 15-00-022-32071

**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

**CHAMPIONSLIVE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
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<tbody>
<tr>
<td>Jan 21-22</td>
<td>Thu/Fri</td>
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<tr>
<td>Feb 17-18</td>
<td>Wed/Thu</td>
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<td>Mar 17-18</td>
<td>Wed/Thu</td>
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<tr>
<td>Apr 28-29</td>
<td>Wed/Thu</td>
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</tbody>
</table>

Day 1 and 2 Schedule

8:30 AM - 4:45 PM

ALHS: 10-00-012-38433


**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

**CHAMPIONSLIVE**

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
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</thead>
<tbody>
<tr>
<td>Dec 30</td>
<td>Wed</td>
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<td>Jan 20</td>
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<tr>
<td>Mar 19</td>
<td>Fri</td>
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<tr>
<td>Apr 30</td>
<td>Fri</td>
</tr>
</tbody>
</table>

Schedule

8:30 AM - 5:15 PM

CHMS: 08-00-062-39452
**Marketing Strategy and Lead Generation**

$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

Real estate professionals know how critical it is to employ a creative and memorable marketing approach to generate leads, while clearly communicating services and value based on the buyer’s needs and expectations. What is the best way to strike this balance? Do the same strategies work for different target markets?

This one-day course explores both traditional and cutting edge strategies to strengthen the real estate professional’s marketing efforts and take them to the next level. The course also examines various tools and technologies available to maximize lead generation and market impact.

The Marketing Strategy and Lead Generation Course counts as one REBAC elective course to be applied towards the ABR® Designation.

**Course Goals:**
- Understand and demonstrate your value to today’s buyer
- Acquire the skills and resources to succeed as a buyer’s agent in a dynamic real estate market
- Help buyers find the right property at the right terms and price in both buyer’s and seller’s markets

---

**Real Estate Negotiation Expert**

$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.

---

**Seniors Real Estate Specialist**

$219 | 15-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.
The 30 Days to Success in Real Estate Video Coaching Program is a Day-to-Day Workbook that allows you to climb the ladder to success in your new career. Use the workbook and watch the coaching video with Rita Santamaria as she coaches you through the activities in each day of the manual. You will have direction, encouragement and accountability when you access your coaching video as it takes the mystery and stress out of approaching your new career in real estate. If you are an experienced agent and need a refresher, this training will work for you too!

Program Includes:
- 30 Days to Success Training Workbook Your Day-to-Day training course to get your new career started and operational
- Financial Business Plan
- Daily Coaching Video featuring your personal coach, Rita Santamaria
- Scripts Ready for You To Use

CHAMPIONS SCHOOL OF REAL ESTATE
JUMP START YOUR NEW CAREER!

CHAMPIONS SCHOOL of
BUSINESS ETIQUETTE

A polished, professional decorum is the edge you need and deserve. By developing your professional demeanor, you tell your partners and associates that you take their time and business seriously.

Set yourself apart from the competition with the Champions School of Business Etiquette course. In our 37 year history, we have developed thousands of professionals. Our low-stress, two-day program molds emerging professionals into poised and polished executives ready to meet the challenges of the modern business world.

Course Topics Include:
- Dining Etiquette
- Cultural Mannerisms
- Personality Profiling
- Organizational Skills
- Dressing for Success
- Body Language
- Public Speaking
- The Job Interview
- How to Make Introductions
- Powerful First Impressions
- Etiquette in the Workplace
- Strengthening Your People Skills
- Closing Exercises

2-Day Program Includes:
- Personalized Letter of Completion
- Online Business Etiquette Textbook
- 2-Day Success Through Business Etiquette Program

License your new career started and operational
CHAMPIONSLIVE

Jan 29 – 30 Fri - Sat
Feb 26 – 27 Fri - Sat
Mar 20 – 21 Sat - Sun
Apr 17 – 18 Sat - Sun

SCHEDULE
9:00 AM - 4:00 PM

Two-Course Coaching Package
2-Day Program
$179 (Save $120)

Non-CSRE Students

“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

ENROLL TODAY
888-335-6767
5 STEPS TO BECOMING A RESIDENTIAL MORTGAGE LOAN ORIGINATOR (RMLO)

1. Create an NMLS Account at [www.statemortgageregistry.com/Public](http://www.statemortgageregistry.com/Public) and receive a user name, password and NMLS number.
   - Be sure to bring your NMLS number to class.

2. Complete the required 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 Loan Originator Exam PREP Course - SAFE Mortgage Loan Originator Exam
   - Remember, once you pay the initial fee for the PREP you may retake our PREP as many times as you want at no charge for one year.

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.
   - A test enrollment must be requested and paid for with NMLS. The Test Enrollment function can be found under the Professional Requirements/Testing Selection tab in NMLS after your MU4 log in.
   - National Exam: 125 multiple choice questions, timed 190 minutes
   - After enrolling for 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 [www.stateregulatoryregistry.org/nmls](http://www.stateregulatoryregistry.org/nmls)
   - Through the MU4 log in - 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) ($150); Recover Fund ($10) and Sponsorship Fee ($25)

---

**Program Name** | **Program Hours** | **Delivery Method** | **Price**
--- | --- | --- | ---

**“The Ultimate Jump Start to Your Career!”**

**RMLO Texas License Career Success Program**
- 23-hour Mortgage Loan Origination SAFE Comprehensive Classroom course **SAVE **$35
- RMLO PREP course **SAVE **$15
- Essential Mortgage Skills and How to Market Yourself (pg. 33) **SAVE **$25
- 2-Day Success Through Business Etiquette Program (pg. 31) **SAVE **$45

**RMLO Texas License Essential Skills Program**
- 23-hour Mortgage Loan Origination SAFE Comprehensive Classroom course **SAVE **$25
- RMLO PREP course **SAVE **$15
- Includes electives Essential Mortgage Skills and How to Market Yourself (pg. 33) **SAVE **$25

**RMLO Texas License Program**
- 23-hour Mortgage Loan Origination SAFE Comprehensive Classroom course **SAVE **$15
- RMLO PREP course **SAVE **$15

---

**Individual Courses**

<table>
<thead>
<tr>
<th>Program</th>
<th>Program Hours</th>
<th>Delivery Method</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-Hour Mortgage Loan Origination SAFE Comprehensive (Online)</td>
<td>20</td>
<td></td>
<td><strong>$329</strong></td>
</tr>
<tr>
<td>20-Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals</td>
<td>20</td>
<td></td>
<td><strong>$230</strong></td>
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<tr>
<td>3-Hour TX-SML SAFE (Online)</td>
<td>3</td>
<td></td>
<td><strong>$59</strong></td>
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<tr>
<td>3-Hour Tx-SML SAFE: Texas Law and Practice</td>
<td>3</td>
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<td><strong>$50</strong></td>
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<tr>
<td>RMLO National 3-Day Prep Course</td>
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<td><strong>$235</strong></td>
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<tr>
<td>8-Hour Continuing Education Includes mandatory 2-hours of Ethics</td>
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<td></td>
<td><strong>$135</strong></td>
</tr>
<tr>
<td>Must-Have Study Aid - Champions School RMLO Flashcards Practice Over 400 of the Most Essential Terms in Loan Origination!</td>
<td></td>
<td></td>
<td><strong>$22</strong></td>
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<tr>
<td>Mobile Flashcard App - Study the Essential Loan Terms on any mobile device.</td>
<td></td>
<td></td>
<td><strong>$2.99</strong></td>
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</tbody>
</table>
LOAN ORIGINATION LICENSING

20-Hour SAFE Comprehensive Mortgage Loan Fundamentals

with 3-Hour TX SML SAFE: Texas Law and Practice

This required course satisfies both Texas and federal education requirements to become a licensed mortgage loan originator. The course includes federal law, ethics and 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.

