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 the #2 state for largest resident inflows! That means more houses to sell and more businesses moving into our state. (U-Haul National Migration Trend Reports)
• Texas housing sales rose 3.3% and average days on market are 57. Inventory levels remain historically low at 3.7 months. (Recenter.tamu.edu)
• Texas’ pace of job creation exceeded the nation’s for the year with an annual growth rate of 2.1%; the nation’s rate is at 1.7%. (Recenter.tamu.edu)
• Five cities in Texas are in Forbe’s 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 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 new testimonial webpage at ChampionsSchool.com/reviews to see our thousands of satisfied real estate, loan officer, inspector and appraiser students have left reviews and testimonials! They love us! Choose to be a Champion™!
• Our teachers have at least five years 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 ChampionsSchool/live and enjoy all of our videos explaining careers, license requirements, industry updates and our Champions School of Real Estate® Super Star interviews!
• Champions offers convenient delivery methods available for you: brick and mortar classroom, ChampionsLive! broadcasts, online and correspondence deliveries! We deliver the material “your way” of preference.
• 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 new exciting package: 30 Days to Success in Real Estate! This new 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!

To Enroll go to ChampionsSchool.com/coach

Champions School of Real Estate® - Charitable Contributions 2018

American Cancer Society
American Heart Association Harris Co.
American Heart Association Montgomery Co.
AREA
AREAA 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®
Frisco High School- Home Run Club
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
TREPAC - Auction Donations
Williamson County Board of Realtors®
Women’s Council of Realtors®
Women’s Council of Realtors® - Local Chapters
Women’s Council of Realtors® - Texas Chapter
Woodlands High School Youth Athletics Foundation
SUCCESSFUL TENDENCIES OF REAL ESTATE CHAMPIONS

Interviews with Real Estate Industry Top Producers

Rogers Healy
- Guest Analyst Fox News
- Dallas Business Journal named Rogers Healy Top 40 Under 40
- Fastest Growing Company in DFW per SMU Cox School of Business

Nimesh Patel
- Broker/Owner of the Year 2011 & 2014
- Broker/Owner of the Largest Single RE/MAX in the Nation
  Four Years in a Row

Jennifer Hansen
- KW International Double Gold Sales Award 2016
- KW International Gold Sales Award 2017-2018

Nancy & Ruben Villarreal
- ReMax Circle of Legends
- Broker and Owners of RE/MAX Integrity
  with Over 20 Years in Real Estate
- Top 25 Teams in Houston by the Houston Business Journal

Ryan & Royale Jockers
- Better Homes and Gardens 2017 Rookie of the Year
- Better Homes and Gardens Two-Time Top Producing Team Gold Award Winners

Jeff Everett
- 2017 Chairman’s Circle Gold Top 2% Producing Agents in Berkshire Hathaway

Lynn Breedlove
- Three Premier Service Awards from Three Different Relocation Management Companies
- Marketing Assistance Award

Rosemary Bickford
- 25-Year Real Estate Veteran
- Owner of Brickland Custom Homes
- Accredited Luxury Home Marketing Specialist & Certified Home Marketing Specialist Instructor

Mark Terpstra
- 24-years of Commercial Real Estate Experience
- Vice President, Land Division of Caldwell Companies

Brenda Pennington
- CEO of B. Pennington Commercial Real Estate, Inc
- Past President of the Association of Commercial Real Estate “ACRE” and Broker of the Year Award Recipient

Kimberly Dydalewicz
- President of Champions School of Real Estate
- Author of Success Through Business Etiquette
- 21-year Real Estate Education Industry Veteran
- Licensed Realtor®

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- 24-years of Commercial Real Estate Experience
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Kimberly Dydalewicz
- President of Champions School of Real Estate
- Author of Success Through Business Etiquette
- 21-year Real Estate Education Industry Veteran
- Licensed Realtor®

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

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

Purchase Your Copy at www.ChampionsSchool.com/success

800-284-1525 | www.ChampionsSchool.com

Choose to be a Champion™

COURSE CATALOG | WINTER - SPRING 2019
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?

Take advantage of the Champions edge and get started today!
- 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, by phone and online chat Monday through Saturday
- 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 opportunities from various companies’ representatives

Call • Go Online • Visit a Campus Today!

See What Texas Real Estate Industry Leaders Have To Say About Champions!

“I always feel confident when taking my MCE courses at Champions. I enjoy the classes and learn the latest from the best instructors. I highly recommend them!”
Martha Turner
Martha Turner Sotheby’s International Realty
Founder and Chairman Emeritus

“I was first introduced to Champions in 2001, while I was a college kid at SMU. Looking back over the course of my 15+ year career in real estate, I can confidently say that Champions gave me the initial confidence and education to jump into real estate. I’m forever appreciative of Champions, their staff and their students for allowing me the opportunity to get involved with their family. Their teaching methods are similar to mine and the company is run the right way. Thank you Champions, for all you’ve done for me and my real estate teams!”
Rogers Healy
Rogers Healy and Associates Real Estate
Healy Property Management
Healy Relocation: Global Relocation

“Coldwell Banker D’Ann Harper, REALTORS® takes pride in having the best trained, most professional, Sales Agents in the market. Champions School of Real Estate plays an important role in helping our Sales Agents stay abreast of the ever changing real estate market with their education and certification classes. Additionally, Champions continues to provide our firm with a valuable resource for well-trained, newly-licensed Sales Agents through their Real Estate Licensing Program. I highly recommend Champions School of Real Estate to anyone looking to begin a new career in Real Estate or advance in their present career.”
D’Ann Harper – CEO - Broker/Owner
Coldwell Banker D’Ann Harper, REALTORS®

“Thousands of students have trusted the Champions Schools for their real estate education. The instructors are knowledgeable, entertaining and professional. They are the school of choice for your new real estate career and continuing education.”
Rick Ellis
Vice President
Berkshire Hathaway HS Texas Realty
Make Champions School of Real Estate® the start of your new career!

If a career in real estate, mortgage lending, inspection or appraisal interests you, please join us for one of our free monthly career nights where all your questions will be answered by our experienced career counselors.

Career Nights
6:00 PM - 7:30 PM

- Austin Campus 2nd Tuesday of the month
- Dallas/Plano Campus 1st Monday of the month
- Fort Worth Campus 2nd Monday of the month
- Houston Campuses Alternating 1st Tuesday of the month
- San Antonio Campus 3rd Tuesday of the month

Register at ChampionsSchool.com/Career-Nights

“Get your new career headed in the right direction. Meet with real estate companies from all over your area at the largest real estate career fair in Texas!”

Kim Dydalewicz
President Champions School of Real Estate®
MEET OUR INSTRUCTORS

Tom Allen
Houston

Kevin Arell
DFW

Rosemary Pickford
Houston

Sarah Lee Boson
Houston

Brad Boswell
DFW

Mike Boyd
San Antonio

Kelly Bollinger
Austin

David Burton
Austin

Michelle Busby
Austin

Jeanine Butterfield
Austin

Roy Carter
DFW

Harry Casler
Austin & San Antonio

Julie Choate
DFW

Terry Clark
DFW

David Cronauer
San Antonio

Cassandra Davis
DFW

Antonio Delgado
DFW & Austin

Kevin Dysdaiewicz
Houston

Caroline Edwards
Houston

Frank Eldridge
San Antonio

Donna Ellis
Houston

Bea Flores
Houston

Rose Forey
Houston

Greg Freeman
Houston

Steve Goff
DFW

Allan Hancock
Statewide Instructor of the Year 2014

Mike Hancock
Houston

Kathryn Hardeman
Houston

Will Harris
DFW

Houston, Statewide Teacher Liaison

Johnny Morrow
San Antonio

Robin Morton
San Antonio

Robert Macioce
DFW

Paul Lynch
San Antonio

Patrick Lynch
DFW

Robert Macioce
Austin & San Antonio

David Maza
DFW

Jon Marshing
Houston

Emeraldita McGee
DFW

Robert Meche
DFW

Sue Reeler
Statewide Instructor of the Year 2010

Andy Ingram
DFW Instructor of the Year 2015

Teresa Johnson
DFW

Jeffrey Jones
Houston

Julie Jones
Austin

Waukea Jones
DFW

Robin Kitzmiller
Houston

Donald Leonhard
Houston

Cindy Lott
DFW

Patrick Lynch
San Antonio

Robert Macioce
Austin & San Antonio

David Maza
DFW

Jon Marshing
Houston

Emeraldita McGee
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Houston

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Houston

Donald Leonhard
Houston

Johnny Morrow
San Antonio

Robin Morton
San Antonio

Robert Macioce
DFW

Paul Lynch
San Antonio

Patrick Lynch
DFW

Robert Macioce
Austin & San Antonio

David Maza
DFW

Jon Marshing
Houston

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Houston

Julie Jones
Austin

Waukea Jones
DFW

Robin Kitzmiller
Houston

Donald Leonhard
Houston

Jasmine Quinney
Houston

Gary Richley
DFW

Richard Riley
Houston

Peggy Rudolph
Houston

Kelly Lanzani
DFW Instructor of the Year 2013

Louis Salinas
Houston

Rebecca Savage
DFW

Randy Selby
Houston

Joe Sklans
San Antonio

Douglas Smith
DFW

Randy Smith
DFW

Paul St. Amand
Director, Mortgage School

Instruction of the Year 2007

Jack Stapleton
Austin

Cherry Stratton
Business Etiquette International

Victoria Suba
San Antonio Instructor Liaison

Byron Underwood
Houston

Tony Verdugo
San Antonio

Ben Volpe
Houston

Lisa Walker
DFW

Joe Weaver
Austin

Nicole Williams
DFW

Kristin Wilson
Online & Curriculum

Robbie Wilson
DFW

Dave Wyatt
Statewide

David Zerco
Houston
### MEET OUR TEAM

#### EXECUTIVE LEADERSHIP
- Rita Santamaria: Owner/Founder
- Kim Dydalewicz: President
- Curt Knobloch: Vice President
- Debi Blazis: HR Director
- Darla Mills: Accounting Manager
- Courtney Quarles: Accounting Assistant

#### AUSTIN
- Cyndi Carter: Campus Manager

#### DALLAS
- Linda Chase: DFIR Regional Manager
- Angie Carter-Thompson: Administrative Assistant to President
- Angela Clark: Megan Snellgrove: Kim Doyle
- Karla Larraga: National Communications Director
- Mattia Martin: Online Logistics

#### FORT WORTH
- Betsy Peterson: Campus Manager
- Vicki Truett: Susan Krieger: Bradley Patterson

#### HOUSTON
- Connie Sanders: Campus Manager
- Stephanie Chambers: Janie Ciancia: Elizabeth Hernandez: Kristen Moulreau: Tiffany Taylor-Gentry

#### HOUSTON NORTH

#### HOUSTON WEST
- Karen Smith: Campus Manager
- Lucy Kiley: Suzenka Kulwethow: Abigail Perez

#### HOUSTON GALLERIA
- Dorothy Banninger: Campus Manager
- Karen Babino-Woodard: Elise McCune: Patti Monemayor: Jacque Ward

#### CURRICULUM DEVELOPMENT
- Henry Bliss: Campus Manager
- Sherri Cowen: Technical Writer
- Joseph Owens: Course Developer
- Lori Haley: Course Coordinator
- Mel Johnson: Course Coordinator
- Melissa Rodriguez: Course Coordinator

#### ONLINE
- Fred Aigner: Web Developer/Programmer
- Sylvia Busk: National Compliance
- Chris Clontz: Production Designer
- Phil Hammel: Design Director
- Sarah Heihn: Online Counselor
- Nick Henderson: Web Developer
- Marcus Trinidad: Graphic Designer

### Congratulations to our Champions!

- Allan Hancock: 2018 Instructor of the Year
- April Brown: 2018-2019 Employee of the Year

### Awards

- **20 Best Places to Work** 2016 – Houston Business Journal
- **Best Place to Work for in Texas** 2014 – Texas Monthly Magazine

---

*Choose to be a Champion™*
## 5 STEPS TO A TEXAS REAL ESTATE LICENSE

### 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 at least a 70%. Although failure is rare, if a student does fail a course exam, a 2nd exam can be taken after waiting 3 days. After two failures, TREC requires the student to re-take the course before taking the exam again.

