

CHAMPIONS SCHOOL OF REAL ESTATE®



CELEBRATING **40** YEARS IN
REAL ESTATE EDUCATION!



2023 COURSE CATALOG FALL/WINTER

REAL ESTATE | DESIGNATIONS | LOAN ORIGATION
HOME INSPECTION | APPRAISAL | BUSINESS ETIQUETTE

AUSTIN | DALLAS | FORT WORTH | HOUSTON | SAN ANTONIO | ONLINE | CHAMPIONSLIVE | NATIONAL

WWW.CHAMPIONSSCHOOL.COM

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

If you are considering a career in real estate or any related field, you are fortunate to live in Texas. Real estate brokers, agents, and affiliates are excited about the future of the Texas market!

- ✓ Real estate sales agents remain a vital part of the home search process and are the most relied-upon resource for home buyers
- ✓ 88% of buyers purchase a home through a real estate agent
- ✓ Purchasing a home through a real estate agent is a consistent real estate trend
- ✓ Personal relationships and connections remain the most important feature of real estate transactions
- ✓ Texas median home prices continue to rise in 2023, from \$331,900 in January to \$337,700 in May — Texas Housing Insight, Texas A&M Real Estate Research Center
- ✓ Texas welcomed 230,961 new residents in 2022, a 1.6% population increase from the year prior, ranking #2 in the US for relocation — US Census Bureau, 2022

Champions School of Real Estate® is the Choice School for a New Career!

We have career counselors at our brick-and-mortar schools in every major metropolitan area of Texas to help answer any question you may have. We also have online counselors who you can speak with via live chat.

- ✓ Look at our testimonials at www.ChampionsSchool.com/reviews to see thousands of satisfied Real Estate, Loan Origination, Inspection, and Appraisal students! They love us! Choose to be a Champion!
- ✓ Our teachers have at least five years of experience in their subject matter and at least five years of experience teaching adults. We strive to make our classes a comfortable, stress-free experience for optimal learning!
- ✓ Champions School of Real Estate® has two major goals: to help YOU succeed and PASS the state exam! Go to www.ChampionsSchool.com/live and enjoy all of our videos explaining careers, license requirements, industry updates and our **Real Estate Superstars Today** interviews!
- ✓ Champions offers convenient delivery methods available for you: brick-and-mortar Blended Classroom, **ChampionsLive**, Online Interactive, and Correspondence deliveries!
- ✓ Voted one of the *Best Places to Work* in the Austin, Dallas, Houston, and San Antonio Business Journals.
- ✓ Grade A customer service rating from The Better Business Bureau and over five thousand 5-star Google reviews!

You Can Do It — We Can Help!

See you in class, and thank you for choosing to be a Champion!

Rita D. Santamaria
Owner, Founder, CEO

Kimberly D. Dydalewicz
Co-Owner, President



Rita D. Santamaria
Owner, Founder, and CEO

The American Dream television show
Featured in July 2023

Houston Business Journal
2022 Most Admired CEO Honoree
July 2022

Women Empowering Women
Panelist, The Westin at The Woodlands
May 2022

Texas State WCR
Power Women Panelist
September 2021

The Woodlands Lifestyle Magazine
"Women of The Woodlands" cover feature
May 2021

HousingWire Magazine
"Women of Influence" cover feature 2019

Houston Real Producers
Feature article August 2018

Houston Woman Magazine
Cover feature April 2018

Make-A-Wish® Texas Gulf Coast and Louisiana
W.I.S.H. Society Honoree 2018

Forbes Real Estate Council
Member 2017-Present

Platinum Top 50®
San Antonio Career Achievement Award
2016

Women's Chamber of Commerce of Texas
Woman of the Year Honoree 2013

Small Business Today
Cover Feature September 2013

Houston Woman Magazine
Top 50 Most Influential Women in Houston
honoree 2010

Texas State WCR
Businesswoman of the Year 2008

NAR REBAC Hall of Fame
Inductee 2003

REAL ESTATE SUPERSTARS

Today!

Weekly podcast hosted by Champions School of Real Estate's founder and CEO, Rita Santamaria!

Real Estate Superstars Today features fascinating discussions with top producers, industry leaders, and distinguished educators. Weekly interviews spotlight professionals in every area of real estate, including residential, commercial, and farm-and-ranch. Hear from our Champion experts and learn their secrets to success and much more!



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Champions School of Real Estate® - Charitable Contributions 2022 - 2023

American Cancer Society
American Heart Association Harris Co.
American Heart Association Montgomery Co.
AREAA
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 Fundraiser
Collin County Association of REALTORS®
Council of Residential Specialists
Easter Seals of North Texas
FACE
Four River Association of REALTORS®
Greater Denton/Wise Association of REALTORS®
Greater Fort Worth Association of REALTORS®
Houston Association of REALTORS®
Keller Williams Austin Vendor Partner Program
Lone Star College Endowment Fund
MD Anderson
Metrotex Association of REALTORS®
Montgomery County Women's Shelter
Nancy Owens Breast Cancer Awareness
National Association of REALTORS®
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
Spears Elementary, Frisco ISD
The Woodlands Chamber of Commerce
TREPAC — Auction Donations
Williamson County Board of REALTORS®
Women's Council of REALTORS® Austin
Womens Council of REALTORS® – Local Chapters
Womens Council of REALTORS® – Texas Chapter
Woodlands High School Youth Athletics Foundation



JIM MCINGVALE
"MATTRESS MACK"

Entrepreneur, Philanthropist,
& Retail Innovator



SOOMIN KIM

Top-Producing REALTOR
#1 in Sales Volume in Texas



TAMARA STRAIT

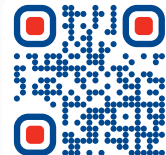
Luxury Sales Agent
Farm & Ranch, Residential

INDUSTRY
EXPERTS, TOP
PRODUCERS,
AND MORE!



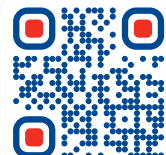
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A Career in Real Estate Awaits

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 exciting 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?

Why is Champions School of Real Estate the preferred school by so many brokers and agents?

- Updated, leading-edge course material created by our own in-house curriculum development team
- Instructors are practicing professionals with at least five years of industry experience
- Customized educational programs
- Day, night, and weekend classes in delivery methods like our virtual classroom and Online Interactive system that fit any schedule
- Career counseling available at campuses Monday through Saturday in person, by phone, or online chat
- Build your business with up-to-date courses, special designations, and continuing education
- Free networking events, career nights, virtual study halls, career fairs, and annual free industry updates live streamed and in-person
- Free Real Estate Superstar Today Interview series on [YouTube.com/ChampionsSchool](https://www.youtube.com/ChampionsSchool)
- Broker-sponsored classroom meals in which you can learn about different brokerages in your area

Call a Counselor, Go to [ChampionsSchool.com](https://www.ChampionsSchool.com), or Visit a Campus Today!

Austin Campus



Dr. Hank Seitz
DALLAS

"Champions is the best real estate school in Texas! I recommend all people wanting to be an Agent to take the real estate training at Champions. They have the best training materials and the best teachers who are experienced agents and brokers that understand the business. I also recommend my agents to take all of their continuing education at Champions. The concepts they teach has the information agents and brokers need to stay ahead of the industry that builds their business and themselves. I would recommend Champions to all soon-to-be agents and brokers for the best practical hands-on education in real estate!"