Note to Students: Student will need to bring their NMLS ID# to class. To obtain the NMLS ID#, 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.

3-DAY NATIONAL
Loan Originator Exam Prep

After you've completed the required 23-Hour SAFE Comprehensive Mortgage Loan Fundamentals course, take the Loan Originator Exam Prep course and prepare to pass the exam on the first try! This class and the mock exams can be repeated as many times as needed for one year so that you can walk in to the testing center prepared and confident!

CHAMPIONS LIVE

DALLAS
Dec 16 - 18 Wed - Fri
Jan 13 - 15 Wed - Fri
Jan 27 - 29 Wed - Fri
Feb 10 - 12 Wed - Fri
Feb 24 - 26 Wed - Fri
Mar 10 - 12 Wed - Fri
Mar 24 - 26 Wed - Fri
Apr 7 - 9 Wed - Fri
Apr 21 - 23 Wed - Fri

AUSTIN
Dec 7 - 9 Mon - Wed
Jan 22 - 24 Fri - Sun
Feb 22 - 24 Mon - Wed
Mar 24 - 26 Wed - Fri
Apr 23 - 25 Fri - Sun

HOUSTON GALLERIA
Dec 7 - 9 Mon - Wed
Jan 29 - 31 Fri - Sun
Feb 18 - 20 Thu - Sat
Mar 23 - 25 Tue - Thu
Apr 21 - 23 Wed - Fri

HOUSTON NORTH
Dec 7 - 9 Mon - Wed
Jan 8 - 10 Fri - Sun
Feb 19 - 21 Fri - Sun
Mar 19 - 21 Fri - Sun
Apr 23 - 25 Fri - Sun

HOUSTON WEST
Feb 5 - 7 Fri - Sun
Mar 5 - 7 Fri - Sun

SAN ANTONIO
Dec 7 - 9 Mon - Wed
Jan 8 - 10 Fri - Sun
Feb 3 - 5 Wed - Fri
Mar 3 - 5 Wed - Fri
Apr 9 - 11 Fri - Sun

DALLAS
Dec 14 - 16 Mon - Wed
Jan 15 - 17 Fri - Sun
Feb 12 - 14 Fri - Sun
Mar 8 - 10 Mon - Wed
Apr 12 - 14 Mon - Wed

FORT WORTH
Jan 29 - 31 Fri - Sun
Feb 18 - 20 Thu - Sat
Mar 23 - 25 Tue - Thu
Apr 21 - 23 Wed - Fri

AUSTIN
Dec 14 - 16 Mon - Wed
Jan 29 - 31 Fri - Sun
Mar 1 - 3 Mon - Wed
Mar 31 - Apr 2 Wed - Fri
Apr 30 - May 2 Fri - Sun

HOUSTON GALLERIA
Dec 14 - 16 Mon - Wed
Jan 15 - 17 Fri - Sun
Feb 26 - 28 Fri - Sun
Mar 15 - 17 Fri - Sun
Apr 16 - 18 Fri - Sun

HOUSTON NORTH
Dec 14 - 16 Mon - Wed
Jan 15 - 17 Fri - Sun
Feb 26 - 28 Fri - Sun
Mar 10 - 12 Wed - Fri
Apr 16 - 18 Fri - Sun

HOUSTON WEST
Dec 7 - 9 Mon - Wed
Jan 8 - 10 Fri - Sun
Feb 20 - 22 Fri - Sun
Mar 26 - 28 Fri - Sun
Apr 30 - May 2 Fri - Sun

SAN ANTONIO
Dec 14 - 16 Mon - Wed
Jan 15 - 17 Fri - Sun
Feb 10 - 12 Wed - Fri
Mar 10 - 12 Wed - Fri
Apr 16 - 18 Fri - Sun

Course Catalog | 2021 | 33
ESSENTIAL DEVELOPMENT COURSES FOR LOAN ORIGINATORS

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

ESSENTIAL MORTGAGE SKILLS $149

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 Covered Include:

• The Application/Interview Process
• Understand 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 1-to-4 Family Residential Contract

HOW TO MARKET YOURSELF AS A MORTGAGE LOAN OFFICER $30

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. The last hour of the course will include an interview with a successful, experienced loan officer.

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

– Elivia Rodrigues
Fairway Mortgage

What is CHAMPIONS LIVE? Simple, It's a Virtual Classroom!

By harnessing today's live video streaming technology, Champions School of Real Estate® is delivering our unparalleled classroom experience of your local campus and instructors to any laptop or desktop computer connected to the internet.

Try our virtual classroom delivery method and see how ChampionsLive Virtual Classroom — with a real teacher, in the comfort of your own home or office — is the future of learning.
Champions School of Real Estate® offers Loan Originator 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 www.ChampionsSchool.com/loan/national to verify your state requirement.

**PRE-LICENSING EDUCATION**

**20 HOUR SAFE MORTGAGE LOAN ORIGINATOR**

New state-licensed MLOs are required to complete 20 hours of NMLS-approved education. Important: This 20-hr course is applicable for those states that do not require state-specific content.

**STATE SPECIFIC PRE-LICENSING EDUCATION**

**MORTGAGE LOAN ORIGINATOR**

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

**Available in All 50 States!**

**CONTINUING EDUCATION**

**LATE CE 8-HOUR SAFE COMPREHENSIVE:**

**COMPLIANCE IN ACTION 2019 (10523)**

The Late 8-Hour SAFE Comprehensive: Compliance in Action 2019 course satisfies the annual continuing education requirements for MLOs set forth by the SAFE Act. The course covers topics required by the SAFE Act: (3hrs) of federal law, (2hrs) of ethics (which shall include fraud, consumer protection, and fair lending issues), (2hrs) of nontraditional mortgage lending, plus (1hr) of undefined education (elective).

**Available in All 50 States!**

---

I signed up for the 20 hour course with Champions as well as the National and State prep courses...Paul made it **fun and informative**. Having that interaction helped me tremendously. Paul not only taught us the course material but he also taught us **testing techniques**...I felt ready to take my exams...I honestly am beyond grateful for the days spent with all of you. Paul is a hoot and a **great teacher**. The rest of the Champions Staff was very welcoming and inviting and conversational all the while maintaining a **professional atmosphere**. When I decide to further pursue my career more (as Paul would say, 'I will not have just one source of income'), I will most certainly come back to you guys. You all were a blessing for me and because of all of you, I am well on my way to a **new chapter in my career**. I will forever market you guys to all who will listen and ask.