### Submit Online Application for Real Estate License and Course Certificates to TREC
Once you have completed your courses with Champions School of Real Estate, gather all of your course completion certificates and go to [www.trec.texas.gov](http://www.trec.texas.gov) and click on "Real Estate Sales Agent" in the "Become Licensed" drop down menu.
- Under "File Your Application," click "Log In Now." 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. Once you are logged in, you will submit an "Application for Inactive Salesperson".
- Pay the application fee of $205
- Email [documents@trec.texas.gov](mailto: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.

### 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 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 the course as many times as you want for a full year! We recommend taking the Prep course at least two times before taking the actual exam. Purchase the Real Estate study app for $2.99 or flashcards for $19.99 to help you study.

### Take the State Exam at Pearson Vue
Once you receive the approval letter and Candidate Information Brochure (CIB) from TREC, you must sign-up to take the state exam at a Pearson Vue Testing Center. Appointments can be made by going to [Pearsonvue.com/tx/realestate](http://Pearsonvue.com/tx/realestate) or calling them at 800-997-1248. The cost is $54 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. 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](mailto: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.

### Get Your Fingerprinting Taken and Pass Background Check
Once you have scheduled your state exam, visit the TREC website [www.trec.texas.gov](http://www.trec.texas.gov) and follow these steps to schedule an appointment and complete your fingerprinting/background check. The fingerprinting fee is **$37**.
- 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](http://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.
# REAL ESTATE LICENSE PROGRAM
All pricing includes books and materials.

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

### 11-Course Career Success Licensing Program
- 6 TREC Qualifying Education Courses (180 Hours)
- State Exam Prep Course
- 3 TREC SAE Renewal Courses (90 Hours)
- TREC Legal Update I and Legal Update II (8 Hours)
- 30 Days to Success in Real Estate - “Coaching Package” with Champions Owner, CEO and Founder, Rita Santamaria (pg. 31)
- 2-Day Success Through Business Etiquette Program (pg. 30)

<table>
<thead>
<tr>
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### 9-Course Comprehensive Program plus Prep
- 6 TREC Qualifying Education Courses (180 Hours)
- State Exam Prep Course
- 3 TREC SAE Renewal Courses (90 Hours)
- TREC Legal Update I and Legal Update II (8 Hours)
- 30 DaystoSuccessinRealEstate-“CoachingPackage”withChampionsOwner,CEOandFounder,RitaSantamaria(pg.31)
- 2-Day Success Through Business Etiquette Program (pg. 30)

<table>
<thead>
<tr>
<th>Hours</th>
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### 6-Course Program and Prep plus Business Etiquette
- 6 TREC Qualifying Education Courses (180 Hours)
- State Exam Prep Course
- 2-Day Success Through Business Etiquette Program (pg. 30)

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<tr>
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### 6-Course Program plus Prep
- 6 TREC Qualifying Education Courses (180 Hours)
- State Exam Prep Course

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### SAE RENEWAL PROGRAM

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| 3 TREC SAE Renewal Courses (90 Hours)
| TREC Legal Update I and Legal Update II (8 Hours) |

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### TREC Legal Update I & Legal Update II

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### BROKER PROGRAM

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<th>10-Course Broker Program (for licensed Realtors®)</th>
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<tr>
<td>Start working towards your Broker License today and receive $30 off each course when purchasing this package!</td>
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<table>
<thead>
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<td>Classroom</td>
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<tr>
<td></td>
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<td>SAVE $300!</td>
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</table>

| 5-Course Broker Program (for licensed Realtors®) |
| Choose any 5 core courses towards your Broker License. |

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### INDIVIDUAL COURSES

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### Power House Training (SAE & Broker)

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### Real Estate Exam Prep Course & Your Key to Passing the State Exam - See Page 18 - 19 for Schedule

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### 2-Day Success Through Business Etiquette Program

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<td></td>
<td>Classroom</td>
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### 30 Days to Success in Real Estate with Owner, CEO and Founder Rita Santamaria

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### Must-Have Study Aid: Real Estate Flashcards - Practice over 500 of the most essential terms and definitions in real estate using this traditional learning tool.

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

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**Research and Development**

**Technology**

**Innovation**

**Quality**

**Value**

**Service**

**Choose to be a Champion™**
# NEW! AUSTIN CAMPUS

13801 Ranch Rd 620 N Austin, TX 78717

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### New Braunfels/FRAR Satellite Campus

Four Rivers Association of Realtors® | 936 Guerne Rd, New Braunfels, TX 78130

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### COURSE LEGEND:

- **SAE** 1st Renewal Period
- **QE** Qualifying Education
- **H** Holiday Hours

### LICENSING REQUIREMENTS:

- Law of Agency
- Law of Contracts
- Principles of Real Estate 1
- Principles of Real Estate 2
- Promulgated Contract Forms
- Real Estate Finance

QE Courses can be taken in any order
# Real Estate Sales Agent Exam Prep Course

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**$120**

- **Free Retakes** for One Year
- **Textbook Included**

**Your Key to Passing the State Exam!**
FORT WORTH CAMPUS

6324 Waverly Way, Ste 100
Fort Worth, TX 76116

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Your Key to Passing the State Exam!

$120

Free Retakes for One Year
Textbook Included

SAE 1st Renewal Period
QE Qualifying Education
Holiday Hours

LICENSING REQUIREMENTS:
Law of Agency
Law of Contracts
Principles of Real Estate 1
Principles of Real Estate 2
Promulgated Contract Forms
Real Estate Finance

QE Courses can be taken in any order

SEE PAGE 18 FOR DETAILS

COURSE LEGEND:

REAL ESTATE QUALIFYING EDUCATION AND SAE RENEWAL

REAL ESTATE BLENDED CLASSROOM PROGRAM

TREC Provider #530

SALES AGENT APPRENTICE
EDUCATION AND BROKER,
SEE PAGE 20-21 FOR DETAILS

214-687-0000
Mon - Fri 8:00 AM to 5:00 PM
Sat 8:00 AM to 4:00 PM

FORT WORTH CAMPUS

6324 Waverly Way, Ste 100
Fort Worth, TX 76116

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REAL ESTATE ...
# COURSE LEGEND:

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# LICENSE REQUIREMENTS:

- Law of Agency
- Law of Contracts
- Principles of Real Estate 1
- Principles of Real Estate 2
- Promulgated Contract Forms
- Real Estate Finance

QE Courses can be taken in any order.

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## COURSE CATALOG | WINTER - SPRING 2019

### COURSE LEGEND:

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

### LICENSE REQUIREMENTS:

- Law of Agency
- Law of Contracts
- Principles of Real Estate 1
- Principles of Real Estate 2
- Promulgated Contract Forms
- Real Estate Finance

QE Courses can be taken in any order.

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### Houston Galleria Campus

1001 West Loop South, Ste 205
Houston, TX 77027

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

- Jan 7 - 8: Contracts
- Jan 14 - 15: Promulgated Forms
- Jan 21 - 22: Law of Contracts
- Jan 28 - 29: Finance
- Feb 4 - 5: Principles 2
- Feb 11 - 12: Principles 1
- Feb 18 - 19: Promulgated Forms
- Feb 25 - 26: Contracts
- Mar 4 - 5: Law of Agency
- Mar 11 - 12: Finance
- Mar 18 - 19: Principles 2
- Mar 25 - 26: Principles 1
- Apr 1 - 2: Prom Forms
- Apr 8 - 9: Contracts
- Apr 15 - 16: Law of Agency
- Apr 22 - 23: Finance
- Apr 29 - 30: Principles 2
- May 6 - 7: Principles 1
- May 13 - 14: Promulgated Forms
- May 20 - 21: Contracts
- May 27 - 28: Memorial Day

#### WEEKDAYS - Monday - Tuesday
8:30 AM - 4:45 PM

- Jan 7 - 8: Promulgated Forms
- Jan 14 - 15: Law of Contracts
- Jan 21 - 22: Law of Agency
- Jan 28 - 29: Finance
- Feb 4 - 5: Principles 2
- Feb 11 - 12: Principles 1
- Feb 18 - 19: Promulgated Forms
- Feb 25 - 26: Contracts
- Mar 4 - 5: Law of Agency
- Mar 11 - 12: Finance
- Mar 18 - 19: Principles 2
- Mar 25 - 26: Principles 1
- Apr 1 - 2: Prom Forms
- Apr 8 - 9: Contracts
- Apr 15 - 16: Law of Agency
- Apr 22 - 23: Finance
- Apr 29 - 30: Principles 2
- May 6 - 7: Principles 1
- May 13 - 14: Promulgated Forms
- May 20 - 21: Contracts
- May 27 - 28: Memorial Day

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

- Jan 12 - 13: Promulgated Forms
- Jan 19 - 20: Principles 2
- Jan 26 - 27: Finance
- Feb 2 - 3: Agency
- Feb 9 - 10: Principles 1
- Feb 16 - 17: Contracts
- Feb 23 - 24: Promulgated Forms
- Mar 2 - 3: Principles 2
- Mar 9 - 10: Finance
- Mar 16 - 17: Agency
- Mar 23 - 24: Principles 1
- Mar 30 - 31: Contracts
- Apr 6 - 7: Promulgated Forms
- Apr 13 - 14: Principles 2
- Apr 20 - 21: Easter
- Apr 27 - 28: Finance
- May 4 - 5: Law of Agency
- May 11 - 12: Principles 1
- May 18 - 19: Contracts
- May 25 - 26: Promulgated Forms
- Jun 1 - 2: Principles 2
- Jun 8 - 9: Finance
- Jun 15 - 16: Agency
- Jun 22 - 23: Principles 1
- Jun 29 - 30: Law of Contracts
- Jul 6 - 7: Prom Forms
- Jul 13 - 14: Principles 2
- Jul 20 - 21: Finance
- Jul 27 - 28: Law of Agency