Jacquelyn Hobbs
ALLEN

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

Carla Wells
HOUSTON

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

Simone Goelz
AUSTIN

"I want to share my experience with Champions. I honestly couldn't imagine that anyone could or would ever give them anything but a 5-star rating. They are 100% there for you for anything and everything. From keeping the facility immaculate, to making sure that you feel prepared and rooting for you to get through. The staff has been so helpful. I cannot say enough about everyone! Instructors and all those involved. Worth every single penny"

Tanya Hatch
FT. WORTH

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

Read more at
www.ChampionsSchool.com/reviews/

YOU CAN DO IT, WE CAN HELP!


Speak to a Counselor:

Call any of our campuses during business hours and speak to an expert career counselor.

Online Support Hours:

Sun – Wed 8:00 AM to 7:00 PM
Thu – Fri 8:00 AM to 5:00 PM

Online Chat:

Click the  icon in the lower-right corner at www.ChampionsSchool.com during support hours and chat directly with a real person.

Email Support:

Send an email to Support@ChampionsSchool.com and one of our online career counselors will respond during online support hours.

FIND US ON SOCIAL MEDIA



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fb.com/ChampionsSchool

fb.com/365RealEstateTips

fb.com/ChampionsBusinessEtiquette

instagram.com/ChampionsSchool

twitter.com/ChampionsSchool

youtube.com/user/ChampionsSchool

ONLINE & NATIONAL CAMPUS

512-246-2773 | 800-969-2599

www.ChampionsSchool.com

Vice President: Curt Knobloch
Curt@ChampionsSchool.com

National Compliance: Sylvia Busk
Sylvia@ChampionsSchool.com



713-580-4946 | 866-272-5962

ChampionsSchool.com/Live

Campus Manager: Henry Britt

ChampionsLiveSupport@ChampionsSchool.com

AUSTIN CAMPUS

512-244-3545

13801 Ranch Rd 620 N, Ste 100
Austin, TX 78717

Campus Manager: Cyndi Carter
Cynthia@ChampionsSchool.com

Campus Hours

Monday – Friday:
8 AM – 5 PM

Saturday:
8 AM – 4 PM



DALLAS CAMPUS

972-867-4100 | 866-713-0055

3721 Mapleshade Lane
Plano, TX 75075

Campus Manager: Linda Chase
Linda@ChampionsSchool.com

Campus Hours

Monday – Friday:
8 AM – 5:30 PM

Saturday:
8 AM – 4 PM



FORT WORTH CAMPUS

214-687-0000

6324 Waverly Way, Ste 100
Fort Worth, TX 76116

Campus Manager: Susan Krieger
Susan@ChampionsSchool.com

Campus Hours

Monday – Friday:
8 AM – 5:30 PM

Saturday:
8 AM – 4 PM



HOUSTON GALLERIA CAMPUS

713-629-4543 | 866-802-4267

1001 West Loop South, Ste 205
Houston, TX 77027

Campus Manager: Dorothy Barringer
Dorothy@ChampionsSchool.com

Campus Hours

Monday – Friday:
8 AM – 5 PM

Saturday:
8 AM – 4 PM



HOUSTON NORTH CAMPUS

281-893-4484 | 800-284-1525

CORPORATE OFFICE
7302 N Grand Pkwy W
Spring, TX 77379

Campus Manager: Christine Wright
Christine@ChampionsSchool.com

Campus Hours

Monday – Friday:
8 AM – 5:30 PM

Saturday:
8 AM – 4 PM



HOUSTON WEST CAMPUS

281-496-7386

738 Highway 6 South, Ste 150
Houston, TX 77079

Campus Manager: David Santamaria
David@ChampionsSchool.com

Campus Hours

Monday – Friday:
8 AM – 5:30 PM

Saturday:
8 AM – 4 PM



SAN ANTONIO CAMPUS

210-349-7600 | 866-428-9900

10000 San Pedro, Ste 100
San Antonio, TX 78216

Campus Manager: April Brown
April@ChampionsSchool.com

Campus Hours

Monday – Friday:
8 AM – 5 PM

Saturday:
8 AM – 4 PM



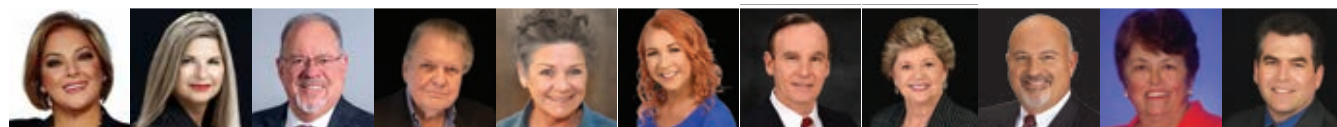
MEET OUR INSTRUCTORS



Tom Allen Houston Kevin Airel DFW Rosemary Bickford Houston Bethany Bhattacharya San Antonio Shad Bogany Houston Brad Boswell DFW Mike Boyd San Antonio Derek Bradley DFW Jeanne Butterfield Austin Roy Carter Director, Inspection School, Teacher Liaison Instructor of the Year 2008 Harry Casler Austin



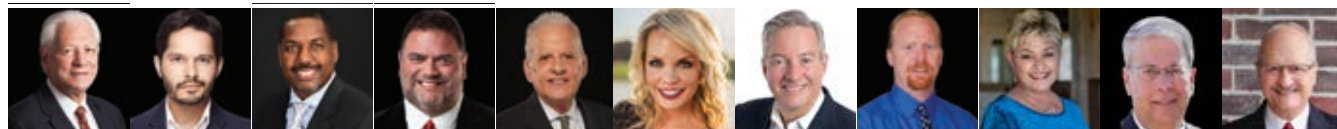
Ron Castagno Houston Christopher Cerda Houston Julie Choate DFW LeeAnn Coffen Houston Mark Cox DFW Amber Crawford Houston Antonio Delgado DFW Randy Dicken DFW Caroline Edwards Houston Frank Eldridge San Antonio Donna Ellis Houston



Bea Flores Houston Rose Forey Houston Steve Goff DFW Allan Hancock Statewide 2018 Teacher Emeritus Kathryn Hardeman Houston Amy Smythe-Harris Houston Will Harris Houston Instructor of the Year 2014 Becky Hill Statewide Instructor Liaison Instructor of the Year 2009 Thom Hulme DFW Instructor of the Year 2020 Sue Ikeler Houston Instructor of the Year 2010 Andy Ingram DFW Instructor of the Year 2015



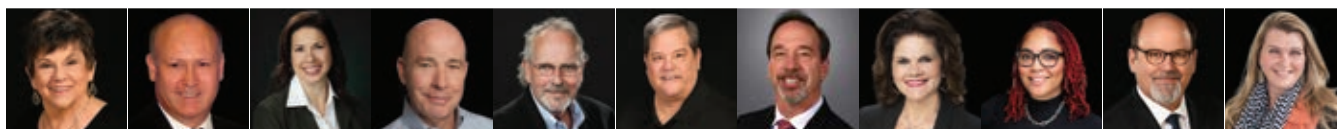
Mark Inman Houston Diane Jacob Houston Demond Johnson DFW Therese Johnson DFW Wauketa Jones DFW Instructor of the Year 2021 Jennifer Keathly DFW DaNell Kinney DFW Robin Kitzmiller Houston Fallon Lawson Houston Donald Leonard Houston Cory Lime San Antonio



Robert Macioce Austin & San Antonio David Maez DFW Jon Manning Houston Robert Meche DFW John Mercado Austin Instructor of the Year 2017 Christy Mendelow Business Etiquette National Steven Monroe San Antonio Johnny Morrow San Antonio Shelly Moschak Statewide Paul Noyd Houston Bob Ochterbeck Houston