- Danielle Payne

They have the **best instructors**, convenient locations, and even offer **online classes**. I know I took my loan officer classes there and **passed the first time**. Now, I'm taking my real estate classes there.

- Barbara Davis Levine
### 6 STEPS TO BECOMING A LICENSED APPRAISER

**Take the Required Courses at Champions Appraisal School®**

<table>
<thead>
<tr>
<th>Appraiser Trainee Program (79 hrs)</th>
<th>Licensed Residential Appraiser Program (154 hrs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Courses must be completed before submitting application for approval as an Appraiser Trainee to TALCB.</td>
<td>In addition to the hours needed for the Appraiser Trainee Program, an additional 75 hours are needed to become a Licensed Residential Appraiser</td>
</tr>
<tr>
<td>◀️ ◁️ Appraisal 1 (30 hrs AQE) Basic Appraisal Principles</td>
<td>◀️ ◁️ Appraisal 3 (15 hrs AQE) Residential Market Analysis and Highest and Best Use</td>
</tr>
<tr>
<td>◀️ ◁️ Appraisal 2 (30 hrs AQE) Basic Appraisal Procedures</td>
<td>◀️ ◁️ Appraisal 4 (15 hrs AQE) Residential Site Valuation and Cost Approach</td>
</tr>
<tr>
<td>◀️ ◁️ 15-Hour National USPAP (15 hrs AQE) Uniform Standards of Professional Appraisal Practice</td>
<td>◀️ ◁️ Appraisal 5 (30 hrs AQE) Residential Sales Comparison and Income Approaches</td>
</tr>
<tr>
<td>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.</td>
<td>◀️ ◁️ Appraisal 7 (15 hrs AQE) Residential Report Writing and Case Studies</td>
</tr>
<tr>
<td>◀️ ◁️ Texas Appraising for the Supervisor and Trainee (4 hrs AQE)</td>
<td>Courses can be completed during 1000 hour experience accrual.</td>
</tr>
<tr>
<td>It is recommended students purchase and bring an HP 17B or HP 12C calculator with them to class AQE = Appraiser Qualifying Education</td>
<td></td>
</tr>
</tbody>
</table>

**Submit 79-Hours of Education and Application for Appraiser Trainee to TALCB**

- Submit 79-Hours of Education and Application for Appraiser Trainee to TALCB.
- Once you have completed Appraisal 1, Appraisal 2, Texas Appraising for the Supervisor and Trainee and USPAP at Champions, you will now need to submit your education and Application for Approval as an Appraiser Trainee to TALCB in the “My License” system on the TALCB’s website at [www.talcb.texas.gov](http://www.talcb.texas.gov).
- Click “Register HERE to set up a user ID and password” and follow the steps to create an account. Once an account is created, you will apply for a new license. The application fee for an Appraiser Trainee license is $250.
- 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.
- While a trainee is not limited to a specific number of sponsors, a sponsor may not sponsor more than three trainees at one time.

**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.

**Submit your Licensed Residential Appraiser Application to TALCB**

Submit completed application, experience log, signed affidavit, and a $345 application fee to the TALCB. Note: You must be at least 18 years of age and a legal resident of Texas for at least 60 days immediately before filing your application. Applications are located at [www.talcb.texas.gov](http://www.talcb.texas.gov).

**Take the prep class at Champions Appraisal School®**

Choose a date from the ChampionsLive Texas Appraisal Qualifying Exam Prep schedule and complete the course to prepare for the State Exam.

**Take the State Exam at Pearson Vue**

- Your State Exam will consist of 125 multiple choice questions with a total of 4 hours to complete the exam.
- The cost of the exam is $55 payable to Pearson Vue.
- Appointments can be made by calling 800-997-1248 or visiting [pearsonvue.com/tx/appraisers](http://pearsonvue.com/tx/appraisers). You will know if you have passed the exam before you leave the testing center.

**Congratulations!** As a Licensed Appraiser, you may appraise Residential 1-4 non-complex properties with a transaction value of less than $1,000,000 and complex properties with a transaction value of less than $250,000.
**APPRAISAL QUALIFYING EDUCATION**

Champions School of Real Estate® will help you successfully prepare for a career in the Appraisal industry. Our students are provided with the most quality education available in a variety of convenient study formats. Our comprehensive education is created and taught by award-winning instructors and ensures you receive the most accurate and up-to-date information to help you become a Champion!

<table>
<thead>
<tr>
<th>Qualifying Education</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>204-Hour Certified Residential Appraiser Program</strong></td>
<td>204</td>
<td></td>
<td>$3008</td>
</tr>
<tr>
<td>Includes Appraisal courses 1, 2, 3, 4, 5, 6, 7, Statistics, Modeling and Finance, Specialized Residential Appraisal Topics (online), Mastering Unique and Complex Property Appraisal (classroom), USPAP, Texas Appraising for the Supervisor &amp; Trainee, and Exam Prep course. (QE and USPAP available in the classroom or online, Exam Prep course is only available in the ChampionsLive delivery method)</td>
<td></td>
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<tr>
<td><strong>154-Hour Licensed Residential Appraiser Program</strong></td>
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<tr>
<td>Includes Appraisal courses 1, 2, 3, 4, 5, 7, Texas Appraising for the Supervisor and Trainee, USPAP and Prep course. (QE and USPAP available in the classroom or online, Exam Prep course is only available in the ChampionsLive delivery method)</td>
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<tr>
<td><strong>150-Hour Licensed Appraiser Program</strong></td>
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<tr>
<td>Includes Appraisal courses 1, 2, 3, 4, 5 and 7, USPAP and Prep course. (QE and USPAP available in the classroom or online, Exam Prep course is only available in the ChampionsLive delivery method)</td>
<td></td>
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<tr>
<td><strong>79-Hour Appraiser Supervisor Trainee Program w/ Supervisor-Trainee Course</strong></td>
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<tr>
<td>Includes Appraisal 1, Appraisal 2, USPAP and Appraising for the Supervisor and Trainee.</td>
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<tr>
<th>Continuing Education</th>
<th>Hours</th>
<th>Delivery</th>
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<tbody>
<tr>
<td><strong>28-Hour CE Renewal Program</strong></td>
<td>28</td>
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You have questions about appraisal education? We have answers. Learn more about delivery methods at ChampionsSchool.com.
Qualifying Education

Offering Every Course You Need to Become Licensed Certified 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 National USPAP Uniform Standards of Professional Appraisal Practice $239

This course offers hands-on real-life situations to give you the real meaning 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.

15-Hour AQE; This course must be completed within 24 months of filing your TALCB application.

Texas Appraisal Qualifying Exam Prep

IT’S YOUR KEY TO PASSING THE STATE EXAM!

The Essential Preparation Tool for the State Exam! $149

This course is based on the current national exam for appraisers. The material has over 150 questions to challenge the appraiser in preparation for the national exam. No one should attempt the Texas Appraisal exam without first studying this prep course.