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COURSE CATALOG | WINTER - SPRING 2019
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Houston, TX 77079

281-496-7386
Mon - Fri 8:00 AM to 6:00 PM
Sat 8:00 AM to 4:00 PM

SALES AGENT APPRENTICE EDUCATION AND BROKER, SEE PAGE 20-21 FOR DETAILS

EVENINGS - Monday - Thursday
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Jul 1 - 3, 5 Principles 1
Jul 8 - 11 Principles 2
Jul 15 - 18 Law of Agency
Jul 22 - 25 Finance
Jul 29 - Aug 1 Law of Contracts

WEEKDAYS - Monday - Tuesday
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Jul 24 - 25 Principles 1 Investments
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- Textbook Included

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### SAN ANTONIO CAMPUS
10000 San Pedro, Ste 100
San Antonio, TX 78216

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#### WEEKDAYS - Wednesday - Thursday
8:30 AM - 4:45 PM

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#### WEEKENDS - Saturday - Sunday
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#### New Braunfels/FRAR Satellite Campus
Four Rivers Association of Realtors® | 936 Gruene Rd, New Braunfels, TX 78130

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

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#### COURSE LEGEND:

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

#### LICENSING REQUIREMENTS:

- Law of Agency
- Law of Contracts
- Principles of Real Estate 1
- Principles of Real Estate 2
- Promulgated Contract Forms
- Real Estate Finance

QE Courses can be taken in any order.
### COURSE LEGEND:

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**EVENINGS - Monday - Thursday**

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**DETAILS**

**FOR PAGE 26**

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This supplemental study aid will help you memorize 500 real estate terms and pass the exam. Now available for only 119.99 to students enrolled in the prep course. Real Estate Flashcards can be purchased only with the Exam Prep Course and are non-refundable.

The Key to Passing the Texas Real Estate Licensing Exam
Prep Course also available via Online and ChampionsLive®

GO MOBILE! STUDY FOR THE EXAM ANYWHERE!
Recently Redeveloped & Redesigned, 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. This is an excellent supplement to the Exam Prep course and a great study tool for the actual state licensing exams.

REAL ESTATE FLASHCARDS MUST - HAVE STUDY AID $19.99
Master the 500 most essential terms in real estate! Flashcards are available to students whom have purchased the prep course or the 6-course pre-license package.
## NEW CLASS HOURS!

### 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

### Houston North Campus

**2-Day Prep Class Times:**
- Apr 15 - 16: Mon - Fri PM
- Apr 24 - 25: Wed - Thu
- May 6 - 9: Mon - Fri AM
- May 13 - 16: Mon - Fri AM
- May 18 - 19: Sat - Sun
- May 20 - 23: Mon - Fri PM
- May 29 - 30: Wed - Thu
- Jun 3 - 6: Mon - Fri AM
- Jun 10 - 13: Mon - Fri AM
- Jun 19 - 20: Wed - Thu
- Jun 24 - 27: Mon - Fri PM
- Jul 8 - 11: Mon - Fri AM
- Jul 15 - 18: Mon - Fri AM
- Jul 20 - 21: Sat - Sun
- Jul 24 - 25: Wed - Thu
- Jul 29 - Aug 1: Mon - Fri PM

### Houston West Campus

**2-Day Prep Class Times:**
- Apr 13 - 14: Sat - Sun
- Apr 22 - 23: Mon - Tue
- Apr 27 - 28: Sat - Sun
- May 6 - 9: Mon - Fri PM
- May 10 - 11: Fri - Sat
- May 17 - 18: Fri - Sat
- May 22 - 23: Wed - Thu
- May 31 - Jun 1: Fri - Sat
- Jun 5 - 6: Wed - Thu
- Jun 15 - 16: Sat - Sun
- Jun 24 - 27: Mon - Fri PM
- Jun 28 - 29: Fri - Sat
- Jul 6 - 7: Sat - Sun
- Jul 10 - 11: Wed - Thu
- Jul 20 - 21: Sat - Sun
- Jul 26 - 27: Fri - Sat
- Jul 29 - Aug 1: Mon - Fri PM
- Aug 9 - 10: Fri - Sat

### Dallas Campus

- Apr 27 - 28: Sat - Sun
- May 2 - 3: Thu - Fri
- May 10 - 11: Fri - Sat
- May 13 - 17: Mon - Fri PM
- May 20 - 21: Mon - Tue
- May 25 - 26: Sat - Sun
- May 29 - 30: Wed - Thu
- Jun 1 - 2: Sat - Sun
- Jun 7 - 8: Fri - Sat
- Jun 10 - 14: Mon - Fri PM
- Jun 17 - 18: Mon - Tue
- Jun 21 - 22: Fri - Sat
- Jun 25 - 26: Tue - Wed
- Jul 1 - 2: Mon - Tue
- Jul 8 - 12: Mon - Fri PM
- Jul 12 - 13: Fri - Sat
- Jul 19 - 20: Fri - Sat
- Jul 29 - 30: Mon - Tue

### Austin Campus

- Apr 25 - 26: Thu - Fri
- Apr 29 - May 3: Mon - Fri PM
- May 6 - 7: Mon - Tue
- May 16 - 17: Thu - Fri
- May 20 - 24: Mon - Fri PM
- May 25 - 26: Sat - Sun
- Jun 3 - 4: Mon - Tue
- Jun 14 - 15: Fri - Sat
- Jun 22 - 23: Sat - Sun
- Jun 24 - 28: Mon - Fri PM
- Jul 1 - 2: Mon - Tue
- Jul 12 - 13: Fri - Sat
- Jul 20 - 21: Sat - Sun
- Jul 29 - Aug 2: Mon - Fri PM

### Fort Worth Campus

- Apr 17 - 18: Wed - Thu
- Apr 27 - 28: Sat - Sun
- May 1 - 2: Wed - Thu
- May 6 - 10: Mon - Fri PM
- May 20 - 21: Mon - Tue
- May 29 - 30: Wed - Thu
- Jun 8 - 9: Sat - Sun
- Jun 12 - 13: Wed - Thu
- Jun 21 - 22: Fri - Sat
- Jun 27 - 28: Thu - Fri
- Jul 1 - 2: Mon - Tue
- Jul 8 - 12: Mon - Fri PM
- Jul 18 - 19: Thurs - Fri
- Jul 27 - 28: Sat - Sun

### Houston Galleria Campus

- Apr 17 - 18: Wed - Thu
- Apr 22 - 23: Mon - Tue
- May 4 - 5: Sat - Sun
- May 8 - 9: Wed - Thu
- May 13 - 17: Mon - Fri PM
- May 22 - 23: Wed - Thu
- May 29 - 30: Wed - Thu
- Jun 7 - 8: Fri - Sat
- Jun 10 - 14: Mon - Fri PM
- Jun 19 - 20: Wed - Thu
- Jun 24 - 25: Mon - Tue
- Jul 6 - 7: Sat - Sun
- Jul 10 - 11: Wed - Thu
- Jul 15 - 19: Mon - Fri PM
- Jul 24 - 25: Wed - Thu
- Jul 29 - 30: Mon - Tue

### ChampionsLive!

- Apr 29 - 30: Mon - Tue
- May 6 - 9: Mon - Fri PM
- May 18 - 19: Sat - Sun
- May 29 - 30: Wed - Thu
- Jun 10 - 11: Mon - Tue
- Jun 17 - 20: Mon - Fri PM
- Jun 29 - 30: Sat - Sun
- Jul 13 - 14: Sat - Sun
- Jul 15 - 18: Mon - Fri PM
- Jul 29 - 30: Mon - Tue

### San Antonio Campus

- Apr 15 - 16: Mon - Tue
- Apr 27 - 28: Sat - Sun
- May 1 - 2: Wed - Thu
- May 4 - 5: Sat - Sun
- May 13 - 16: Mon - Fri PM
- May 18 - 19: Sat - Sun
- May 20 - 21: Mon - Tue
- Jun 1 - 2: Sat - Sun
- Jun 10 - 11: Mon - Tue
- Jun 15 - 16: Sat - Sun
- Jun 24 - 27: Mon - Fri PM
- Jul 1 - 2: Mon - Tue
- Jul 13 - 14: Sat - Sun
- Jul 24 - 25: Wed - Thu
- Jul 29 - Aug 1: Mon - Thu PM

### NEW BRAUNFELS

- Jun 10 - 13: Mon - Fri PM

---

Unlimited retakes of the course for one full year!

- ChampionsLive
- Online Correspondence
- Classroom

Learn More at ChampionsSchool.com/real-estate/tx/prep

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Pearson Vue Examination Services
Exams are by appointment only. Call 800-997-1248 or visit www.pearsonvue.com
# 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 core Texas SAE courses contain the latest information and useful topics to help you not only keep your Texas real estate license active but also to focus on improving your career.

## 98-Hour SAE Renewal Program for $495

Don’t let your real estate license lapse. Within the first two years of gaining your Real Estate Sales Agent License, you are required to complete **98-Hours** of Salesperson Apprentice Education courses. This 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.

<table>
<thead>
<tr>
<th>Course Delivery Options</th>
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<tbody>
<tr>
<td>Blended Classroom</td>
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<tr>
<td>ChampionsLive!</td>
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<tr>
<td>Online Correspondence</td>
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<td>Classroom</td>
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<table>
<thead>
<tr>
<th>SAE Renewal Program</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>Sales Agent Apprentice Education (SAE) Program</td>
<td>98</td>
<td>$495</td>
<td><strong>Save $80!</strong></td>
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<tr>
<td>Three TREC SAE Renewal Courses (90 Hours)</td>
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<tr>
<td>TREC Legal Update I and Legal Update II (8 Hours)</td>
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<tr>
<td>See Page 9 - 17 for Campus Schedules</td>
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<tr>
<th>Individual 30 Hour SAE Courses</th>
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<tr>
<td>Law of Agency</td>
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<td>Law of Contracts</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>
</tr>
<tr>
<td>Principles of Real Estate 2</td>
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<tr>
<td>Promulgated Contract Forms</td>
</tr>
<tr>
<td>Property Management</td>
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<tr>
<td>Real Estate Brokerage</td>
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<tr>
<td>Real Estate Finance</td>
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</tbody>
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| Legal Update I & Legal Update II | 8 | $80 |

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<thead>
<tr>
<th>30-Hour QE, SAE Renewal and Broker Individual Courses</th>
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<tbody>
<tr>
<td>Course</td>
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<td>Law of Contracts</td>
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</tr>
<tr>
<td>Real Estate Brokerage</td>
</tr>
<tr>
<td>Real Estate Finance</td>
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</tbody>
</table>

| Courses | Delivery | Course # | Hours |
| Real Estate Law: Principles | Blended Classroom | 330 | 30 |
| Real Estate Investment: Principles | Blended Classroom | 930 | 30 |
| RE Marketing: Commercial Real Estate | Blended Classroom | 545 | 30 |
| Real Estate Marketing | Blended Classroom | 551 | 30 |
| Residential Inspection for Real Estate Agents | Blended Classroom | 1035 | 30 |
| Real Estate Appraisal: Principles | Blended Classroom | 240 | 30 |
| Real Estate Appraisal: RE Procedures | Blended Classroom | 222 | 30 |
| Real Estate Appraisal: Residential Sales Comparison & Income Approaches | Blended Classroom | 225 | 30 |
| Real Estate Appraisal: Fundamentals | Blended Classroom | 226 | 30 |
REAL ESTATE BROKER LICENSING

Champions 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 Bachelors degree or higher, you may need only three additional core 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!”
• Champions offers Eighteen 30-hour elective courses that can be applied towards your broker education

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–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*
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

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!