Sergio Oronoz San Antonio Eric Paulson Austin Matthew Patterson Austin Alma Puerto Houston Allen Pozzi San Antonio Joe Provenzano Houston Jasmine Quinerly Houston George Renfro Houston Rhondalyn Riley Houston Clint Roberts Houston Christophe Roe Houston



Peggy Rudolph Houston Instructor of the Year 2022 Louis Salinas Houston Rebecca Savage DFW Jim Shaw San Antonio Randy Smith DFW, Teacher Liaison Instructor of the Year 2010 Paul St. Amand Director, Mortgage School Instructor of the Year 2007 Mark Stillings San Antonio Victoria Subia San Antonio Instructor of the Year 2019 Veronica Taylor DFW Byron Underwood Houston Tori Vendola San Antonio



Ashley Verastegui San Antonio Lisa Walker DFW Jo Weaver Austin Greg Welch Houston Deidre Woodard DFW NiCole Williams DFW Kristin Wilson Houston Instructor of the Year 2013 Dave Wyatt Statewide Sharon Yeary Houston David Zarco Houston & San Antonio

MEET OUR TEAM



EXECUTIVE LEADERSHIP



Rita Santamaria Owner/Founder
Kim Dydalewicz Co-owner/President
Curt Knobloch Vice President
Debi Bliazis Vice President
Darla Mills Accounting Manager
Courtney Quarles Accounting Assistant

DALLAS



Linda Chase DFW Regional Manager
Megan Snellgrove Assistant Campus Manager
Tori Bryant Career Counselor
Angie Carter-Thomas Career Counselor
Terry Doster Administrative Assistant to the President
Kim Doyle Career Counselor
Vikki Mahagan Career Counselor
Mattia Martin Online Logistics

CURRICULUM DEVELOPMENT



Henry Britt Campus Director
Cathy Brignac Technical Writer
Sherri Covert Technical Writer
Laura Nielsen Technical Writer

AUSTIN



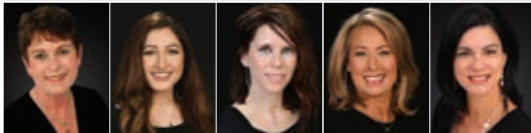
Cyndi Carter Campus Manager
Veronica Navarro Career Counselor
Sandra Alaniz Career Counselor

HOUSTON WEST



David Santamaria Campus Manager
Suzetka Kuivenhoven Career Counselor
Patti Montemayor Career Counselor

HOUSTON GALLERIA



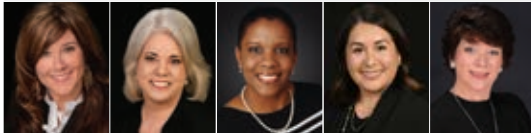
Dorothy Barringer Campus Manager
Nas Elkhayyat Assistant Campus Manager
Elise McCune Career Counselor
Pamela Shamblin Career Counselor
Jacquie Ward Career Counselor

FORT WORTH



Susan Krieger Campus Manager
Jessyca Davis Career Counselor
Heather Host Career Counselor
Jessica Reynolds Career Counselor

HOUSTON NORTH



Christine Wright Campus Manager
Connie Sanders Assistant Campus Manager
Stephanie Chambers Career Counselor
Christine Zuvanchik Career Counselor
Elizabeth Hernandez Career Counselor

SAN ANTONIO



April Brown Campus Manager
Kimberly Garner Assistant Campus Manager
Jessica Luna Career Counselor
Liz Ortiz Career Counselor

CHAMPIONS LIVE!



Leo Aragundi Course Coordinator
Karen Babino-Woodard Course Coordinator
Angela Clark Course Coordinator & Trainer
Jeaneen Delmore Exam Proctor
Amber Johnson Course Coordinator & Exam Proctor
Mel Johnson Course Coordinator
Abigail Perez Course Coordinator
Donna Walter Tech and Course Coordinator
Gissell Cardona Course Coordinator
Danny Guevara Course Coordinator

ONLINE



Phil Hammel Asst. Manager/Design Director
Sarah Shingleton Asst. Manager
Nick Henderson Asst. Manager/Web Developer
Fred Alzner Web Developer/Programmer
Sylvia Busk National Compliance Director
Dylan Dudycha Course Designer
Bianca Gandaria Social Media Director
Trent Kennedy Content Writer



Neesha Fortschneider Online Career Counselor
Gabriel Langston IT Director
Nicki Lindenmier Online Career Counselor
Kristen McHenry Graphic Designer
Joseph Owens Production Director/Course Developer
Amudha Subramanian Programmer
Marissa Trinidad Course Designer
Nicole Moellner Video Production Specialist

Congratulations to our Champions!



Peggy Rudolph
2022 Instructor of the Year



Nick Henderson
2022 Employee of the Year



Champions School of Real Estate is hiring! Go to ChampionsSchool.com/jobs to see our openings and apply.





TEXAS REAL ESTATE LICENSING EDUCATION

Providing Top Quality Real Estate License Education in Texas for 40 Years!

We're not interested in just getting you licensed. We plan on being your partner throughout your entire real estate career. Whether you need qualifying education (QE) to start your career, sales agent apprentice education (SAE) to build your career, or continuing education (CE) to keep your license active, Champions School of Real Estate® is here to help you succeed.

The Champions Advantage

At Champions, we recognize that every student has a life outside of school. We know that every person has their own learning style, academic needs, and schedule. With the Champions Advantage, you can choose from several class delivery methods to create an academic experience that works for you. Mix-and-match delivery methods to personalize your schedule and optimize your success.

-  **BLENDED CLASSROOM:** Study the textbook at home, then attend class in person. This option is best for students who prefer personal interaction with instructors and classmates.
-  **CHAMPIONS LIVE VIRTUAL CLASSROOM:** Attend live class lectures from home via live stream. This method allows you to enjoy the benefits of personal, live instruction from the comfort of your own home.
-  **ONLINE INTERACTIVE:** Complete engaging online lessons from any device with internet access. Since there are no accompanying textbooks for classes in this format, each lesson includes videos, activities, and other interactive exercises.
-  **ONLINE CORRESPONDENCE:** Study the course material at your own pace. Read the textbook in either physical or PDF format and take the exam online when you're ready.

Real Estate Licensing Education Your Way

We're with you — the idea of trying to fit your classes into your busy schedule can be overwhelming. But with Champions, you're in the driver's seat. Choose when, where, and how you take your classes. Embarking on a new career path should be an exciting experience, not a stressful one. Begin your real estate journey on your own terms. You can do it, and we can help!

*Ready to enroll?
Scan here to
get started!*



5 STEPS TO A TEXAS REAL ESTATE LICENSE



Complete
Details Here



1

Complete the Required Texas Real Estate Qualifying Education Courses

180 classroom hours of the following required courses at Champions School of Real Estate:

- Principles of Real Estate 1 (121)
- Principles of Real Estate 2 (122)
- Law of Agency (1151)
- Law of Contracts (1251)
- Promulgated Contract Forms (351)
- Real Estate Finance (451)



Note: All classroom blended courses require a valid ID to be presented at the start of the course. In addition to unit quizzes, students are required to take a final exam and pass with a 70% or above. If a student fails a course exam, they may take a second exam. After two failures, TREC requires the student to retake the course before taking the exam again. **Note: Courses can be taken in any order.**

2

Submit Online Application for Real Estate Sales Agent License and Course Certificates to TREC

Go to www.trec.texas.gov and click on "Real Estate Sales Agent" in the "Become Licensed" dropdown menu.