NEW DATES! VIA CHAMPIONSLIVE

<table>
<thead>
<tr>
<th>Date</th>
<th>Day(s)</th>
<th>Time</th>
<th>Course</th>
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<tbody>
<tr>
<td>Jan 21</td>
<td>Mon</td>
<td>8:30 AM - 4:15 PM</td>
<td>Appraisal 1 - Basic Appraisal Principles</td>
</tr>
<tr>
<td>Jan 22</td>
<td>Tue</td>
<td>8:30 AM - 4:15 PM</td>
<td>Appraisal 2 - Basic Appraisal Procedures</td>
</tr>
<tr>
<td>Jan 23</td>
<td>Wed</td>
<td>8:30 AM - 4:15 PM</td>
<td>Appraisal 3 - Residential Market Analysis and Highest and Best Use</td>
</tr>
<tr>
<td>Jan 24</td>
<td>Thu</td>
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<td>Appraisal 4 - Residential Site Valuation and Cost Approach</td>
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<tr>
<td>Jan 25</td>
<td>Fri</td>
<td>8:30 AM - 4:15 PM</td>
<td>Appraisal 5 - Residential Sales Comparison and Income Approaches</td>
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<tr>
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<td>Sat</td>
<td>8:30 AM - 4:15 PM</td>
<td>Appraisal 6 - Advanced Residential Applications and Case Studies</td>
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<tr>
<td>Jan 27</td>
<td>Sun</td>
<td>8:30 AM - 4:15 PM</td>
<td>Appraisal 7 - Residential Report Writing and Case Studies</td>
</tr>
<tr>
<td>Feb 1</td>
<td>Mon</td>
<td>8:30 AM - 4:15 PM</td>
<td>Mastering Unique &amp; Complex Property Appraisal</td>
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<tr>
<td>Feb 2</td>
<td>Tue</td>
<td>8:30 AM - 4:15 PM</td>
<td>15-Hour National USPAP Course or Equivalent</td>
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<tr>
<td>Feb 3</td>
<td>Wed</td>
<td>8:30 AM - 4:15 PM</td>
<td>Statistics, Modeling and Finance</td>
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<tr>
<td>Feb 4</td>
<td>Thu</td>
<td>8:30 AM - 4:15 PM</td>
<td>Specialized Residential Appraisal Topics</td>
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<td>Feb 5</td>
<td>Fri</td>
<td>8:30 AM - 4:15 PM</td>
<td>Texas Appraising for the Supervisor and Trainee</td>
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<tr>
<td>Feb 6</td>
<td>Sat</td>
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<td>Appraisal Prep</td>
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QE Qualifying Education

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<tr>
<td>Appraisal 2 - Basic Appraisal Procedures</td>
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<tr>
<td>Appraisal 3 - Residential Market Analysis and Highest and Best Use</td>
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<td>Appraisal 4 - Residential Site Valuation and Cost Approach</td>
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<td>Appraisal 5 - Residential Sales Comparison and Income Approaches</td>
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Renew Your License Every Two Years to Maintain an Active Appraisal License.

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.

**APPRaisal 28-Hour CE PROGRAM**

**ChampionsLive Program:**
- 2020-2021 7-Hour National USPAP Update Course
- Considerations for Green Home Appraisals
- Residential Site Valuation & Cost Approach

**Online Program:**
- 7-Hour Equivalent USPAP Update Course
- Appraising Small Residential Income Properties
- Mortgages, Appraisers, and Foreclosures
- Income Approach Review

**CE Continuing Education**

<table>
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<tr>
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<td>Better (to be) Safe Than Sorry</td>
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**QE Qualifying Education as CE**

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<td>Appraisal 2 - Basic Appraisal Procedures</td>
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<td>Appraisal 3 - Residential Market Analysis and Highest and Best Use</td>
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<td>Appraisal 5 - Residential Sales Comparison and Income Approaches</td>
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<td>2020-2021 15-Hour National USPAP Update Course</td>
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**CHAMPIONS LIVE**

- Jan 18 - 21 Mon - Thu
- Feb 15 - 18 Mon - Thu
- Mar 15 - 18 Mon - Thu
- Apr 19 - 22 Mon - Thu

8:30 AM - 4:45 PM

**Call a Counselor to Get Started**

- Austin 512-244-3545
- ChampionsLive 866-272-5962
- Dallas 972-867-4100
- Fort Worth 214-687-0000
- Houston Galleria 713-629-4543
- Houston North 281-893-4484
- Houston West 281-496-7386
- National 800-284-1525
- Online 512-246-2773
- San Antonio 210-349-7600

For Course Descriptions, Go to www.ChampionsSchool.com/appraisal/tx/
Complete Core Inspector Classes at Champions School of Professional Inspection

330 hours that include the following:

**90-hour Core Course Topics:**
- Building Enclosures (10hrs) #29828
- Electrical (10hrs) #29830
- HVAC (10hrs) #29831
- Plumbing (8hrs) #29832
- Texas SOP General Provisions (4hrs) #29864
- Roofing (10hrs) #29829
- Framing (8hrs) #29827
- Texas Legal and Ethics (8hrs) #30045
- Texas SOP Report Form/Writing (4hrs) #29863
- Foundation/Structure (10hrs) #29826
- Appliances (8hrs) #29833

**40-hour Core Course Topics:**
- Building Enclosures (8hrs) #29828
- Electrical (8hrs) #29830
- HVAC (4hrs) #29831
- Plumbing (4hrs) #29832
- Texas Report Form/Report Writing (8hrs) #29863
- Inspector Legal and Ethics, Edition 2.0 (4hrs) #37032
- Texas Standards of Practice Review (4hrs) #37033

**200-hour Core Course Topics:**
- Foundation Systems (30 hrs) #29826
- Electrical Systems (24 hrs) #29830
- Building Enclosures (24 hrs) #29828
- Framing (30 hrs) #29827
- HVAC Systems (24 hrs) #29830
- Plumbing (16 hrs) #29833
- Appliances (6 hrs) #29833
- Texas Standard Report Form/Report Writing (8hrs) #29863
- Texas Standards of Practice Review (4hrs) #37033
- Other Approved Courses (6 hrs)

In addition to the 330 hours, one of the following requirements must be met:

A. 24-hour Interactive Classroom and 40-hour Ride-along experience courses; or (Consult TREC for work experience hours for waiving of course requirements for B and C below);

B. Three years as an active licensed professional engineer, engineer-in-training or licensed/registered architect (provide a license history); or

C. Five years personal experience in a field directly related to home inspecting (provide two reference letters from persons other than applicant with personal knowledge of applicant's work).

Submit Professional Inspector License Application and Educational Documents to TREC.

Once you have completed your courses at Champions, you will need to submit your education, Inspector License Application and if applicable, experience to the Texas Real Estate Commission. The application fee for a Professional Inspector license is **$120**.

All fees should be paid by cashiers check, personal check or money order payable to the Texas Real Estate Commission. You may mail your documentation, fax copies of your documentation to 512-936-3864 and application to TREC at Texas Real Estate Commission, PO Box 12188, Austin, TX 78711-2188

Take National/State Exam Prep Course at Champions School of Real Estate.

Upon Receipt of Exam Candidate Handbook, call Pearson Vue to Schedule State Exam.

Contact Pearson Vue for information to schedule a date and time for exam: 800-997-1248 or pearsonvue.com/txinspectors/

Pass National/State Exam Within One Year of Filing Application With TREC.