 Broker Program

<table>
<thead>
<tr>
<th>Broker Program</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-Course Broker Program (for licensed Realtors®)</td>
<td>300</td>
<td>User-edit File-Alt</td>
<td>$1350 Save $300</td>
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<tr>
<td>5-Course Broker Program (for licensed Realtors®)</td>
<td>150</td>
<td>User-edit File-Alt</td>
<td>$725 Save $100</td>
</tr>
</tbody>
</table>

Broker Exam Prep Course

See Pages 18 - 19 for Details and Schedule

$120

TRY OUR NEW INTERACTIVE BROKER PLAN OF ATTACK
Championsschool.com/Real-Estate/Tx/Broker/Interactive.php
REAL ESTATE CONTINUING EDUCATION (CE)

Strategies for Career Excellence

$119 | 18-HOUR CE PROGRAM

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

Day 2 Schedule
8:30 AM - 5:30 PM Strategies for Career

Designed to meet 2019 TREC Continuing Education requirements, this program covers a myriad of topics, including TREC legal updates, current and emerging technologies and their effect on business, and tips on how to make your business more successful in a changing world.

Classroom CE Program Includes:
• Strategies for Career Excellence
• Technology Update
• Mandatory Legal Update I & II

AUSTIN
Jan 10 - 11 Thu/Fri
Feb 7 - 8 Thu/Fri
Mar 7 - 8 Thu/Fri
Apr 11 - 12 Thu/Fri
May 9 - 10 Thu/Fri
Jun 13 - 14 Thu/Fri
Jul 11 - 12 Thu/Fri

FORT WORTH
Jan 22 - 23 Tue/Wed
Feb 14 - 15 Thu/Fri
Mar 18-19 Mon/Tue
Apr 13 - 14 Sat/Sun
May 14-15 Tue/Wed
Jun 18 - 19 Tue/Wed
Jul 16 - 17 Tue/Wed

HOUSTON NORTH
Jan 14 - 15 Mon/Tue
Jan 28 - 29 Mon/Tue
Feb 11 - 12 Mon/Tue
Feb 25 - 26 Mon/Tue
Mar 25 - 26 Mon/Tue
Apr 8 - 9 Mon/Tue
Apr 22 - 23 Mon/Tue
May 6 - 7 Mon/Tue
May 28 - 29 Tue/Wed
Jun 24 - 25 Mon/Tue
Jul 9 - 10 Mon/Tue
Jul 29 - 30 Mon/Tue

HOUSTON WEST
Jan 7 - 8 Mon/Tue
Feb 4 - 5 Mon/Tue
Mar 11 - 12 Mon/Tue
Apr 5 - 6 Mon/Tue
May 13 - 14 Mon/Tue
Jun 10 - 11 Mon/Tue
Jul 15 - 16 Mon/Tue

HOUSTON GALLERIA
Jan 21 - 22 Mon/Tue
Feb 18 - 19 Mon/Tue
Mar 18 - 19 Mon/Tue
Apr 15 - 16 Mon/Tue
May 20 - 21 Mon/Tue
Jun 17 - 18 Mon/Tue
Jul 22 - 23 Mon/Tue

HOUSTON GALLERIA
Jan 22 - 23 Tue/Wed
Feb 14 - 15 Thu/Fri
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Apr 13 - 14 Sat/Sun
May 14-15 Tue/Wed
Jun 18 - 19 Tue/Wed
Jul 16 - 17 Tue/Wed

HOUSTON GALLERIA
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Jan 28 - 29 Mon/Tue
Feb 11 - 12 Mon/Tue
Feb 25 - 26 Mon/Tue
Mar 25 - 26 Mon/Tue
Apr 8 - 9 Mon/Tue
Apr 22 - 23 Mon/Tue
May 6 - 7 Mon/Tue
May 28 - 29 Tue/Wed
Jun 24 - 25 Mon/Tue
Jul 9 - 10 Mon/Tue
Jul 29 - 30 Mon/Tue

SAN ANTONIO
Jan 17 - 18 Thu/Fri
Feb 14 - 15 Thu/Fri
Mar 14 - 15 Thu/Fri
Apr 18 - 19 Thu/Fri
May 16 - 17 Thu/Fri
Jun 20 - 21 Thu/Fri
Jul 18 - 19 Thu/Fri

Strategies: 08-00-129-33534/Legal Update I: 04-04-129-33353; Legal Update II: 04-04-129-33353; Tech: 02-00-129-33533;

18-Hour Texas CE $99 | ONLINE CE PROGRAM

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

Learn at your own pace ENROLL TODAY!

Adult Education Instructor Training Course

$79 | MANDATORY TREC

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

**$119 | 18-HOUR CE PROGRAM**

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

<table>
<thead>
<tr>
<th>AUSTIN</th>
<th>FORT WORTH</th>
<th>HOUSTON NORTH</th>
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**Day 1 Schedule**
- 8:30 AM - 12:30 PM: Legal Update I
- 1:30 PM - 5:30 PM: Legal Update II
- 5:30 PM - 6:45 PM: Tech Update

**Day 2 Schedule**
- 8:30 AM - 3:30 PM: Broker Responsibility

Legal Update I: 04-04-129-33197; Legal Update II: 04-04-129-33198; Broker Responsibility: 06-06-120-35367; Policies & Procedures Manual: 02-00-060-34738;

### 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 and fairness, housing and housing laws, DTPA, and various important legislative topics related to ethics, CFPB and tax laws.

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<thead>
<tr>
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**Day 1 Schedule**
- 8:30 AM - 12:30 PM: Legal Update I
- 1:30 PM - 5:30 PM: Legal Update II

**Day 2 Schedule**
- 8:30 AM - 12:30 PM: Broker Responsibility
- 1:30 PM - 5:30 PM: Policies & Procedures Manual

Legal Update I: 04-04-129-33197; Legal Update II: 04-04-129-33198; Broker Responsibility: 06-06-120-35367; Policies & Procedures Manual: 02-00-060-34738;

8-Hour Online Course Available
ChampionsSchool.com/Real-Estate/TX/CE
REAL ESTATE CONTINUING EDUCATION

Farm and Ranch Real Estate

$119 | 18-HOUR CE PROGRAM

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

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

Insider’s Guide to Commercial Real Estate

$119 | 18-HOUR CE PROGRAM

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

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

Keeping Current with Texas RE

$119 | 18-HOUR CE PROGRAM

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

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

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

Day 1 Schedule
- HOUSTON GALLERIA: Jan 10 - 11 Thu/Fri; Jan 26 - 27 Sat/Sun
- HOUSTON WEST: Feb 7 - 8 Thu/Fri; Feb 23 - 24 Sat/Sun
- HOUSTON NORTH: Mar 7 - 8 Thu/Fri; Mar 23 - 24 Sat/Sun
- SAN ANTONIO: Apr 6 - 7 Sat/Sun; Apr 25 - 26 Thu/Fri
- HOUSTON GALLERIA: May 11 - 12 Sat/Sun; May 23 - 24 Thu/Fri
- HOUSTON WEST: Jun 6 - 7 Thu/Fri; Jun 22 - 23 Sat/Sun
- HOUSTON NORTH: Jul 11 - 12 Thu/Fri; Jul 27 - 28 Sat/Sun
- SAN ANTONIO: Aug 1 - 2 Thu/Fri; Aug 24 - 25 Sat/Sun

Day 2 Schedule
- HOUSTON GALLERIA: Jan 26 - 27 Sat/Sun; Feb 7 - 8 Thu/Fri
- HOUSTON WEST: Feb 23 - 24 Sat/Sun; Mar 7 - 8 Thu/Fri
- HOUSTON NORTH: Mar 23 - 24 Sat/Sun; Apr 6 - 7 Sat/Sun
- SAN ANTONIO: Apr 25 - 26 Thu/Fri; May 11 - 12 Sat/Sun
- HOUSTON GALLERIA: May 23 - 24 Thu/Fri; Jun 6 - 7 Thu/Fri
- HOUSTON WEST: Jun 22 - 23 Sat/Sun; Jul 11 - 12 Thu/Fri
- HOUSTON NORTH: Jul 27 - 28 Sat/Sun; Aug 1 - 2 Thu/Fri
- SAN ANTONIO: Aug 24 - 25 Sat/Sun

| Provider #530

Choose to be a Champion™

REAL ESTATE CONTINUING EDUCATION AND RENEWAL
Oklahoma Real Estate Online CE Program

$179 | 21-HOUR CE PROGRAM + BUSINESS ETIQUETTE
$79 | 21-HOUR CE PROGRAM
$59 | 15-HOUR BROKER IN CHARGE

Full continuing education package for all license types requiring 21 hours every three years.

21-Hour includes:
- Broker in Charge (BIC) 15-Hr
- Broker Relationships Act (BRA) 1-Hr
- Broker Responsibilities (CAR) 1-Hr
- Contract Information Booklet (CON) 1-Hr
- Fair Housing (FHR) 1 hour
- The Truth-In-Lending Closing (HOT) 1-Hr
- NAR Code of Ethics (PSC) 1-Hr

Other CE Courses Available

<table>
<thead>
<tr>
<th>Course Name</th>
<th>Hours</th>
<th>$</th>
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<tr>
<td>TILA-RESPA Integrated Disclosures (HOT)</td>
<td>6 hrs</td>
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<tr>
<td>OREC Contract Updates (CON)</td>
<td>3 hrs</td>
<td>$30</td>
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<tr>
<td>Government Loans (FIN)</td>
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<tr>
<td>How to Prepare Your Personal Business Plan (GEN)</td>
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<tr>
<td>Technology Update (ICC)</td>
<td>1 hr</td>
<td>$10</td>
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</table>

OOREC Provider No. 172498; Approved by the Commission for Continued Education

Go to ChampionsSchool.com/Real-Estate/OK/CE to Register Today

Florida Real Estate Continuing Education (CE)

$18.50 | 14-HOUR CE COURSE

This course explains why “Green” and other real estate trends are becoming popular with the consumer. The student learns why social media is a great resource for creating a marketable business. The student is given an overview of how the Loan Estimate works while looking at the actual forms. This course also brings back into focus the SAFE Act, consumer protection and the reduction of fraud issues. And finally, the student will look at the Florida Statutes and Administrative Codes pertaining to real estate license activities.