- Under "File Your Application," click "Online Services." On the login screen, under "New User," click "Begin Here for Sign-up." Fill out all required information to setup your account using the same name on your government-issued ID. You will submit an "Application for Inactive Sales Agent."
- Pay the application fee of \$185.
- Email documents@trec.texas.gov a copy of all course completion certificates. Include college transcripts if applicable. Include your name and address in the body of the email.
- It may take up to four weeks to receive your approval letter and Exam Candidate Handbook from TREC once the application has been filed and all documents have been sent to TREC.

3

Take the Exam Prep Class — Your Key to Passing the State Exam

Once you have submitted your application to TREC, it can take as long as four weeks for them to review your application and education. At this time, we highly recommend that you complete the Real Estate Exam Prep course to ensure that you are prepared for the state exam. This class will take the guesswork and stress out of testing. You may repeat the prep course as many times as you want for a full year! We recommend taking it at least twice before taking the actual exam. Purchase our TX Real Estate Exam Flashcards app (\$2.99) or our physical Real Estate Flashcards deck (\$32) for additional study support.

4

Take the State Exam at Pearson VUE

Upon receiving the approval letter and Exam Candidate Handbook from TREC, sign up to take the state exam at a Pearson VUE Testing Center. Appointments can be made by going to pearsonvue.com/tx/realstate or calling them at 800-997-1248. The cost is \$43 for a sales agent exam and \$39 for broker exam payable to Pearson VUE. It must be paid at the time of reservation by credit card, debit card, voucher, or electronic check. You must pass both exams with at least a 70% to obtain your license.

Any applicant who fails the state examination three consecutive times must take additional classroom hours of qualifying real estate education before retaking the state exam. Go to the Exam Prep page to read more about retakes.

5

Get Your Fingerprints Taken and Pass Background Check

Visit the TREC website, www.trec.texas.gov, and follow these steps to schedule an appointment and complete your fingerprinting/background check. The fingerprinting fee is \$38.25.

- Select "Real Estate Sales Agent" from the "Become Licensed" drop down menu.
- Under "Get Your Fingerprints Taken and Pass Your Background Check," click "Fingerprints."
- Search for your account using either your TREC ID or name and birth date in order to obtain your IdentoGO ID.
- Go to www.Identogo.com and use your IdentoGO ID to schedule an appointment.



- Once TREC is notified that you have passed both licensing exams, you can complete a sponsorship request through TREC's online services, or have your sponsoring broker sign the Sales Agent Sponsorship form and email it to TREC at documents@trec.texas.gov.

Congratulations! Your active sales agent's license will arrive in the mail to your sponsoring broker's office.

TEXAS REAL ESTATE QUALIFYING EDUCATION

Our many options make it easy to create an educational experience that works for you.
Choose a program and begin your real estate journey today!

REAL ESTATE LICENSE PROGRAMS AND COURSES

All pricing includes books and materials.

Hours

Delivery

Price

11-Course Licensing and Renewal Program + Success Tools

- 6 TREC qualifying education courses (180 Hours) **SAVE \$120**
- Real Estate Exam Prep course **SAVE \$20**
- 3 TREC SAE renewal courses (90 Hours) **SAVE \$60**
- TREC Legal Update I and Legal Update II (8 Hours) **SAVE \$20**
- **Successful Tendencies of Real Estate Champions** **SAVE \$15**
- **2-Day Success Through Business Etiquette Program** **SAVE \$30**
- **30 Days to Success in Real Estate** - "Coaching Package" with Champions Owner, CEO, and Founder, Rita Santamaria **SAVE \$15**

*The Ultimate
Jump-Start to
Your Career!*

278



~~\$1978~~
\$1698
SAVE \$280!

9-Course Licensing and Renewal Program

- 6 TREC qualifying education courses (180 Hours) **SAVE \$120**
- Real Estate Exam Prep course **SAVE \$10**
- 3 TREC SAE Renewal Courses (90 Hours) **SAVE \$90**
- TREC Legal Update I and Legal Update II (8 Hours) **SAVE \$20**

278



~~\$1685~~
\$1445
SAVE \$240!

6-Course Licensing Program + Business Etiquette

- 6 TREC qualifying education courses (180 Hours) **SAVE \$120**
- Real Estate Exam Prep course **SAVE \$10**
- **2-Day Success Through Business Etiquette Program** **SAVE \$45**



180



~~\$1309~~
\$1134
SAVE \$175!

6-Course Licensing Program

- 6 TREC qualifying education courses (180 Hours) **SAVE \$120**
- Real Estate Exam Prep course **SAVE \$10**

180



~~\$1110~~
\$980
SAVE \$130!

Individual 30-Hour Course

- Principles I, Principles II, Law of Agency, Law of Contracts, Prom. Forms, & RE Finance
- Purchase each 30-hour QE course by itself and pay as you go. Take in any order.

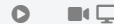
30



\$165






Real Estate Exam Prep Course 🐾 Your Key to Passing the State Exam

- Access to timed online practice exams
- Unlimited course retakes within a year of purchase



\$120

Course Delivery Options

-  Blended Classroom
-  Virtual Classroom
-  Online Interactive
-  Online Correspondence
-  Classroom

Learn more about
delivery methods at
ChampionsSchool.com

ADDITIONAL COURSES AND STUDY TOOLS

Price

Exam Prep Flashcards

Master the most essential terms and definitions in real estate.
Available either as an iPhone App or a physical flashcard deck



iOS APP
\$2.99



BOX
\$32



2-Day Success Through Business Etiquette Program



\$199

30 Days to Success in Real Estate with owner, CEO, and founder, Rita Santamaria

Includes: Training workbook and instructional video



\$79

QUALIFYING EDUCATION

STATEWIDE BLENDED CLASSROOM & CHAMPIONSLIVE SCHEDULE

Begin your real estate journey at any time and from anywhere! All real estate qualifying education (QE) courses can be taken in any order that you choose — no prerequisites required.

CALL A CAMPUS TO ENROLL

Austin Campus
512-244-3545
Championslive Campus
713-580-4946
Dallas Campus
972-867-4100
Fort Worth Campus
214-687-0000

Houston Galleria Campus
713-629-4543
Houston North Campus
281-893-4484
Houston West Campus
281-496-7386
San Antonio & New Braunfels
210-349-7600