The exam fee will be **$199** with a National passing score of 63% or higher, and a State passing score of 75% or higher.

Note: If applicant does not pass exam after third attempt, he/she must take additional Inspector Core course hours to reapply to take exam. Upon passing National/State Exam, we recommend you take the continuing education course, "Standards of Practice Legal/Ethics Update".

Annually Complete Inspector Continuing Education requirement.

Complete 16 hours each year for two-year renewal (must include 4 hours SOP Ethics and Legal Update and 4 hours SOP Review) from Champions. Pay renewal fee to TREC.
“Thanks for taking the time to create, continue, and perfect the Home Inspector Program, it has truly changed my life!”
- Nayron Henderson
Houston

“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 Hurst
Austin

Inspector Education Programs

<table>
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<tr>
<th>Program</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
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<td>Professional Inspector License Program</td>
<td>394</td>
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<td>$5513</td>
</tr>
<tr>
<td>Professional Inspector Program</td>
<td>354</td>
<td>chalkboard-teacher</td>
<td>$3689</td>
</tr>
<tr>
<td>Professional Inspector Program (not needed)</td>
<td>330</td>
<td>chalkboard-teacher</td>
<td>$3264</td>
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<tr>
<td>Real Estate Inspector Program</td>
<td>174</td>
<td>chalkboard-teacher</td>
<td>$3439</td>
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<td>Real Estate Inspector Program (not needed)</td>
<td>154</td>
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<tr>
<td>Continuing Education</td>
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STUDENT TESTIMONIALS

Inspector Education Programs

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<tr>
<th>Program</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
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<tbody>
<tr>
<td>Professional Inspector License Program with Ride-Along</td>
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<td>$5513</td>
</tr>
<tr>
<td>Professional Inspector Program with 24-Hour Interactive (40-Hour Alongs not needed)</td>
<td>354</td>
<td>chalkboard-teacher</td>
<td>$3689</td>
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<td>Professional Inspector License Program (24 Hour Interactive and 40 Hour Ride-Along not needed)</td>
<td>330</td>
<td>chalkboard-teacher</td>
<td>$3264</td>
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<tr>
<td>Real Estate Inspector License Program with Ride-Along</td>
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<td>Real Estate Inspector License Program</td>
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<td>40-hour Ride-Along Experience</td>
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<td>20-hour Ride-Along Training</td>
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<tr>
<td>200-Hour Home Inspector Course</td>
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<td>90-Hour Home Inspector Course</td>
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<td>40-Hour Home Inspector Course</td>
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<td>24-hour Interactive</td>
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<tr>
<td>Professional Inspector Exam Prep</td>
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<td>chalkboard-teacher</td>
<td>$695</td>
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<tr>
<td>Continuing Education</td>
<td>32</td>
<td>chalkboard-teacher</td>
<td>$445</td>
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CE Program

32 Hours of TREC Continuing Education course includes:
- 4-Hour Legal/Ethics, 4-Hour SOP Review, choose another 8 and 16 hour course. (Excludes Commercial Inspection, Phased Inspections, CPO/CPI Certification courses, Residential Thermographer, Drone Roof Inspections, Landscape Irrigation).
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.

IMPORTANT: Prior to attending the 24-hour, it is required that students complete the 90-hour course.

Our 24-hour Interactive and 40-hour Ride-Alongs will provide the required course and hands-on field experience.

• TX Standards of Practice General Provisions
• Building Enclosures
• TX Standard Report Form/Report Writing

UPCOMING INSPECTOR CHANGES
Effective March 1, 2021: The effective date for the new education and experience requirements are March 1, 2021.

Students who have started the current coursework prior to March 1, 2021 will be granted until June 30, 2021 to complete their education and submit a license application.

24-HOUR INTERACTIVE #35685 $425

PROFESSIONAL INSPECTOR EXAM PREP $695

This home inspector prep course covers subject matter and questions similar to what you will see on the state inspector exams. You will take mock exams similar to the National/State Exam to take the stress out of preparation. You can take this course as many times as you would like for one full year in preparation for the National/State Exam.

Go to www.championsschool.com/home-inspection/tx/ or Call to get the latest Class Dates.
CONTINUING EDUCATION

For each 2-year license period, the Professional Inspector must complete 32 credit hours of TREC approved, Home Inspection Continuing Education courses including 4 hours of Inspector Legal & Ethics and 4 hours of Standards of Practice Review.

### TREC LICENSE RENEWAL REQUIREMENTS
An inspector is not eligible to receive more than 16 hours continuing education credit for any one single subject.

### 8-HOUR CE COURSES $125

**Communication & Professional Practice** (8-Hr)
- Effective communication to increase business
- Common communication mistakes to avoid
- Inspection processes/routines to consider

**Grounding vs Bonding** (8-Hr)
- 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** (4-Hr)
**Texas Standards of Practice Review** (4-Hr)
- Inspector guidelines
- Professional ethics, conduct, and legal standards

**Texas Standards of Practice Form/Report Writing** (8-Hr)
- Required use of report form
- Sample report writing language
- Proper Report Writing to increase business

**Texas Standards of Practice General Provisions** (8-Hr)
- 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

**Stucco/Exterior Inspection** (8-Hr)
- Proper inspection techniques
- Stucco components & systems
- System condition and flashing details
- Recognizing deficiencies

**Red Flags Property Inspection** (8-Hr)
- 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)

**Home Pool Essentials** (8-Hr)
- Basic Concepts
- Home Pool/Hot Tub/Spa Safety
- Water Balance/Clarity/Filtration
- Inspection Checklist

**Landscape Irrigation (Sprinkler Systems)** (8-Hr)
- Proper inspection techniques
- Terminology and components
- Required backflow prevention for safety
- Risk reduction strategies/TCEQ Rules

### 16-HOUR CE COURSES $195

**Gas Furnaces** (16-Hr)
- General Provisions of mechanical appliances, equipment systems & solar systems
- Exhaust & duct systems and special fuel burning equipment
- Heat Pumps

**NEW! Road to Success for Inspectors** (16-Hr)
- 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** (16-Hr)
- Basic Concepts (Residential/Commercial)
- Pool and Spa Barriers/Electrical Safety
- Water Balance/Clarity/Testing
- Water Circulation and Filtration
- Inspection Checklist

**Commercial Inspections** (16-Hr) $275
- 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

**Phased Inspections** (16-Hr) $275
- New construction
- Foundation, wall, framing, mechanical, and electrical safety
- Inspection path and limitations
- Marketing and office presentations
- Report writing/comment language
- Field Trip

### CE COURSES

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<th>METHOD</th>
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# Online Real Estate License Programs

All pricing includes books and materials.