- The correspondence method requires reading through the materials before taking the homework and exam.
- Course Expiration Date: Students are notified of the course expiration date upon receipt of material.
- Grading: Champions may grade an exam within 15 days after the expiration date of the course, provided it is received prior to or on the date of the course expiration.
- Passing Score: For the 14-Hour CE Course, students must pass with a 80% or higher to obtain a course completion certificate. 70% or higher for the 28-Hour Reactivation Package.
- Reporting credit to FREC: Champions has 30 days or the day before the license is due to expire, whichever comes first.

Go to ChampionsSchool.com/Real-Estate/FL/CE to Register Today
Course #0016878; FREC provider No. 0006626.

Enroll Today! 800-969-2599
Accredited Buyer Representative

$219 | 15-HOUR ELECTIVE CE

- Learn how to use the buyer representation agreement
- Understand retainer fees, hourly fees, transaction fees
- Earn confidence in your client-level services to your buyers
- NAR® Recognized Designation

* Choose Either New Home Construction or Military Relocation Professional as the elective course

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.

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

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

Please see website for experience and application requirements
Pricing Strategies: Mastering the CMA

$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

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

Real Estate Negotiation Expert (RENE)

$219 | 15-HOUR ELECTIVE CE

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

Seller Representative Specialist (SRS)

$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.

Seniors Real Estate Specialist (SRES)

$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.

WCR Performance Management Network Designation

AN OFFICIAL REALTOR® DESIGNATION

$420 | 3 COURSE PROGRAM | 21-HOUR ELECTIVE CE*

Program: Enroll in the 3 course PMN Program for $420, a $30 savings!!
Individual Courses: $150
Course Times: 8:30 AM – 4:15 PM

<table>
<thead>
<tr>
<th>Course Name</th>
<th>Date</th>
<th>Schedule</th>
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<tbody>
<tr>
<td>Networking &amp; Referrals</td>
<td>Feb 27</td>
<td>Wed</td>
</tr>
<tr>
<td>Leadership Excellence</td>
<td>Feb 27</td>
<td>Wed</td>
</tr>
<tr>
<td>Effective Negotiation</td>
<td>Mar 8</td>
<td>Fri</td>
</tr>
</tbody>
</table>

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

Jo Ann Stevens
2018 National President
Women's Council of REALTORS®
## WHAT IS CHAMPIONS LIVE?

### 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 device 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. Students are required to attend all scheduled course sessions in full before gaining access to proctored course exams.

If you are not satisfied or if the ChampionsLive Virtual Classroom does not meet your expectations, you can transfer anytime. Transfers can choose a classroom at any campus or take our self-paced online correspondence. No transfer costs. No extra proctoring charges. No hidden fees. That is the Champions Advantage.

Licensing & education types available via ChampionsLive:

- **Real Estate**
  - Qualifying Education
  - Exam Prep
  - SAE & Broker
  - Select Designations

- **Loan Origination**
  - Pre-Licensing
  - Exam Prep
  - Continuing Education
  - Loan Electives

- **Appraisal**
  - Exam Prep

- **Other**
  - Beyond the Virtual Classroom

### Before class, check to be sure you have the system requirements:

- Internet Connection and Supported OS
- Speakers and Microphone
- Webcam

### The day of class, arrive 10 minutes early, using the link emailed to you

- Check in using a photo ID.
- Have your course materials set up and ready to go.
- Follow teacher instructions. Breaks given every hour.

Course credit will be awarded at the end of the class.

## DESIGNATIONS & CERTIFICATIONS

Stand out from the crowd and show your clients that you are an expert in the industry with a Designations and Certifications. Now being offered via ChampionsLive.

<table>
<thead>
<tr>
<th>Designation</th>
<th>Course Code</th>
<th>Dates</th>
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<td>May 8-9 Wed/Thu</td>
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<td>Jul 31-Aug 1 Wed/Thu</td>
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<td>RENE</td>
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<td>Jan 17-18 Thu/Fri</td>
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<td>Mar 5-6 Tue/Wed</td>
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<td>May 20-21 Mon/Tue</td>
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<td>Apr 6-7 Sat/Sun</td>
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<td>May 19-20 Wed/Thu</td>
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<td>ALHS</td>
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### TEXAS LOAN ORIGINATOR EDUCATION CLASSES

#### 20-HOUR SAFE

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<td>Mar 22-24 Fri-Sun</td>
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<td>Apr 17-19 Wed-Fri</td>
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<td>May 20-22 Mon-Wed</td>
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<td>Jun 24-26 Mon-Wed</td>
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#### LOAN PREP

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<td>Feb 12-14 Tue-Thu</td>
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<td>Mar 29-31 Fri-Sun</td>
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<td>Apr 26-28 Fri-Sun</td>
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<td>Jul 1-3 Mon-Wed</td>
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#### MORTGAGE SKILLS

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#### HOW TO MARKET

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<td>Feb 8 Fri</td>
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<td>Mar 8 Fri</td>
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<td>Apr 5 Fri</td>
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<td>May 3 Fri</td>
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<td></td>
<td>Jun 6 Thu</td>
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<td></td>
<td>9:00 AM - 12:00 PM</td>
</tr>
</tbody>
</table>
Join Rita Live in the Studio!

Learn Sales Strategies from the Cream of the Crop — Farm Your Business to Super Star Levels by Watching and Listening to our Champions!

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

SUPER STAR Interviews With Super Successful Entrepreneurs

CHAMPIONS LIVE SCHEDULE
Go to www.ChampionsSchool.com/Live for up-to-date details and enroll for free.

Focus on Fundamentals:

**Jun 27**
9:30 AM

**Jonathan Cook**
Team Leader, Keller Williams, Jonathan Cook Team, Arlington

How to Rise to the Top and Create Your Dream Real Estate Career Featuring Jonathan Cook, Richard Miranda & Host Christy Stratton

It doesn’t matter if you’re new to the real estate business or a seasoned professional; everyone listening will learn something new! Join Jonathan Cook of Arlington, Richard Miranda of Houston, and host, Rita Santamaria in the ChampionsLive Virtual Classroom to share their secrets behind their chart-topping success — tune in live on June 27th!

**Jul 25**
9:30 AM

**Colleen Frost**
Dallas, Colleen Frost, Realtors, Big D Magazine’s 2018 Best Real Estate Agent

Watch Previous Super Star Interviews at YouTube.com/ChampionsSchool

See Page 17 for QE, SAE and Broker ChampionsLive Schedule
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 your time and business seriously.

Set yourself apart from the competition with the Champions School of Business Etiquette course. In our 30 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. Get started on your path to career advancement; Choose to be a Champion™ today!

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:

- Approved Course Materials
- Certificate of Program Acknowledgement
- Personalized Letter of Completion
- Online Business Etiquette Textbook

Enroll Today! 888-335-6767

I Have My License... Now What Do I Do?

30 Days to Success!

Time to Refresh and Recharge

It Takes 30 Days to Boost Your Sales to the Next Level! // Jumpstart Your Career! // Want to Stand Apart from Others? // The Secrets to Success! // Ignite Your Real Estate Career! // Quench Your Career Thirst // Take Your Game to the Next Level // Shoot for the Stars // Be Your Best // Success Is In Your Future // Outshine Your Competition // Achieve Your Goals // Rise Above the Rest

The Next Level

Jump Start Your New Career!

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!

Course Includes:

• 30 Days to Success Training Workbook
  Your Day-to-Day training course to get your new career started and operational!

• Financial Business Plan

• Scripts Ready for You To Use

• Daily Coaching Video featuring your personal coach, Rita Santamaria.

Enroll Today, Call 800-969-2599

www.ChampionsSchool.com/coach

Choose to be a Champion™

Success Through Business Etiquette

2-Day Program

Purchased Individually

$99

Licencing Package Add-On

$79

Two-Course Coaching Package

30 Days to Success in Real Estate + Success Through Business Etiquette

$179 (Save $120!)

Choose to be a Champion™
5 STEPS TO BECOMING A RESIDENTIAL MORTGAGE
LOAN ORIGINATOR (RMLO)

1. Create an NMLS Account at 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 Test
   National Component with Uniform State Content (USC)
   • 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 Test Component with Uniform State Content 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 in NMLS. The Test Enrollment function can be found under the Professional Requirements/Testing Selection tab in NMLS after your MU4 log in.

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
   • 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*
---|---|---|---
RMLO Texas License Program | 23 | Classroom | $485 Save $30
RMLO Texas License Program + Business Etiquette | 23 | Classroom | $585 Save $221

### Individual Courses

<table>
<thead>
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<th>Program Name</th>
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<th>Delivery Method</th>
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<td>20</td>
<td>Classroom</td>
<td>$230</td>
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<td>3-Hour Tx-SML SAFE: Texas Law and Practice</td>
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<td>RMLO National with USC 3-Day Prep Course</td>
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<td>8-Hour Continuing Education</td>
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<td>Must-Have Study Aid - Champions School RMLO Flashcards</td>
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<td>GO MOBILE - STUDY ANYWHERE Android, iPhone and iPad Loan Flashcard App</td>
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<td>$2.99</td>
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*All prices include textbooks and materials

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

Learn More About Delivery Methods on page 51 or ChampionsSchool.com

Add Success Through Business Etiquette Course to any program for only $100 See page 30 for details.
20-Hour SAFE Comprehensive Mortgage Loan Fundamentals with 3-Hour TX SML SAFE: Texas Law and Practice

Held on 3rd day of the Schedule

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.**

Call 800-284-1525 to Enroll Today

3-Day National with USC Loan Originator Exam Prep $235

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!

**Day 1**
- 8:30 AM - 4:45 PM National Review
- 8:30 AM - 4:45 PM National Review
- 8:30 AM - 11:30 PM National Review
- 12:30 PM - 4:45 PM Mock Exams

**Day 2**
- 8:30 AM - 11:30 PM National Review
- 12:30 PM - 4:45 PM National Review

**Day 3**
- 8:30 AM - 4:45 PM National Review
- 8:30 AM - 11:30 PM National Review
- 12:30 PM - 4:45 PM National Review

**Day 1**
- 8:30 AM - 11:30 PM National Review
- 12:30 PM - 4:45 PM National Review

**Day 2**
- 8:30 AM - 11:30 PM National Review
- 12:30 PM - 4:45 PM National Review

**Day 3**
- 8:30 AM - 11:30 PM National Review
- 12:30 PM - 4:45 PM National Review

**GO MOBILE! STUDY FOR THE EXAM ANYWHERE!**

Recently Redeveloped & Redesigned, Get the CSRE Loan Originator Exam Flashcard App For Only $2.99

Master the most essential terms and definitions in Loan with Champions School of Real Estate's Flashcard App. Now available for purchase at the Apple iTunes App 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.

Go to www.ChampionsSchool.com/flashcard-app
ESSENTIAL DEVELOPMENT COURSES
FOR LOAN ORIGINATORS

The mortgage industry is a complex industry 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
• 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

MORTGAGE SKILLS

$149

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<th>Date Range</th>
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<td>Mon - Tue</td>
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<td>Feb 15 - 16</td>
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<td>Jun 10 - 11</td>
<td>Mon - Tue</td>
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<tr>
<td>Jul 20 - 21</td>
<td>Sat - Sun</td>
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</tbody>
</table>

Day 1 - 2: 8:30 AM - 5:30 PM

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.