EVENINGS Monday - Thursday 6:00 PM - 9:45 PM		WEEKDAYS Monday - Tuesday 8:30 AM - 4:45 PM		WEEKDAYS Wednesday - Thursday 8:30 AM - 4:45 PM		WEEKENDS Saturday - Sunday 8:30 AM - 4:45 PM	
Jul 3 - 6	4th of July	Jul 3 - 4	4th of July	Jul 5 - 6	No QE Class	Jul 8 - 9	Prom Forms
Jul 10 - 13	Principles I	Jul 10 - 11	Prom Forms	Jul 12 - 13	Finance	Jul 15 - 16	Finance
Jul 17 - 20	Principles II	Jul 17 - 18	Principles I	Jul 19 - 20	Principles II	Jul 22 - 23	Principles II
Jul 24 - 27	Contracts	Jul 24 - 25	Contracts	Jul 26 - 27	Agency	Jul 29 - 30	Principles I
Jul 31 - Aug 3	Agency	Jul 31 - Aug 1	Finance	Aug 2 - 3	Prom Forms	Aug 5 - 6	Agency
Aug 7 - 10	Prom Forms	Aug 7 - 8	Principles II	Aug 9 - 10	Principles I	Aug 12 - 13	Contracts
Aug 14 - 17	Finance	Aug 14 - 15	Agency	Aug 16 - 17	Contracts	Aug 19 - 20	Prom Forms
Aug 21 - 24	Principles I	Aug 21 - 22	Prom Forms	Aug 23 - 24	Finance	Aug 26 - 27	Finance
Aug 28 - 31	Principles II	Aug 28 - 29	Principles I	Aug 30 - 31	Principles II	Sep 2 - 3	Principles II
Sep 5 - 8	Contracts	Sep 5 - 6	Contracts	Sep 7 - 8	Agency	Sep 9 - 10	Principles I
Sep 11 - 14	Agency	Sep 11 - 12	Finance	Sep 13 - 14	Prom Forms	Sep 16 - 17	Agency
Sep 18 - 21	Prom Forms	Sep 18 - 19	Principles II	Sep 20 - 21	Principles I	Sep 23 - 24	Contracts
Sep 25 - 28	Finance	Sep 25 - 26	Agency	Sep 27 - 28	Contracts	Sep 30 - Oct 1	Prom Forms
Oct 2 - 5	Principles I	Oct 2 - 3	Prom Forms	Oct 4 - 5	Finance	Oct 7 - 8	Finance
Oct 9 - 12	Principles II	Oct 9 - 10	Principles I	Oct 11 - 12	Principles II	Oct 14 - 15	Principles II
Oct 16 - 19	Contracts	Oct 16 - 17	Contracts	Oct 18 - 19	Agency	Oct 21 - 22	Principles I
Oct 23 - 26	Agency	Oct 23 - 24	Finance	Oct 25 - 26	Prom Forms	Oct 28 - 29	Agency
Oct 30 - Nov 2	Prom Forms	Oct 30 - Oct 31	Principles II	Nov 1 - 2	Principles I	Nov 4 - 5	Contracts
Nov 6 - 9	Finance	Nov 6 - 7	Agency	Nov 8 - 9	Contracts	Nov 11 - 12	Prom Forms
Nov 13 - 16	Principles I	Nov 13 - 14	Prom Forms	Nov 15 - 16	Finance	Nov 18 - 19	Finance
Nov 20 - 22	Principles II	Nov 20 - 21	Principles I	Nov 22 - 23	Happy Thanksgiving	Nov 25 - 26	Principles II
Nov 27 - 30	Contracts	Nov 27 - 28	Principles II	Nov 29 - 30	Agency	Dec 2 - 3	Principles I
Dec 4 - 7	Agency	Dec 4 - 5	Contracts	Dec 6 - 7	Prom Forms	Dec 9 - 10	Agency
Dec 11 - 14	Prom Forms	Dec 11 - 12	Finance	Dec 13 - 14	Principles I	Dec 16 - 17	Contracts
Dec 18 - 21	Finance	Dec 18 - 19	Principles II	Dec 20 - 21	Agency	Dec 22 - 23	Prom Forms
Dec 25 - 28	Merry Christmas	Dec 26 - 27	Merry Christmas	Dec 27 - 28	Contracts	Dec 30 - 31	Happy New Year
Jan 2 - 5	Principles I	Jan 2 - 3	Prom Forms	Jan 4 - 5	Finance	Jan 6 - 7	Finance
Jan 8 - 11	Principles II	Jan 8 - 9	Principles I	Jan 10 - 11	Principles II	Jan 13 - 14	Principles II
Jan 15 - 18	Contracts	Jan 15 - 16	Agency	Jan 17 - 18	Contracts	Jan 20 - 21	Principles I
Jan 22 - 25	Agency	Jan 22 - 23	Prom Forms	Jan 24 - 25	Finance	Jan 27 - 28	Agency
Jan 29 - Feb 1	Prom Forms	Jan 29 - 30	Principles I	Jan 31 - Feb 1	Principles II	Feb 3 - 4	Contracts


MORNING CLASSES | HOUSTON NORTH AND DALLAS CAMPUS ONLY Monday - Thursday | 8:30 AM - 12:15 PM

Jul 10 - 13	Principles I	Sep 18 - 21	Prom Forms	Nov 27 - 30	Contracts
Jul 17 - 20	Principles II	Sep 25 - 28	Finance	Dec 4 - 7	Agency
Jul 24 - 27	Contracts	Oct 2 - 5	Principles I	Dec 11 - 14	Prom Forms
Jul 31 - Aug 3	Agency	Oct 9 - 12	Principles II	Dec 18 - 21	Finance
Aug 7 - 10	Prom Forms	Oct 16 - 19	Contracts	Dec 25 - 28	Merry Christmas
Aug 14 - 17	Finance	Oct 23 - 26	Agency	Jan 2 - 5*	Principles I
Aug 21 - 24	Principles I	Oct 30 - Nov 2	Prom Forms	Jan 8 - 11	Principles II
Aug 28 - 31	Principles II	Nov 6 - 9	Finance	Jan 15 - 18	Contracts
Sep 5 - 8	Contracts	Nov 13 - 16	Principles I	Jan 22 - 25	Agency
Sep 11 - 14	Agency	Nov 20 - 22	Principles II	Jan 29 - Feb 1	Prom Forms

Texas Real Estate Licensing Requirements:

Principles of Real Estate I
Principles of Real Estate II
Law of Agency
Law of Contracts
Promulgated Contract Forms
Real Estate Finance

QE courses can be taken in any order

 **Holiday Hours:** Please check with a Counselor to confirm days of the week

NEW! INTRODUCTION TO INVESTING IN REAL ESTATE

with Trey Stone | \$30 Per Person Per Session | 6:30 PM - 8 PM



Get a crash course on real estate investing in this 90-minute class taught by **Trey Stone**, expert commercial real estate investor. This class teaches you how to get involved in commercial and residential investing and how to grow your business with investor clients.

Trey has owned 5,789 apartment units and is the President of Stone Private Equity LLC where he and his team buy, renovate, and manage multifamily properties that have exceeded \$336 million in value to date. Trey earned his Finance degree from The University of Texas in 2001, and has taught thousands of students how to reach financial independence by investing in real estate. He has served on the Board of Directors for the Westchase Management District, the Houston Apartment Association, the Texas Apartment Association, and the National Apartment Association.

ENROLL
HERE



DATE	DAY	CAMPUS
Aug 16	Wed	Houston Galleria
Sep 20	Wed	Houston North
Oct 18	Wed	Houston West
Nov 15	Wed	ChampionsLive
6:30 PM – 8 PM		

In This 90-Minute Course* the Student Will Learn About:

- How to invest in multi-family, single family, and commercial real estate
- Analyzing metrics to prevent impulsive buying or analysis paralysis
- How to close more deals with real estate investors by teaching them to objectively evaluate properties
- Growing your business with investor clients by offering specialized services
- Helping investors determine maximum offer price for deals using objective criteria
- The potential for increased deal pipelines and repeat customers with investor clients
- Creating a written plan for minimum cash flow, capital gain, and cash return
- Promoting a consultative approach with investor clients, rather than traditional salesmanship

* Not for TREC CE credit

REAL ESTATE

QUALIFYING EDUCATION IN NEW BRAUNFELS

Did you know we have a satellite campus in New Braunfels?

Champions School of Real Estate, in partnership with the Four Rivers Association of REALTORS®, provides all required Qualifying Education (QE) courses for aspiring real estate agents at our New Braunfels satellite campus.