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<th>Program</th>
<th>Hours</th>
<th>Price</th>
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<td>11-Course Career Success Licensing Program</td>
<td>278</td>
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<td>• 6 TREC Qualifying Education Courses (180 Hours)</td>
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<td>• State Exam Prep Course</td>
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<td>• 3 TREC SAE Renewal Courses (90 Hours)</td>
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<td>• TREC Legal Update I and Legal Update II (8 Hours)</td>
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<td>• Successful Tendencies of Real Estate Champions</td>
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<td>• 2-Day Success Through Business Etiquette Program</td>
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<tr>
<td>• 30 Days to Success in Real Estate - &quot;Coaching Package&quot; with Champions Owner, CEO and Founder, Rita Santamaria</td>
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<td>9-Course Comprehensive Licensing Program</td>
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<td>• 6 TREC Qualifying Education Courses (180 Hours)</td>
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<td>• State Exam Prep Course</td>
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<tr>
<td>• 3 TREC SAE Renewal Courses (90 Hours)</td>
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<td>• TREC Legal Update I and Legal Update II (8 Hours)</td>
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<td>• 2-Day Success Through Business Etiquette Program</td>
<td></td>
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</tr>
<tr>
<td>6-Course Licensing Program plus Prep</td>
<td>180</td>
<td>$1140</td>
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<tr>
<td>• 6 TREC Qualifying Education Courses (180 Hours)</td>
<td></td>
<td>$980</td>
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<tr>
<td>• State Exam Prep Course</td>
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## Online SAE Renewal Program

<table>
<thead>
<tr>
<th>Program</th>
<th>Hours</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>98-Hour Sales Agent Apprentice Education (SAE) Program</td>
<td>98</td>
<td>$575</td>
</tr>
<tr>
<td>• 3 TREC SAE Renewal Courses (90 Hours)</td>
<td></td>
<td>$495</td>
</tr>
<tr>
<td>• TREC Legal Update I and Legal Update II (8 Hours)</td>
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<tr>
<td>90-Hour Sales Agent Apprentice Education (SAE) Program</td>
<td>90</td>
<td>$495</td>
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<tr>
<td>• 3 TREC SAE Renewal Courses (90 Hours)</td>
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<td>$435</td>
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<tr>
<td>• REMINDER: 8 Hours of Legal Update is Required for License Renewal</td>
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<td>TREC Legal Update I &amp; Legal Update II</td>
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<td>$80</td>
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## Online Broker Program

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<thead>
<tr>
<th>Program</th>
<th>Hours</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>10-Course Broker Program (for licensed Realtors®)</td>
<td>300</td>
<td>$1650</td>
</tr>
<tr>
<td>Start working towards your Broker License today and receive $30 off each course when purchasing this package!</td>
<td></td>
<td>$1350</td>
</tr>
<tr>
<td>• 8 Hours of Legal Update is Required for License Renewal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5-Course Broker Program (for licensed Realtors®)</td>
<td>150</td>
<td>$825</td>
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<tr>
<td>Choose any 5 core courses towards your Broker License.</td>
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<td>$725</td>
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<tr>
<td>Individual 30-Hour Courses</td>
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<td>$165</td>
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## Individual 30-Hour Courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Price</th>
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<tbody>
<tr>
<td>Real Estate and Broker Exam Prep Course</td>
<td>$120</td>
</tr>
<tr>
<td>Your Key to Passing the State Exam</td>
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## 2-Day Success Through Business Etiquette Program

<table>
<thead>
<tr>
<th>Price</th>
<th>Non-CSRE Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>$120</td>
<td>$145</td>
</tr>
</tbody>
</table>

## Go Mobile, Study Anywhere: Real Estate Flashcard App

Now available at the Apple iTunes App Store and Android Play store.

**$2.99**

---

**ChampionsLive Study-Hall**

Online students now have access to a virtual study hall to ask an instructor any questions they have about the material! [www.championsschool.com/study-hall](http://www.championsschool.com/study-hall)

---

**4 Easy Steps To Complete Online Real Estate Courses**

1. Log on to: ChampionsSchool.com to enroll and start your courses
2. Read through course material via downloadable PDF or textbook
3. Complete the online quizzes and sign-up for a proctored exam
4. Upon passing your exam, print out your course certificate

---

**ONLINE BROKER PROGRAM**

For licensed Realtors®

<table>
<thead>
<tr>
<th>Hours</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>300</td>
<td>$1650</td>
</tr>
<tr>
<td>150</td>
<td>$825</td>
</tr>
</tbody>
</table>

**TREC Provider #4530**
ONLINE SALES AGENT AND BROKER EXAM PREP

The Key to Passing the Texas Real Estate Licensing Exam

$120 | UNLIMITED RETAKES FOR ONE YEAR!

The ‘Real Estate Exam Prep’ is the final and most important step in your real estate education before the Texas Real Estate License exam. Our Texas prep course is set up to cover both National and State sections, each with timed mock exams to provide the same experience you will have when taking the state exam. In addition, you can retake the exams as many times as you need for up to one year! The timed online mock exams will take the guesswork and stress out of testing. We highly recommend scoring a 90% on the mock exam before you sit for the real one.

Sales Agent Exam Details

<table>
<thead>
<tr>
<th>Passing</th>
<th>70%</th>
<th>88 out of 125</th>
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<tbody>
<tr>
<td>National Exam</td>
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<tr>
<td>State Exam</td>
<td>90 minutes</td>
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Broker Exam Details

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<tr>
<th>Passing</th>
<th>75%</th>
<th>102 out of 135</th>
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<tbody>
<tr>
<td>National Exam</td>
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<td>85 questions</td>
</tr>
<tr>
<td>State Exam</td>
<td>90 minutes</td>
<td>50 questions</td>
</tr>
</tbody>
</table>

Please refer to TREC's new rules regarding state exam retakes on page 8.

Law of Agency - 1151

This Real Estate Pre-Licensing course is approved by TREC and must be completed in order to get a Real Estate license in Texas. The course has been designed to provide students with all the information they need to pass questions covering Law of Agency issues on the state and national portions of the Texas Real Estate Sales Agent exam. In addition to the basics, students will learn important information to enable them to be successful once they obtain their real estate license.

Textbook: Law of Agency – $35.00

Law of Contracts - 1251

This Real Estate Pre-Licensing course is approved by TREC and must be completed in order to get a Real Estate license in Texas. The course will enable the agent to better understand the contracts and addenda. It will take a hands-on approach to filling in the blanks with the correct information through individual case studies using example TREC and TAR forms. This course enables the student to have self-confidence when working with buyers and sellers by understanding correct contract procedures.

Textbook: Law of Contracts - $35.00

Principles of Real Estate 1 – 121

This Real Estate Pre-Licensing course is approved by TREC and must be completed in order to get a Real Estate license in Texas. 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 Sales Agent exam.

Textbook: Principles of Real Estate 1 - $35.00

Principles of Real Estate 2 – 122

This Real Estate Pre-Licensing course is approved by TREC and must be completed in order to get a Real Estate license in Texas. The course is designed to build upon the real estate terminology and professional obligations learned in Principles of Real Estate 1. Students will gain insight into a day in the life of a Real Estate agent by better understanding all career aspects they will touch as they go through their day-to-day activities as a Real Estate Sales Agent. Additionally, this course insures students will fully understand their obligations according to the rules of the Texas Real Estate Licensing Act.

Textbook: Principles of Real Estate 2 - $35.00

Promulgated Contract Forms – 351

This Real Estate Pre-Licensing course is approved by TREC and must be completed in order to get a Real Estate license in Texas. 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, commercial and residential loans.