*Courses not for credit

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 device 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. Learn More about ChampionsLive on Page 28.
NATIONAL LOAN MORTGAGE ORIGINATOR EDUCATION

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

ONLINE 8-HOUR SAFE COMPREHENSIVE: COMPLIANCE IN ACTION 2018

Keep your license active and stay current on industry trends. Be sure you know where the industry is heading, learn what you need to stay on top of the industry and satisfy your CE requirements all in one place.

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®

### Appraiser Trainee Program (79 hrs)
Courses must be completed before submitting application for approval as an Appraiser Trainee to TALCB.
- **Appraisal 1 (30 hrs AQE)** Basic Appraisal Principles
- **Appraisal 2 (30 hrs AQE)** Basic Appraisal Procedures
- **USPAP (15 hrs AQE)** Uniform Standards of Professional Appraisal Practice
  This course must be completed within 24 months of filing your TALCB application.
- **Texas Appraising for the Supervisor and Trainee (4 hrs AQE)**
  It is recommended students purchase and bring an HP 17B or HP 12C calculator with them to class AQE = Appraiser Qualifying Education

### Licensed Residential Appraiser Program (154 hrs)
In addition to the hours needed for the Appraiser Trainee Program, an additional 75 hours are needed to become a Licensed Residential Appraiser.
- **Appraisal 3 (15 hrs AQE)** Residential Market Analysis and Highest and Best Use
- **Appraisal 4 (15 hrs AQE)** Residential Site Valuation and Cost Approach
- **Appraisal 5 (30 hrs AQE)** Residential Sales Comparison and Income Approaches
- **Appraisal 7 (15 hrs AQE)** Residential Report Writing and Case Studies

Courses can be completed during 1000 hour experience accrual.

## 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 $325.
- 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 $350 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 on page 39 and complete the course to prepare for the State Exam.

## “One Time Fee - Take As Many Times As You Need for One Full Year!”

## 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 $54 payable to Pearson Vue.
- Appointments can be made by calling 800-997-1248 or visiting 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.

*Effective Jan 1, 2017: Appraisers that are renewing or applying for an Appraiser License will now require fingerprinting. TREC Provider #530*
# APPRAISAL QUALIFYING EDUCATION PROGRAMS

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!

### QE Qualifying Education

<table>
<thead>
<tr>
<th>Course Name</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price*</th>
</tr>
</thead>
<tbody>
<tr>
<td>204-Hour Certified Residential Appraiser Program</td>
<td>204</td>
<td>Classroom, ChampionsLive!</td>
<td>$3008, Save $2098</td>
</tr>
<tr>
<td>154-Hour Licensed Residential Appraiser Program</td>
<td>154</td>
<td>Classroom, ChampionsLive!, Online</td>
<td>$2284, Save $1529</td>
</tr>
<tr>
<td>150-Hour Licensed Appraiser Program</td>
<td>150</td>
<td>Classroom, ChampionsLive!, Online</td>
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<tr>
<td>79-Hour Appraiser Supervisor Trainee Program w/ Supervisor-Trainee Course</td>
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<tr>
<td>28-Hour CE Renewal Program</td>
<td>28</td>
<td>Classroom, ChampionsLive!, Online</td>
<td>$537, Save $459</td>
</tr>
</tbody>
</table>

Speak to a Counselor About a Customized Program for Your Appraisal Career! 800-284-1525 ChampionsSchool.com/Appraisal

YOU HAVE QUESTIONS ABOUT REAL ESTATE APPRAISAL EDUCATION, WE HAVE ANSWERS.

TO SEE A LIST OF STATES WE PROVIDE EDUCATION FOR, GO TO PAGE 41
QUALIFYING EDUCATION COURSE SCHEDULE

Offering Every Course You Need to become Licensed Certified Residential Appraiser in Texas and Succeed! 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, please visit us at Champions.Fastclass.com, contact your local campus, or call 1-800-969-2599 and speak with a Career Counselor!

### Qualifying Education

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<tr>
<th>QE Qualifying Education</th>
<th>AQE</th>
<th>Delivery</th>
<th>Price*</th>
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<td>Appraisal 2 - Basic Appraisal Procedures</td>
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<tr>
<td>Appraisal 3 - Residential Market Analysis and Highest and Best Use</td>
<td>15</td>
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<td>Appraisal 4 - Residential Site Valuation and Cost Approach</td>
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<tr>
<td>Appraisal 5 - Residential Sales Comparison and Income Approaches</td>
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<td>$369</td>
</tr>
<tr>
<td>Appraisal 6 - Advanced Residential Applications and Case Studies</td>
<td>15</td>
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<tr>
<td>Appraisal 7 - Residential Report Writing and Case Studies</td>
<td>15</td>
<td>8:30 AM - 4:45 PM</td>
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</tr>
<tr>
<td>Mastering Unique &amp; Complex Properties</td>
<td>20</td>
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<td>USPAP</td>
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### Dallas North Campus

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<td>Mon - Thu</td>
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<td>Feb 11 - 14</td>
<td>Mon - Thu</td>
<td>Appraisal 2 - Basic Procedures</td>
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<tr>
<td>Feb 16</td>
<td>Sat</td>
<td>Trainee/Supervisor</td>
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<tr>
<td>Feb 27 - 28</td>
<td>Wed/Thu</td>
<td>Appraisal 7 - Report Writing</td>
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<tr>
<td>Mar 2 - 3</td>
<td>Sat/Sun</td>
<td>USPAP</td>
<td></td>
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<tr>
<td>Mar 4 - 5</td>
<td>Mon/Tue</td>
<td>Statistics, Modeling &amp; Finance</td>
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<tr>
<td>Mar 11 - 14</td>
<td>Mon - Thu</td>
<td>Appraisal 5 - Residential Sales Comparison</td>
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<td>Apr 3 - 4</td>
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<td>Appraisal 4 - Residential Site Valuation</td>
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<td>Mon/Tue</td>
<td>Appraisal 3 - Residential Market</td>
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<td>Apr 17 - 18</td>
<td>Wed/Thu</td>
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<td>Apr 22 - 24</td>
<td>Mon - Wed</td>
<td>Mastering Unique &amp; Complex Properties</td>
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<td>Apr 27 - 28</td>
<td>Sat/Sun</td>
<td>Appraisal 6 - Advanced Residential</td>
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<td>May 4 - 5</td>
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<td>Mon - Thu</td>
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<tr>
<td>May 18</td>
<td>Sat</td>
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<td>Mon - Thu</td>
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<td>Jul 17 - 18</td>
<td>Wed/Thu</td>
<td>Appraisal 7 - Report Writing</td>
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<td>Mon/Tue</td>
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Appraisal QE Class Times

- 15-Hour Courses: 8:30 AM – 4:45 PM
- 20-Hour Courses: 8:30 AM – 4:15 PM
- 30-Hour Courses: 8:30 AM – 4:45 PM
- 4-Hour Course: 8:30 AM – 12:30 PM

See Page 38 for Course Course #
TEXAS APPRAISAL QUALIFYING EDUCATION COURSE DESCRIPTIONS

Appraisal 1: Basic Appraisal Principles $369
An overview of real property concepts and characteristics, legal considerations, value influences, economic principles, real estate markets and analysis and ethics in real estate appraisal.
TALCB #27856, 30-Hour AQE; TREC #211, 30-Hour CE; TALCB #30846, 28-Hour ACE

Appraisal 2: Basic Appraisal Procedures $369
An overview of approaches to valuation procedures, value, property description, residential and commercial applications, improvement, construction, home inspection and appraisal math.
TALCB #27855, 30-Hour AQE, TALCB #30847, 28-Hour ACE; TREC #222, 30-Hour CE

Appraisal 3: Residential Market Analysis and Highest and Best Use $229
Residential markets and analysis through market fundamentals, characteristics and definitions, supply and demand analysis, use of market analysis, and analysis of the highest and best use process.
TALCB #32341, 15-Hour AQE 32340, 14-Hour ACE

Appraisal 4: Residential Site Valuation and Cost Approach $229
The various methods for valuing the site as if vacant, the advantages and disadvantages of using the cost approach, Replacement Cost New vs. Replacement Cost New, estimating accrued depreciation.
TALCB #31021, 15-Hour AQE; TALCB #31019, 14-Hour ACE, #32343 15-Hr Classroom; #32342 14-Hr Classroom

Appraisal 5: Residential Sales Comparison and Income Approach: Concepts and Techniques $369
Valuation fundamentals and data analysis, selecting and adjusting comparable sales, understanding of considerations for investment properties, and applying the income capitalization method.
TALCB #27854, 30-Hour AQE, 28-Hour ACE; TREC #225, 30-Hour CE; #29598 30-Hour ACE

Appraisal 6: Advanced Residential Applications and Case Studies $229
Theories, techniques, hands-on examples and procedures to appraisal process and using various residential forms and reports for appraisal.
TALCB #27797, 15-Hour AQE; TALCB #27797, 14-Hour ACE #33039

Appraisal 7: Residential Report Writing and Case Studies $229
Demonstrate basic knowledge of data usage, how to select and perform sales comparisons, how to properly fill out various forms, USPAP rules and other guidelines.
TALCB #27871, 15-Hour AQE; 15-Hour CE; TALCB #31049, 14-Hour ACE

Mastering Unique and Complex Property $269
This course teaches a better understand how an assignment can become complex and considerations of appraiser competency. Learn how to apply accepted methodology and techniques. Course discusses property types like mixed use, income-producing and One-of-a-kind properties.
TALCB #27887; 20-Hour AQE; TALCB #31401, 18-Hour ACE

Statistics, Modeling and Finance $229
This course covers measurement of central tendency, gathering data and checking dispersion, theory of regression modeling, practical application and case studies in statistical analysis, and various finance programs.
TALCB #27851, 15-Hour AQE; 10-Hour CE; TALCB #30828, 14-Hour ACE

Specialized Residential Appraisal Topics $269
Specialized Residential Appraisal Topics is a 20-hour appraisal prelicensing course that provides a comprehensive look at general residential appraisal review, analysis of 2-4 family and multi-family properties, and analysis of unique and complex properties.
TALCB #31055 20-Hour AQE

Uniform Standards of Professional Appraisal Practice (USPAP) $239
• Study latest edition of USPAP, its definitions and rules
• History, professionalism, valuation and appraisal practice
• Preamble and structure of USPAP • Standards 1-10
• Advisory opinions
TALCB #33323, #33324, 15-Hour AQE; TALCB #33809, 14-Hour ACE; 15-Hour TREC MCE using Form CE_PDC-0

Texas Appraising for the Supervisor and Trainee $99
This course is an overview of national and state appraisal regulatory bodies as well as a comprehensive discussion of the minimum AQB qualifying criteria for supervisory appraisers and the various appraiser classifications.
TALCB #27783, 4-Hour AQE, 4-Hour ACE

UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE (USPAP) $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.