Call our San Antonio campus to enroll!
210-349-7600

IN PARTNERSHIP WITH



CSRE Satellite Campus
936 Gruene Rd
New Braunfels, TX 78130

EVENINGS

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

Aug 21 - 24	Principles I
Aug 28 - 31	Principles II
Sep 11 - 14	Agency
Sep 18 - 21	Contracts
Sep 25 - 28	Prom forms
Oct 2 - 5	Finance
Oct 9 - 13	Prep
Oct 30 - Nov 2	Principles I
Nov 6 - 9	Principles II
Nov 13 - 16	Agency
Nov 27 - 30	Contracts
Dec 4 - 7	Prom Forms
Dec 11 - 14	Finance
Dec 18 - 22	Prep

SALES AGENT AND BROKER **EXAM PREP**

\$120

- Free Retakes for One Year
- Textbook Included

Course Delivery Options

- Classroom
- Virtual Classroom
- Online Correspondence
- Correspondence

Learn More About Delivery Methods at www.ChampionsSchool.com

The Real Estate Exam Prep course is your key to passing the Texas Real Estate Salespersons exam. Our exam prep course is the final and most crucial step in your education before you take the Texas real estate license exam. Whether you choose to take the course via the classroom, our ChampionsLive® virtual classroom, or online correspondence, you will have access to timed online mock exams that will help you take the guesswork and stress out of testing! Champions students can

also retake the class and practice exams as many times as needed for up to one year at no charge! Make sure you are prepared by enrolling in the Real Estate Exam Prep course today.

We Review:

- Terminology
- Test taking strategies
- Math
- Mock exam questions

We Provide:

- The Real Estate Exam Prep textbook and timed practice exams
- Practice exams that are graded exactly like the state exam
- An in-depth review of each practice question
- Unlimited retakes of the course for one full year from purchase
- Online access to the textbook in PDF format
- Access to virtual study hall sessions
- Membership in the National and Texas Real Estate Exam Prep Facebook group

Sales Agent Exam Details

Passing*	70%	77 out of 125
National Exam	150 minutes	85 questions
State Exam	90 minutes	40 questions

Broker Exam Details

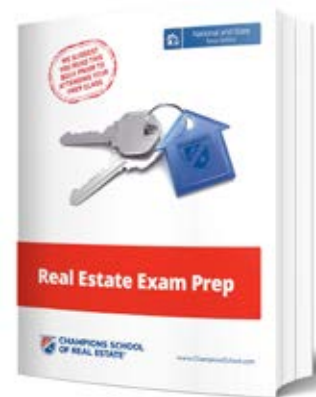
Passing	75%	98 out of 145
National Exam	150 minutes	85 questions
State Exam	90 minutes	60 questions

Pearson VUE Examination Services

Exams are by appointment only. Call 800-997-1248 or visit www.pearsonvue.com

* Any applicant who fails the state examination three consecutive times must take additional 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 are failed, an additional 60 hours of qualifying real estate education is required to retake the exam. Upon completion of the additional education, please submit copies of the course completion certificates to TREC at documents@trec.texas.gov, along with a copy of the third failed score report. Allow 5-7 business days for processing and reauthorization to reschedule the exam.

Your Key to Passing the Texas Real Estate Licensing Exam



FREE! Study Hall in the Virtual Classroom

Q&A sessions to help you gain confidence!

All QE and Prep students are eligible to register for virtual study hall sessions at **no additional cost**. Students can submit questions about topics they need help with and can interact directly with the instructor! Enroll via "Additional Study Tools" in your online profile. Now available in Spanish as well.

NEW! EN ESPAÑOL

WEDNESDAYS		WEDNESDAYS	
6 PM – 9 PM		6 PM – 9 PM	
ENGLISH		ESPAÑOL	
Aug 2	Oct 25	Aug 23	Nov 15
Aug 16	Nov 8	Sep 6	Nov 29
Aug 30	Nov 22	Sep 20	Dec 13
Sep 13	Dec 6	Oct 4	Dec 27
Sep 27	Dec 20	Oct 18	Jan 10
Oct 11	Jan 3	Nov 1	Jan 24

NEW! Teacher Tutoring

Real estate experts helping you succeed

Whether trying to pass the state exam or Qualifying Education (QE) classes, our one-on-one teacher tutoring sessions will give you the insight you need to succeed at test time.

Go to www.ChampionsSchool.com/account/tutoring/ to learn more.

Do You Need Help?
Scan the code to enroll with a personal Tutor!



REAL ESTATE EXAM PREP

STATEWIDE CLASSROOM & CHAMPIONSLIVE SCHEDULE

2-Day Prep Classes

Day 1 & 2 8:30 AM – 6:30 PM

4-Day Morning Classes

Mon – Thu 8:30 AM – 1:30 PM

5-Day Evening Classes

Mon – Fri 6:00 PM – 9:45 PM

CALL A CAMPUS TO ENROLL

Austin Campus
512-244-3545
ChampionsLive Campus
713-580-4946
Dallas Campus
972-867-4100
Fort Worth Campus
214-687-0000

Houston Galleria Campus
713-629-4543
Houston North Campus
281-893-4484
Houston West Campus
281-496-7386
San Antonio & New Braunfels
210-349-7600

AUSTIN

Aug 12 - 13	Sat/Sun
Aug 22 - 23	Tue/Wed
Aug 28 - Sep 1	Mon - Fri PM
Sep 2 - 3	Sat/Sun
Sep 12 - 13	Tue/Wed
Sep 21 - 22	Thu/Fri
Sep 25 - 29	Mon - Fri PM
Oct 7 - 8	Sat/Sun
Oct 17 - 18	Tue/Wed
Oct 26 - 27	Thu/Fri
Oct 30 - Nov 3	Mon - Fri PM
Nov 4 - 5	Sat/Sun
Nov 14 - 15	Tue/Wed
Nov 25 - 26	Sat/Sun
Nov 27 - Dec 1	Mon - Fri PM
Dec 2 - 3	Sat/Sun
Dec 12 - 13	Tue/Wed
Dec 20 - 21	Wed/Thu
Jan 6 - 7	Sat/Sun
Jan 16 - 17	Tue/Wed
Jan 25 - 26	Thu/Fri
Jan 29 - Feb 2	Mon - Fri PM

DALLAS

Aug 11 - 12	Fri/Sat
Aug 21 - 25	Mon - Fri PM
Aug 19 - 20	Sat/Sun
Aug 28 - 29	Mon/Tue
Sep 1 - 2	Fri/Sat
Sep 11 - 15	Mon - Fri PM
Sep 16 - 17	Fri/Sat
Sep 19 - 20	Tue/Wed
Sep 25 - 26	Mon/Tue
Oct 3 - 4	Tue/Wed
Oct 7 - 8	Sat/Sun
Oct 16 - 20	Mon - Fri PM
Oct 24 - 25	Tue/Wed
Oct 28 - 29	Sat/Sun
Oct 31 - Nov 1	Tue/Wed
Nov 9 - 10	Thu/Fri
Nov 17 - 18	Fri/Sat
Nov 28 - 29	Tue/Wed
Dec 1 - 2	Fri/Sat
Dec 11 - 12	Mon/Tue

DALLAS (CONTINUED)

Dec 21 - 22	Thu/Fri
Dec 27 - 28	Wed/Thu
Jan 3 - 4	Wed/Thu
Jan 9 - 10	Tue/Wed
Jan 15 - 19	Mon - Fri PM
Jan 27 - 28	Sat/Sun