Textbook: Promulgated Contract Forms - $35.00

Real Estate Finance – 451

This Real Estate Pre-Licensing course is approved by TREC and must be completed in order to get a Real Estate license in Texas. 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, commercial and residential loans.

Textbook: Real Estate Finance - $35.00

Recently Redeveloped & Redesigned, Get the Texas Real Estate Flashcards App For Only $2.99

Master the most essential terms and definitions in Real Estate with Champions School of Real Estate’s Flashcard App. Now available for purchase at the Apple iOS Store and Android Play store. This is an excellent supplement to the Exam Prep course and a great study tool for the actual state licensing exams.

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SWIPE THROUGH CARDS STAR FOR LATER REVIEW

SEARCH TERMS GLOSSARY FOR SEARCH

800-284-1525 | www.ChampionsSchool.com

Choose to be a Champion™

Course Catalog | 2021 | 45
<table>
<thead>
<tr>
<th>Sales Agent Apprentice Education</th>
<th>Delivery</th>
<th>Course Hours</th>
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<tr>
<td>Property Management</td>
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<tr>
<td>Real Estate Brokerage</td>
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<td>751 30</td>
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<tr>
<td>Real Estate Investment: Principles</td>
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<td>930 30</td>
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<tr>
<td>Real Estate Law: Principles</td>
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<td>330 30</td>
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<td>Real Estate Marketing</td>
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<td>Real Estate Marketing: Power House Training</td>
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<td>527 30</td>
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<tr>
<td>Real Estate Math</td>
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<tr>
<td>Real Estate Appraisal: Residential Sales Comparison &amp; Income Approaches</td>
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<td>225 30</td>
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<tr>
<td>Real Estate Appraisal: Fundamentals</td>
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<td>226 30</td>
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<tr>
<td>Residential Inspection for Real Estate Agents</td>
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<td>1035 30</td>
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</table>

### Course Delivery Options
- Blended Classroom
- ChampionsLive
- Online Correspondence
- Correspondence

### Property Management - 851
This specialized course is an overview of residential/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 agents seeking to broaden their education beyond just listing and selling.

**Textbook:** Property Management (10th Edition) - $52

### 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. Business planning and development guidelines, recruiting and retaining agents is all part of this comprehensive course. The range of the book covers Real Estate Office Management, time-tested techniques and authoritative guidance making this course an indispensable resource for Real Estate Brokers, owners and managers.

**Textbook:** Real Estate Brokerage - $35

### Real Estate Investment: Principles - 930
This specialized course teaches the basic principles and strategy of Real Estate as an 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 approach to investment.

**Textbook:** Real Estate Investment - $45

### Real Estate Law: Principles - 330
This course was written by Charles Jacobus, a renowned Real Estate attorney and notable author. This course begins with the grassroots of the legal system and progresses into current statutes, case laws, and regulations. Anyone desiring more in depth reading and explanation of Real Estate terminology and practice should purchase this textbook for their reference library.

**Textbook:** Texas Real Estate Law - $50

### 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:** Real Estate Marketing - $30

### Real Estate Marketing: Commercial Real Estate - 545
This course is an introduction to the specialty of Commercial Real Estate. The listing process, using them 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:** Commercial Real Estate - $35

### Real Estate Marketing: Power House Training - 527
The purpose of this dynamic course is to assist new Real Estate agents in developing required 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 courses presents cases of the right and wrong way of doing business and practical approaches to developing systems and processes. The Real Estate Standards of Practice and Code of Ethics are emphasized throughout each phase of business.

**Textbook:** Power House Training - $25

### 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. This course includes exercises, scenarios, chapter reviews and quizzes, in addition to exams, all designed to ensure the student comprehends and can apply the math skills learned during the course.

**Textbook:** Real Estate Math - $30

### Real Estate Appraisal: Principles - 240
This course covers the fundamentals of Real Estate Appraisal. It explores the basic concepts of value, the appraisal process and the principles involved. This course is relevant for any beginner appraiser to have a thorough understanding of the basic principles. Knowledge of these principles is paramount to a successful career in the appraisal of Real Estate.

**Textbook:** Basic Appraisal Principles - $36

### Real Estate Appraisal: RE Procedures - 222
This course covers approaches to value, geographic characteristics of the land/site, valuation procedures, location and neighborhood characteristics, collecting/analyzing data, land/site considerations for highest and best use, reconciling and final value opinion, architectural styles and types of construction and communicating the appraisal.

**Textbook:** Basic Appraisal Procedures - $36

### Real Estate Appraisal: Residential Sales Comparison & Income Approaches - 223
The Income Approach is one of the most widely used approaches to determine a value for residential, multi-family residential, commercial, industrial and other properties. The Income Approach is relevant for appraisal assignments in which the subject property is leased, or could reasonably be leased, producing an income stream for the owner. Properly performed, it can provide a firm foundation for an opinion of value. Specifically, this course will provide a complete review of the Income Approach, first defining the concept and key terms and then detailing the exact procedures involved. Collecting and analyzing income and expenses data will be discussed in detail. Through a variety of examples and case studies, you will be able to apply your knowledge of the Income Approach.

**Textbook:** Residential Sales Comparison & Income Approaches - $35

### 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, the market data approach to value final correlations and reporting of the appraisal.

**Textbook:** Fundamentals of Real Estate Appraisal - $45

### 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 and information on issues such as 'Stachybotris' or 'Black Mold.' Additionally, students will learn to identify and avoid problem houses and review common questions that come up during Real Estate inspections.

**Textbook:** Residential Inspection - $25
### 18-Hour CE Online Programs

**$99**

Includes Mandatory 8-Hours of TREC Legal Updates I & II

- Self-paced, no timer
- Saves your place while testing
- Courses never expire
- Downloadable PDF books
- Accessible from any internet-connected device
- Courses reported to TREC electronically
- Instructor support
- Instant homework and exam results

---

**Course Name** | **Course #** | **Hours** | **$**
---|---|---|---
Farm and Ranch Real Estate | 10-00-121-38259 | 10 | $100
Commercial Real Estate | 10-00-081-37438 | 10 | $100
Prospering with Trends and Strategies | 10-00-062-39523 | 10 | $100
Risk Reduction Assessment | 10-00-022-38865 | 10 | $100
The 3 Ts to Success: Tools, Trends and Technology | 10-00-022-38866 | 10 | $100
Property Management | 10-00-111-38008 | 10 | $100
Prospering In The Hot Texas Market | 10-00-022-38867 | 10 | $100
Real Estate Trends and Disruptors | 08-00-012-38464 | 8 | $80
Selected Topics in Commercial Real Estate | 07-00-122-40465 | 7 | $70
Selected Topics in Farm and Ranch | 07-00-122-40463 | 7 | $70
Broker Responsibility Course | 06-06-122-39962 | 6 | $60
Eye on Real Estate: Trends and Disruptors | 05-00-122-40467 | 5 | $50
Success Strategies | 04-00-121-38262 | 4 | $40
Texas Commercial Legal issues in Real Estate | 04-00-122-40296 | 4 | $40
TREC Legal Update I (2020-2021) | 04-04-121-37796 | 4 | $40
TREC Legal Update II (2020-2021) | 04-04-121-37797 | 4 | $40
Essential Topics: 3-Hour Contract Review | 03-00-102-40030 | 3 | $30
Easy Steps for Using the Buyer's Representation Agreement | 02-00-121-38260 | 2 | $20
How to Prepare Your Personal Business Plan | 02-00-031-36391 | 2 | $20
Introduction to Artificial Intelligence | 02-00-121-36027 | 2 | $20
Property Tax Remedies | 02-00-012-38460 | 2 | $20
Real Estate Investing | 02-00-012-38458 | 2 | $20
Real Estate Disruptors | 02-00-012-38462 | 2 | $20
Real Estate Trends | 02-00-012-38459 | 2 | $20
Selling to Different Generations | 02-00-022-38695 | 2 | $20
Technology Update | 02-00-121-38261 | 2 | $20
The Truth In-Lending Disclosures | 02-00-021-38491 | 2 | $20
Writing and Understanding a Policies and Procedures Manual | 02-00-062-39517 | 2 | $20
Technology in Real Estate | 01-00-122-40459 | 1 | $10
Positively Outstanding Client Service | 01-00-062-39522 | 1 | $10