CHAMPIONSLIVE! Feb 27 - 28 Wed/Thu
Apr 25 - 26 Thu/Fri
Jul 24 - 25 Wed/Thu
8:30 AM – 4:30 PM

Attend a ChampionsLive! broadcast of the Appraisal Prep course by going to your nearest campus or from your own home office! All you need is a webcam and audio to join a broadcast.

Virtual Classroom | www.ChampionsSchool.com/Live
TEXAS APPRAISAL CONTINUING EDUCATION

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 and learn what is happening in the industry and where the industry is headed.

APPRAISAL 28-HOUR CE PROGRAM

Pick and choose from the list of courses that can be done for continuing education credit. USPAP can be taken in the classroom or taken online.

Choose Classroom or Online:
- National USPAP Update (7-Hour ACE) $189

Choose Classroom or Online:
- Better (to be) Safe Than Sorry (7-Hour ACE) $119
- Residential Report Writing and Case Studies (14-Hour ACE) $229

* Part of 28-Hour Package; TREC Provider #530

DALLAS NORTH CAMPUS
- Feb 25 - 28 Mon - Thu
- Apr 15 - 18 Mon - Thu
- Jul 15 - 18 Mon - Thu

HOUSTON NORTH CAMPUS
- Jan 21 - 24 Mon - Thu
- Mar 25 - 28 Mon - Thu
- May 13 - 16 Mon - Thu

8:30 AM – 4:45 PM

APPRAISAL LICENSING AND RENEWAL

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
QUALIFYING EDUCATION

Prepare for a career in real estate appraisal with a complete appraiser education Program designed to succeed as an appraiser professional. Our appraiser courses take you from the basic principles to appraisal experience and have everything you need to meet the appraiser license requirements, and to help you obtain your appraisers license and succeed in your new career!

CONTINUING EDUCATION

Continuing education is not just a requirement from the Appraiser Licensing and Certification Board, it is your chance to connect with other industry professionals and learn what is happening in the industry, the world and around the US.

www.ChampionsSchool.com/appraisal/national
### 6 STEPS TO BECOMING A PROFESSIONAL INSPECTOR

**Complete Core Inspector Classes at Champions School of Professional Inspection**

330 hours that include the following:

#### 90-hour Core Course:
- Building Enclosures (10hrs)
- Electrical (10hrs)
- HVAC (10hrs)
- Plumbing (8hrs)
- Texas SOP General Provisions (4hrs)
- Roofing (10hrs)
- Framing (8hrs)
- Texas Standards of Practice Legal/Ethics (8hrs)

#### 40-hour Core Course:
- Building Enclosures (8hrs)
- Electrical (8hrs)
- HVAC (4hrs)
- Plumbing (4hrs)
- Texas Report Form/Report Writing (8hrs)
- Texas Standards of Practice Legal/Ethics (4hrs)
- Texas Standards of Practice Review (4hrs)

#### 200-hour Core Course:
- Foundation Systems (30 hrs)
- Electrical Systems (24 hrs)
- HVAC Systems (24 hrs)
- Framing (30 hrs)
- Building Enclosure (24 hrs)
- Appliances (6 hrs)
- Texas Standard Report Form/Report Writing (8 hrs)
- Texas Standards of Practice Legal/Ethics (4hrs)
- Texas Standards of Practice Review (4hrs)
- 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);

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 cashier's 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 Professional Inspection.**

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

---

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

The exam fee will be $220 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.
"I took the exam this Saturday and passed on my first try. I am confident that had I not taken your exam prep course I would not, could not have passed the tests. As you will recall, I took the main inspection course from another school and it just did not prepare me well enough to take the test."

- John Cameron

"This past Saturday I passed the Professional Inspector’s Exam! I know I could not have passed it without Champions Exam Prep Class."

- Joe Bohannon

Inspector Education Programs

**QE Qualifying Education**

<table>
<thead>
<tr>
<th>Program</th>
<th>Hours</th>
<th>Delivery</th>
<th>Price*</th>
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<tbody>
<tr>
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**QE Ride-Along Experience**

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**Individual Courses**

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**CE Continuing Education**

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<td>CE Program</td>
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Course Delivery Options

- Classroom
- Online Correspondence
- Correspondence

Learn More About Delivery Methods on page 47 or ChampionsSchool.com

TREC Provider #530

CHAMPIONS SCHOOL OF PROFESSIONAL INSPECTION™

Inspector Licensing and Renewal

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).
Qualifying Education

**New! 90-Hour Course Topics**

Cost: $945

**24-Hour Interactive**

Cost: $425

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

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

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

### 40-Hour Ride-Along Training

Cost: $499

**40-Hour Ride-Along – Session 1**

(20 hours) 8:00 AM - 7:00 PM

- Standards of Practice General Provisions
- Foundations
- Framing
- Roof Coverings
- Report Writing

**40-Hour Ride-Along – Session 2**

(20 hours) 8:00 AM - 7:00 PM

- Electrical
- Mechanical/HVAC
- Plumbing
- Appliances
- Report Writing
PROFESSIONAL INSPECTOR EXAM PREP $495

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.

### COURSE DATES

#### AUSTIN
- Jan 5 - 6: Sat/Sun
- Feb 12 - 13: Tues/Wed
- Mar 19 - 20: Tues/Wed
- May 3 - 4: Fri/Sat
- Jun 26 - 27: Wed/Thurs
- Aug 10 - 11: Sat/Sun

#### DALLAS
- Jan 3 - 4: Thu/Fri
- Feb 15 - 16: Fri/Sat
- Mar 29 - 30: Fri/Sat
- May 3 - 4: Fri/Sat
- Jun 14 - 15: Fri/Sat
- Aug 2 - 3: Fri/Sat
- Aug 9 - 10: Fri/Sat

#### NORTH
- Feb 8 - 9: Fri/Sat
- Mar 8 - 9: Fri/Sat
- Apr 12 - 13: Fri/Sat
- May 10 - 11: Fri/Sat
- Jun 7 - 8: Fri/Sat
- Jul 12 - 13: Fri/Sat

#### SAN ANTONIO
- Jan 12 - 13: Sat/Sun
- Mar 22 - 23: Fri/Sat
- May 7 - 8: Tues/Wed
- Jun 21 - 22: Fri/Sat
- Aug 13 - 14: Tues/Wed

8:00 AM - 6:00 PM

### INSPECTOR CAREER NIGHT

FREE! 6 PM - 7 PM

**with Roy Carter**
Director of Inspection Education

**Considering a Career in Home Inspection?**
If you’ve thought about a home inspection career, we encourage you to attend an upcoming FREE career night seminar. Champions School of Real Estate career nights are designed to provide you with the information you need to know in order to make an informed decision about a career in home inspection.

---

**STUDENT TESTIMONIAL!**

Dear Rhondalyn, Roy & Rob,

I would like to thank you for the role you played in helping me to pass my Inspector’s Exam. It was a great way for me to open the New Year. You guys did a great job at making each class interesting, challenging and relevant with current curriculum material, anecdotal stories, real life experiences and by encouraging involvement & participation with class mates. In spite of the long hours on the weekends, it was really worth the time and effort.

I look forward to seeing you guys again soon to thank you personally and I appreciate your passion in teaching your students your craft in such a personal way.

- Daniel Johnson

---

### ONLINE PROGRAMS AND QE COURSES

**Course Delivery Options**
- Classroom
- Correspondence
- Online Correspondence

**Program**

<table>
<thead>
<tr>
<th>Program</th>
<th>Hours</th>
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<td>Professional Inspector License Program with</td>
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<td>Inspector License Program</td>
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**COURSE**

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<td>90-Hour Course</td>
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<td>40-Hour Course</td>
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<td>SOP - Gen. Provisions</td>
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<tr>
<td>SOP - Legal and Ethics Update</td>
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<td>4</td>
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<tr>
<td>Standards of Practice Review</td>
<td></td>
<td>4</td>
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</table>
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.

8-HOUR CE COURSES

Communication & Professional Practice (8-Hr)
- Effective communication to increase business
- Common communication mistakes to avoid
- Inspection processes/routes 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)
- Inspector guidelines
- Professional ethics, conduct, and legal standards

Standards of Practice Review (4-Hr)
- Required use of report form
- Sample report writing language
- Proper Report Writing to Increase Business

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 (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

Electrical (16 hrs)
- General provisions of Electrical
- Requirements for electrical system equipment and components
- Service conductors and branch circuits

Foundations/Structure (16 hrs)
- Requirements relating to foundation system
- Foundation drainage
- Engineered wood products

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

Swimming Pool Inspector (16 hrs)
- Basic Concepts (Residential/Commercial)
- Pool and Spa Barriers/Electrical Safety
- Water Balance/Clarity/Testing
- Water Circulation and Filtration
- Inspection Checklist

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

Commercial Inspections (16-Hr)
- 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

ONLINE CE COURSES

Commercial Inspections
- 16 Hours
- $275

Communication and Prof. Practice
- 8 Hours
- $125

Electrical
- 16 Hours
- $195

Electrical Grounding vs Bonding
- 8 Hours
- $125

Foundations/Structure
- 16 Hours
- $195

Gas Furnaces
- 16 Hours
- $195

Home Pool Essentials
- 8 Hours
- $125

Inspector Legal and Ethics Update
- 4 Hours
- $62.50

Landscape Irrigation
- 8 Hours
- $145

Phased Inspections
- 16 Hours
- $275

Pool and Spa
- 16 Hours
- $195

Red Flags Property Inspection
- 8 Hours
- $125

- 8 Hours
- $125

SOP - Report Writing
- 8 Hours
- $125

Stucco/Exterior
- 8 Hours
- $125

Swimming Pool Inspector
- 16 Hours
- $195

Standards of Practice Review
- 4 Hours
- $62.50
### AUSTIN/ROUND ROCK CAMPUS  512-244-3545

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
<th>Course</th>
</tr>
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<tbody>
<tr>
<td>Feb 16</td>
<td>Sat</td>
<td>Grounding vs Bonding</td>
</tr>
<tr>
<td>Feb 26 - 27</td>
<td>Tue/Wed</td>
<td>Pool &amp; Spa Certification</td>
</tr>
<tr>
<td>Feb 27</td>
<td>Sat/Sun</td>
<td>Foundations/Structure</td>
</tr>
<tr>
<td>Mar 9 - 10</td>
<td>Sat/Sun</td>
<td>Legal &amp; Ethics/SOP Review</td>
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<td>Sat</td>
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<tr>
<td>Apr 9 - 10</td>
<td>Tue/Wed</td>
<td>Pool &amp; Spa Certification</td>
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<td>Apr 14</td>
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<td>Apr 14 - 15</td>
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<td>Apr 21 - 22</td>
<td>Tue/Wed</td>
<td>Thermal Imaging</td>
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<td>Sat</td>
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<td>Legal &amp; Ethics/SOP Review</td>
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<td>Jun 13 - 14</td>
<td>Thu/Fri</td>
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<td>Jun 22 - 23</td>
<td>Sat/Sun</td>
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<td>Jul 30</td>
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### DALLAS CAMPUS  972-867-4100