FORT WORTH

Aug 3 - 4	Thu/Fri
Aug 12 - 13	Sat/Sun
Aug 21 - 22	Mon/Tue
Aug 30 - 31	Wed/Thu
Sep 7 - 8	Thu/Fri
Sep 16 - 17	Sat/Sun
Sep 21 - 22	Thu/Fri
Sep 27 - 28	Wed/Thu
Oct 4 - 5	Wed/Thu
Oct 9 - 10	Mon/Tue
Oct 21 - 22	Sat/Sun
Oct 27 - 28	Fri/Sat
Nov 6 - 7	Mon/Tue
Nov 15 - 16	Wed/Thu
Nov 20 - 21	Mon/Tue
Nov 29 - 30	Wed/Thu
Dec 1 - 2	Fri/Sat
Dec 11 - 12	Mon/Tue
Dec 18 - 19	Mon/Tue
Jan 3 - 4	Wed/Thu
Jan 13 - 14	Sat/Sun
Jan 17 - 18	Wed/Thu
Jan 29 - 30	Mon/Tue

HOUSTON GALLERIA

Aug 2 - 3	Wed/Thu
Aug 9 - 10	Wed/Thu
Aug 14 - 18	Mon - Fri PM
Aug 21 - 22	Mon/Tue
Aug 26 - 27	Sat/Sun
Sep 7 - 8	Wed/Thu
Sep 11 - 12	Mon/Tue
Sep 16 - 17	Sat/Sun
Sep 20 - 21	Wed/Thu
Sep 25 - 29	Mon - Fri PM
Oct 2 - 3	Mon/Tue

HOUSTON GALLERIA (CONT)

Oct 9 - 13	Mon - Fri PM
Oct 18 - 19	Wed/Thu
Oct 21 - 22	Sat/Sun
Oct 25 - 26	Wed/Thu
Oct 30 - 31	Mon/Tue
Nov 6 - 7	Mon/Tue
Nov 11 - 12	Sat/Sun
Nov 13 - 17	Mon - Fri PM
Nov 29 - 30	Wed/Thu
Dec 2 - 3	Sat/Sun
Dec 6 - 7	Wed/Thu
Dec 16 - 17	Sat/Sun
Dec 20 - 21	Wed/Thu
Jan 3 - 4	Wed/Thu
Jan 8 - 9	Mon/Tue
Jan 15 - 19	Mon - Fri PM
Jan 27 - 28	Sat/Sun

HOUSTON NORTH

Aug 4 - 5	Fri/Sat
Aug 7 - 8	Mon/Tue
Aug 18 - 19	Fri/Sat
Aug 23 - 24	Wed/Thu
Sep 8 - 9	Fri/Sat
Sep 11 - 12	Mon/Tue
Sep 22 - 23	Fri/Sat
Sep 27 - 28	Wed/Thu
Oct 4 - 5	Wed/Thu
Oct 6 - 7	Fri/Sat
Oct 16 - 17	Mon/Tue
Oct 27 - 28	Fri/Sat
Nov 3 - 4	Fri/Sat
Nov 6 - 7	Mon/Tue
Nov 17 - 18	Fri/Sat
Dec 1 - 2	Fri/Sat
Dec 6 - 7	Wed/Thu
Dec 15 - 16	Fri/Sat
Jan 5 - 6	Fri/Sat
Jan 8 - 9	Mon/Tue
Jan 19 - 20	Fri/Sat
Jan 24 - 25	Wed/Thu
Jan 31 - Feb 1	Wed/Thu

HOUSTON WEST

Aug 5 - 6	Sat/Sun
Aug 11 - 12	Fri/Sat
Aug 23 - 24	Wed/Thu
Aug 28 - Sep 1	Mon - Fri PM
Sep 6 - 7	Wed/Thu
Sep 16 - 17	Sat/Sun
Sep 20 - 21	Wed/Thu
Sep 25 - 29	Mon - Fri PM
Oct 4 - 5	Wed/Thu
Oct 16 - 17	Mon/Tue
Oct 21 - 22	Sat/Sun
Oct 23 - 27	Mon - Fri PM
Nov 1 - 2	Wed/Thu
Nov 13 - 14	Mon/Tue
Nov 18 - 19	Sat/Sun
Nov 27 - Dec 1	Mon - Fri PM
Dec 1 - 2	Fri/Sat
Dec 11 - 12	Mon/Tue
Dec 16 - 17	Sat/Sun
Dec 18 - 22	Mon - Fri PM

SAN ANTONIO

Aug 7 - 11	Mon - Fri PM
Aug 14 - 15	Mon/Tue
Aug 26 - 27	Sat/Sun
Aug 30 - 31	Wed/Thu
Sep 16 - 17	Sat/Sun
Sep 18 - 22	Mon - Fri PM
Sep 18 - 19	Mon/Tue
Oct 4 - 5	Wed/Thu
Oct 14 - 15	Sat/Sun
Oct 16 - 17	Mon/Tue
Oct 25 - 26	Wed/Thu
Oct 30 - Nov 3	Mon - Fri PM
Nov 18 - 19	Sat/Sun
Nov 13 - 14	Mon/Tue
Nov 27 - 28	Mon/Tue
Dec 2 - 3	Sat/Sun
Dec 6 - 7	Wed/Thu
Dec 11 - 15	Mon - Fri PM
Jan 6 - 7	Sat/Sun
Jan 8 - 9	Mon/Tue
Jan 17 - 18	Wed/Thu
Jan 29 - Feb 2	Mon - Fri PM

FOR MORE EXAM PREP
DETAILS GO TO PAGE 13

REAL ESTATE EXAM PREP

CHAMPIONSLIVE

Aug 2 - 3	Wed/Thu
Aug 7 - 8	Mon/Tue
Aug 12 - 13	Sat/Sun
Aug 14 - 18	Mon - Fri PM
Aug 16 - 17	Wed/Thu
Aug 21 - 22	Mon/Tue
Aug 26 - 27	Sat/Sun
Aug 28 - Sep 1	Mon - Fri PM
Aug 30 - 31	Wed/Thu
Sep 5 - 6	Tue/Wed
Sep 9 - 10	Sat/Sun
Sep 11 - 15	Mon - Fri PM
Sep 13 - 14	Wed/Thu
Sep 18 - 21	Mon - Thu AM
Sep 23 - 24	Sat/Sun
Sep 25 - 29	Mon - Fri PM
Sep 27 - 28	Wed/Thu
Oct 2 - 3	Mon/Tue
Oct 7 - 8	Sat/Sun
Oct 9 - 13	Mon - Fri PM
Oct 11 - 12	Wed/Thu
Oct 16 - 17	Mon/Tue
Oct 21 - 22	Sat/Sun
Oct 23 - 27	Mon - Fri PM
Oct 25 - 26	Wed/Thu
Oct 30 - 31	Mon/Tue
Nov 4 - 5	Sat/Sun
Nov 6 - 10	Mon - Fri PM
Nov 8 - 9	Wed/Thu
Nov 15 - 16	Wed/Thu
Nov 18 - 19	Sat/Sun
Nov 20 - 21	Mon/Tue
Nov 27 - Dec 1	Mon - Fri PM
Nov 29 - 30	Wed/Thu
Dec 2 - 3	Sat/Sun
Dec 4 - 5	Mon/Tue
Dec 11 - 15	Mon - Fri PM
Dec 13 - 14	Wed/Thu
Dec 16 - 17	Sat/Sun
Dec 18 - 19	Mon/Tue
Dec 27 - 28	Wed/Thu
Jan 2 - 3	Tue/Wed
Jan 8 - 12	Mon - Fri PM
Jan 10 - 11	Wed/Thu
Jan 13 - 14	Sat/Sun
Jan 15 - 16	Mon/Tue
Jan 22 - 26	Mon - Fri PM
Jan 24 - 25	Wed/Thu
Jan 27 - 28	Sat/Sun
Jan 29 - 30	Mon/Tue

ADDITIONAL REAL ESTATE STUDY TOOLS

At Champions, our top priority for real estate students is to ensure they are prepared for the licensing exam. That's why we offer the **Real Estate Exam Prep** course, one of the most comprehensive preparatory courses in Texas. And it's also why we offer these top-tier supplemental study aids.