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**Course Delivery Methods**

- **BLENDED CLASSROOM:** Champions School of Real Estate® Blended Classroom courses combine home-study and instructor-led classroom with graded quizzes and an exam. The classroom portion of the course is 15 hours and held over two days, four evenings or four 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 the class. All students must attend all classroom hours and complete all chapter quizzes in order to take the final exam and complete the course.

- **CHAMPIONS LIVE BROADCAST:** Our fully interactive, real-time system, Champions Live offers the unparalleled classroom experience of your local campus and instructors in an online format. Champions Live offers the flexibility to access the course 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 Champions Live Broadcast system per a designated time slot. The textbooks for any of our online correspondence courses can be picked up at any of our locations or can be shipped nationwide for a fee.

- **ONLINE-CORRESPONDENCE:** Champions School of Real Estate® offers you a convenient online-correspondence course format in which you study the course material at your own pace either on your computer in PDF format or from a textbook. This method is ideal for people who cannot attend class at a campus but would still prefer a more guided learning experience.

**ONLINE:**

- Our Online 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/or exams. Students must be able to access the internet via a web browser to take this course format. This method is ideal for people who cannot attend class at a campus and wish to proceed at their 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.

**CORRESPONDENCE:**

- Our Correspondence course format is a self-paced course which 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.

- **CLASSROOM:**
  Champions Distance Education Delivery allows students to take their courses in a format that is best suited to their learning environment. Courses can be done via Blended Classroom (which combines home-study and instructor-led classroom with proctored quizzes and exams), via Online Correspondence with online quizzes and an exam, or via our Champions Live Broadcast system or at a campus testing center. For both methods, it is recommended that the student taking the course, quizzes and final exam is the same person receiving credit for the course. In addition, students must attend all hours of the course in order to receive credit for the course.

**DISTANCE EDUCATION DELIVERY:**

- Champions Distance Education Delivery allows students to take their courses in a format that is best suited to their learning environment. Courses can be done via Blended Classroom (which combines home-study and instructor-led classroom with proctored quizzes and exams), via Online Correspondence with online quizzes and a proctored exam, or via our Champions Live Broadcast system or at a campus testing center. For both methods, it is recommended that the student taking the course, quizzes and final exam is the same person receiving credit for the course. In addition, students must attend all hours of the course in order to receive credit for the course.
Our main engineer has taken many CE courses AND continuing education. business than most other schools. We are more prepared and ready for the New agents who came from CSRE right path towards reaching their goals.

Getting started in real estate can be daunting, and CSRE makes the process understandable. 

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

I attended classes at Champions for my initial real estate license and now for my broker license. I’ve had a great experience as a student and a sponsor. – Judie Curry, Nick Bristow Broker, United Real Estate

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

My experience is always amazing. I send all my new hires to Champions to get their license because it’s the best! – Anderson Mohle, Connected Realty

Love the education program for new and experienced Realtors. We refer everyone interested in pursuing their Real Estate career to Champions. – Bernice Moer, Vivo Realty

Brokers rely on the excellent education opportunity 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

Champions took the worry and stress out of taking the EXAM! Thank you for your professionalism in all that you do. The classroom is the way to go. The educators were knowledgeable and helped us breakdown ALL the information given. Could not have done real estate without you! – D’Ann Hall, Women’s Council of Realtors

We always recommend Agents get their training in person at Champions School of Real Estate. I received all of my Broker training, and Agent Training over the years at Champions! – Richard Machos, RPM Exclusive Realty

I studied for my home inspection license with Champions. I thought my experience with Champions would end when I finished my courses, but it hasn’t all at. When you graduate from Champions, you become alumnii, just like any college. I have made several friends and business connections here and continue to do so. I even paid for new inspectors’ training at Champions to add him to my team. As an inspector, some class time is mandatory. I know that Realtors can take a lot of their classes online. I would still recommend coming into the classes for all the nice people you will meet. Our world is a lot of who you know, not just what you know. – Chris Corder, Every Angle Inspectors

Champions create a fantastic learning environment that encourages personal growth and, quite frankly, promotes an attitude of excitement around joining the real estate industry. We thoroughly enjoy Champions’ Career Fair each year. It’s a great opportunity for new real estate professionals to sit face to face with brokers in their market. It also provides us an opportunity to share all the “uniques” about our company.

I graduated from Champions School of Real Estate and I, without question, loved my experience. I only recommend CSRE to my friends. – Mark Alameel, Eakin Group

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

As a long time student and known productivity coach, my job is to get agents up and practicing real estate. When they come from Champions, they are better prepared for their real estate careers.

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 come 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 courses and knows Ray 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

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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

Champions took the worry and stress out of taking the EXAM! Thank you for your professionalism in all that you do. The classroom is the way to go. The educators were knowledgeable and helped us breakdown ALL the information given. Could not have done real estate without you! – D’Ann Hall, Women’s Council of Realtors

We always recommend Agents get their training in person at Champions School of Real Estate. I received all of my Broker training, and Agent Training over the years at Champions! – Richard Machos, RPM Exclusive Realty

I studied for my home inspection license with Champions. I thought my experience with Champions would end when I finished my courses, but it hasn’t all at. When you graduate from Champions, you become alumnii, just like any college. I have made several friends and business connections here and continue to do so. I even paid for new inspectors’ training at Champions to add him to my team. As an inspector, some class time is mandatory. I know that Realtors can take a lot of their classes online. I would still recommend coming into the classes for all the nice people you will meet. Our world is a lot of who you know, not just what you know. – Chris Corder, Every Angle Inspectors

Champions create a fantastic learning environment that encourages personal growth and, quite frankly, promotes an attitude of excitement around joining the real estate industry. We thoroughly enjoy Champions’ Career Fair each year. It’s a great opportunity for new real estate professionals to sit face to face with brokers in their market. It also provides us an opportunity to share all the “uniques” about our company.

I graduated from Champions School of Real Estate and I, without question, loved my experience. I only recommend CSRE to my friends. – Mark Alameel, Eakin Group

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