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<td>Thurs</td>
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<td>May 13</td>
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<tr>
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<td>Sat</td>
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<td>Jun 4 - 5</td>
<td>Tue/Wed</td>
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<td>Sat</td>
<td>Legal &amp; Ethics/SOP Review</td>
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<td>Jun 29 - 30</td>
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<td>Jul 20</td>
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All 8-hour and 16-hour courses are 8:30AM-4:45PM

### FORT WORTH CAMPUS  214-687-0000

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### HOUSTON NORTH CAMPUS  281-893-4484

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<td>Stucco/Exteriors</td>
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<tr>
<td>Jan 15</td>
<td>Tue</td>
<td>Comm. &amp; Prof. Practice</td>
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<tr>
<td>Jan 16</td>
<td>Wed</td>
<td>SOP Report Writing</td>
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<tr>
<td>Jan 26 - 27</td>
<td>Sat/Sun</td>
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<td>Sat</td>
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<tr>
<td>Feb 19 - 20</td>
<td>Tue/Wed</td>
<td>Pool &amp; Spa Certification</td>
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<tr>
<td>Mar 9</td>
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<td>Mar 16 - 17</td>
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<td>Grounding vs Bonding</td>
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<tr>
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<td>Sat</td>
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<td>Apr 16 - 17</td>
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### SAN ANTONIO CAMPUS  210-349-7600

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<td>Jan 23</td>
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<td>Mar 5 - 6</td>
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<td>Apr 2 - 3</td>
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<td>Jun 19 - 20</td>
<td>Wed/Thurs</td>
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<td>Jun 29</td>
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<tr>
<td>Jul 13</td>
<td>Sat</td>
<td>Legal &amp; Ethics Update/SOP Review</td>
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</tbody>
</table>

### NEW FOR 2019!

**DRONE PILOT ROOF INSPECTIONS**

$499 (16-Hr)

This course will provide the student with detailed information about using Drone Technology, which will help enable/guide the Real Estate Inspector in performing roof inspections. As identified by the Texas Standards of Practice, this will provide today’s inspectors with clear guidelines that aid in limiting liability for inspections.

This Course Includes:
- Live hands-on flight training with professional flight instructor
- Multiple practice flights
- Course workbook and completion certificate
- Learn to fly with our drones
- Practice test questions and answers
- Sample test, Videos and Study Guides
- FAA 107 Test Reference Book

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Register online: www.monroeinfrared.com

**AUSTIN: MAY 21 - 22**

Certified Residential Thermographer

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- The science of thermo imaging
- The limitation of thermo imaging
- Different types of inspections
- Electrical inspections, moisture inspections
- Attic, window, walls, appliances, a/c units
- Downloading images and creating reports
- Course exam

To Register, Call 800-221-0163
Register online: www.monroeinfrared.com

---

**POOL AND SPA CERTIFICATION**

Five-year Certification for Operators/Inspectors

- Water chemistry, testing, chemical additions and safety
- Calculations for efficient operations
- Safety considerations
- Pool/Spa inspection/checklist

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**CPO and CPI Certification:** $340

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4. Upon passing your exam, print out your course certificate.

ONLINE REAL ESTATE LICENSE PROGRAMS

All pricing includes books and materials.

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<td>$4964</td>
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<td>11-Course Career Success Licensing Program</td>
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<td>• 30 Days to Success in Real Estate - &quot;Coaching Package&quot; with Champions Owner, CEO and Founder, Rita Santamaria (pg. 31)</td>
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<td>• 2-Day Success Through Business Etiquette Program (pg. 30)</td>
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ONLINE SAE RENEWAL PROGRAM

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BROKER PROGRAM

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<td>10-Course Broker Program (for licensed Realtors)</td>
<td>300</td>
<td>$1350</td>
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<tr>
<td>Start working towards your Broker License today and receive $30 off each course when purchasing this package!</td>
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<tr>
<td>5-Course Broker Program (for licensed Realtors)</td>
<td>150</td>
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<td>Choose any 5 core courses towards your Broker License.</td>
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INDIVIDUAL COURSES

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<td>Power House Training (SAE &amp; Broker)</td>
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<tr>
<td>Real Estate and Broker Exam Prep Course a Your Key to Passing the State Exam - See Page 18 - 19 for Schedule</td>
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<tr>
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<td>See Page 30 for Schedule</td>
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<td>30 Days to Success in Real Estate with Owner, CEO and Founder Rita Santamaria</td>
<td>$79</td>
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<tr>
<td>Includes: 30 Days to Success training workbook and a link to an instructional video featuring Rita Santamaria. (See Page 31)</td>
<td>$99</td>
</tr>
<tr>
<td>Go Mobile, Study Anywhere: Real Estate Flashcard App</td>
<td>$2.99</td>
</tr>
<tr>
<td>Now available at the Apple iTunes App Store and Android Play store.</td>
<td>$179</td>
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SAVE $310!

SAVE $210!

SAVE $230!

SAVE $130!

SAVE $80!

SAVE $300!

SAVE $100!

SAVE $300!

SAVE $230!

SAVE $130!

SAVE $80!
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

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<th>National Exam</th>
<th>State Exam</th>
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<td>88 out of 125</td>
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Broker Exam Details

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<tr>
<td>102 out of 135</td>
<td>85 questions</td>
<td>50 questions</td>
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</table>

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

GO MOBILE!
STUDY FOR THE EXAM ANYWHERE!

Recently 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.

Over 500 Terms
12 Categories

Swipe Through Cards
Star for Later Review
Search Terms
Glossary for Search

COURSE DESCRIPTIONS

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<th>Course</th>
<th>Delivery</th>
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<td>Law of Contracts – 1251</td>
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<td>Principles of Real Estate 2 – 122</td>
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<tr>
<td>Real Estate Finance – 451</td>
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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 will teach you the ins and outs of the Texas Real Estate Commission Promulgated Contract Forms. It provides a paragraph-by-paragraph break down of the One-to-Four Family Contract and points out the similarities and differences in the Promulgated Contracts.

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
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**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 Marketing: Power House Training - 527**

The purpose of this dynamic course is to assist new Real Estate agents in developing skills 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 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 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 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 - $45.00

**Real Estate Marketing: Commercial Real Estate - 545**

This course is an introduction to the specialty of Commercial Real Estate. The listing process, using the proper commercial forms and marketing strategies are included. This 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 - 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

**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

**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 - 225**

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
Real Estate Continuing Education Courses

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<th>#</th>
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<td>34829</td>
<td>Prospering with Trends and Strategies</td>
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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, ChampionsLive® offers the unparalleled classroom experience of your local campus and instructors in an online format. ChampionsLive® allows the remote student or office to participate in a class as if they were actually there. Students are required to attend all course hours sessions before being able to access the course exams. Once course hours have been attended and quizzes have been proctored, the student will then gain access to any proctored exams required for course completion.

**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 a PDF format or from a textbook. The quizzes and exams can be done from 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 ChampionsLive® 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.

**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.

**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 but would still prefer a more guided learning experience.

Online Loan Originator pre-licensing education courses are instructor led with course modules, discussion forums and exams. Each module's exam must be passed before moving on to the next course module. These courses have specific start and end dates which can only be accessed during the defined dates.

**CLASSROOM:** Champions School of Real Estate® classroom delivery method offers instructor led classroom courses where the required hours for the course are all done in the classroom. If required, course exams are given on the last day of the course and are graded and reviewed by the instructor. Students must pass the exam to receive 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 suitable to their learning environment. Courses can be done via Blended Classroom (which combines home and instructor led classroom with graded quizzes and exam), via Online-Correspondence with online quizzes and a proctored exam delivered via our ChampionsLive® Broadcast system or at a campus testing center. For both methods, to ensure that the student taking the course, quizzes and final exam is the person receiving credit for the course, a photo ID is required to be shown to verify the student's identity.

If a student takes a course via our Blended Classroom delivery method, chapter quizzes will be administered and graded while attending the prescribed 15 hours of classroom. The student must also spend 15 hours studying the material independently, outside of the classroom portion of the course. The final exam will be proctored and graded at the end of the second day of the classroom. The final exam must be passed with a 70%.

If a student takes a course via our Online-Correspondence delivery method, they will need to pass all online chapter quizzes with a 100% before registering for a proctored final exam. Verification questions will be asked throughout the chapter quizzes to ensure the student's identity. Once a student has passed all the chapter quizzes for a course, they will be given the option to select a time to take their exam via our ChampionsLive® Broadcast system or select a campus to go in and take their exam. The final exam must be passed with a 70%.

Students must sign the mandatory pre-enrollment agreement prior to starting class. This agreement outlines cancellation and refund policies and other important student information.

A provider may withhold any official completion documentation from a student until the student has fulfilled all financial obligations to the provider.

**CSRE Policy:** Courses may be cancelled due to lack of enrollment. Class size may be limited due to excessive enrollment. Prepayment of course guarantees a seat in the class. There is a $20 per class registration fee that is non-refundable. Add $20 if paying day of class. No refunds on textbooks. No refunds on Prep.

**Classroom Reminder:** All cellular phones, laptops, tablets, etc., will be turned off for the duration of class. Breaks and lunch will allow for usage of these items.
I originally looked into a different options, and I choose to attend Champions because the booming opportunities, the climate, the students/facilities, and the dire need to produce good quality Real Estate Professionals. I've been lucky enough to have access to Real Estate Field. My education has given me a solid foundation for a career in Real Estate and I'm so glad I made the decision to go to school there.

D. Gomez
Champions Student

I chose Champions, at first, for the convenience of their location. However, I now happily share with others my love for Champions!!! Champions is friendly, very welcoming, helpful, look at you as a person and not a number. They truly have our best interest at heart, give the feeling of “family” and I thank you for this!

S. Gregson
Champions Student

Loved to have the ability to have a variety of class options. Price was great and all the support your company offer is amazing!!! Love this school and would highly recommend. The teachers are incredible.

J. Morrow
Champions Student

Great teachers, awesome learning atmosphere, and very flexible schedules. They have a wonderful staff. I enjoyed taking courses there as well as the prep classes. They provide the right tools to succeed in your future career. Thank you Champions!

G. Ricardo
Champions Student

I chose Champions because everyone in the real estate industry in DFW told me it was the best place to be! I took ChampionsLive! classes and also took the prep course twice which enabled me to pass the exams the first time. The instructors and curriculum were all outstanding. Thanks, Champions!

P. Gonzalez
Champions Student

In this game called life, you either lose or you win. You’re either defeated or you’re a Champion. I chose to be a Champion. #ChampionSchoolOfRealEstate

S. Harrison
Champions Student

Champions was referred to me from another top agent who I told I was interested in real estate! Great experience! Passed my test on first try, and now I’m a Broker.

E. Edds
Champions Student

I chose to attend Champions School of Real Estate due to the ChampionsLive Program that I was able to complete without commuting to North Austin. From the comfort of my own home, a variety of teachers and times that fit into my schedule. And, after two prep courses - one on line and one in the classroom - I passed my exams on the first try!

V. Hibler
Champions Student