REAL ESTATE FLASHCARDS

\$32

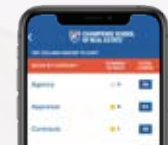
- 500+ real estate terms and definitions
- For students who learn best with visual supports
- Quiz yourself anytime and study on the go
- Useful for both the sales agent and broker exams



REAL ESTATE PREP EXAM FLASHCARD APP

\$2.99

- Available for iOS, the TX Real Estate Exam Flashcards app allows students to prep for the test on the go.
- For more information: go to www.championsschool.com/flashcard-app/



THE LANGUAGE OF REAL ESTATE

\$43

By John W. Reilly

Like an encyclopedia, this book provides comprehensive explanations of real estate terms and concepts. It has nearly 3,000 terms, including essential real estate acronyms. It also has diagrams of home construction styles and guides to real estate laws and organizations. Anyone preparing for the national or state portion of the exam should consider using this book to supplement their study.

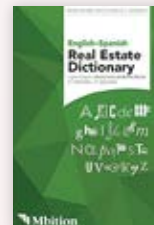


ENGLISH-SPANISH REAL ESTATE DICTIONARY

\$36

By Charles J. Jacobus & Nora Olmos

With nearly 2,000 real estate terms, this two-way dictionary is an invaluable test prep asset for native Spanish speakers. It provides translations for even the most obscure, industry-specific words. And to ensure that no meaning is lost between languages, this dictionary clarifies any situation in which there isn't an equivalent translation. It's helpful for native English speakers, too — the two-way translations will improve your communication with bilingual clients.



EXAM PREP FACEBOOK GROUP

FREE

Join our National and Texas Real Estate Exam Prep Facebook group, an encouraging community of Champions students sharing their experience and advice as they work to ace the real estate exam.



SALES AGENT APPRENTICE EDUCATION (SAE)

Sales Agent Apprentice Education (SAE) courses are the first important step to maintaining your real estate license and furthering your real estate education. Our 30-hour Texas SAE courses contain the latest information and useful topics to ensure you keep your Texas real estate license active and focus on improving your career through more advanced subjects like appraisal, investing, and the inspection process.

New sales agents are required to complete **98 hours** of sales

agent apprentice education within the first two years of receiving their real estate license. Our 98-Hour program includes **three 30-hour elective courses** and **8 hours of Legal Update** credit for only \$495 — you'll **save \$80** and complete your SAE requirement. We also offer a 90-hour program for students who have already fulfilled the 8-hour Legal Update requirement.

Important note: Starting Oct 1st, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.

Course Delivery Options

Blended Classroom

Virtual Classroom

Online Interactive

Online Correspondence

Learn More About Delivery Methods at
www.ChampionsSchool.com

2-Day SAE Classes

Day 1 & 2 8:30 AM - 4:45 PM

4-Day Evening Classes

Mon - Thu 6:00 PM - 9:45 PM

SAE Renewal Program

Hours Delivery Price

98-Hour SAE Renewal Program

- 3 TREC SAE renewal courses (90 Hours)
- TREC Legal Update I and Legal Update II (8 Hours)

98

~~\$575~~

\$495

SAVE \$80

90-Hour SAE Renewal Program

- 3 TREC SAE renewal courses (90 Hours)
- 8 hours of Legal Update is still required for license renewal*

90

~~\$495~~

\$435

SAVE \$60

Individual 30-Hour SAE Courses

30

\$165

Legal Update I & Legal Update II

See page 25 for Legal Update I and II schedules

8

\$80

AUSTIN

Aug 7 - 8	Mon - Tue	Appraisal
Aug 14 - 17	Mon - Thu PM	Marketing
Aug 19 - 20	Sat - Sun	Power House
Sep 6 - 7	Wed - Thu	Brokerage
Sep 11 - 14	Mon - Thu PM	RE Mort Finance
Sep 16 - 17	Sat - Sun	Property Mgmt
Oct 2 - 5	Mon - Thu PM	Investments
Oct 16 - 17	Mon - Tue	Commercial
Oct 21 - 22	Sat - Sun	Inspection
Nov 6 - 9	Mon - Thu PM	Property Mgmt
Nov 18 - 19	Sat - Sun	RE Mort Finance
Nov 20 - 21	Mon - Tue	Power House
Dec 4 - 5	Mon - Tue	Brokerage
Dec 13 - 14	Wed - Thu	Investments
Dec 18 - 21	Mon - Thu PM	Power House
Jan 2 - 5	Tue - Fri PM	Inspection
Jan 8 - 9	Mon - Tue	Appraisal
Jan 20 - 21	Sat - Sun	Commercial

DALLAS

Jul 31 - Aug 1	Mon - Tue	RE Mort Finance
Aug 14 - 15	Mon - Tue	Power House
Aug 19 - 20	Sat - Sun	Investments
Sep 5 - 6	Tue - Wed	Property Mgmt
Sep 9 - 10	Sat - Sun	Brokerage
Sep 23 - 24	Sat - Sun	Commercial
Oct 2 - 5	Mon - Thu PM	Investments
Oct 14 - 15	Sat - Sun	Brokerage
Oct 21 - 22	Sat - Sun	Appraisal
Nov 6 - 7	Mon - Tue	Commercial
Nov 13 - 14	Mon - Tue	Power House
Nov 18 - 19	Sat - Sun	Inspection
Dec 13 - 14	Wed-Thur	Commercial
Dec 22 - 23*	Fri - Sat	Brokerage
Dec 27 - 28*	Wed - Thu	RE Mort Finance
Jan 6 - 7	Sat - Sun	Appraisal
Jan 15 - 16	Mon - Tue	Brokerage
Jan 20 - 21	Sat - Sun	Inspection

FORT WORTH

Jul 22 - 23	Sat - Sun	Investments
Aug 7 - 8	Mon - Tue	Property Mgmt
Aug 19 - 20	Sat - Sun	Inspection
Aug 30 - 31	Wed - Thu	Marketing
Sep 6 - 7	Wed - Thu	Commercial
Sep 11 - 12	Mon - Tue	Investments
Sep 23 - 24	Sat - Sun	RE Mort Finance
Oct 2 - 3	Mon - Tue	Marketing
Oct 7 - 8	Sat - Sun	Brokerage
Oct 16 - 17	Mon - Tue	Power House
Nov 8 - 9	Wed - Thu	Investments
Nov 20 - 21	Mon - Tue	Property Mgmt
Dec 2 - 3	Sat - Sun	Inspection
Dec 16 - 17	Sat - Sun	Brokerage
Dec 27 - 28*	Wed - Thu	RE Mort Finance
Jan 8 - 9	Mon - Tue	Brokerage
Jan 17 - 18	Wed - Thu	Investments
Jan 27 - 28	Sat - Sun	Power House

98-HOUR SAE ONLINE INTERACTIVE PROGRAM

Accessible via any tablet, desktop, or smartphone via our mobile web app, Online Interactive courses are entirely self-paced. Complete your sales agent apprentice education requirements on your own time with this new delivery method.

Courses included:

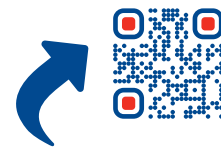
- Real Estate Brokerage (mandatory after Oct 1)
- Real Estate Marketing: Power House Training
- Real Estate Marketing: Commercial Real Estate
- 8-Hours TREC Legal 1 & 2 (mandatory)
- 90-Hour Program Available without Legal 1 & 2

Modules include:

- Informative videos to promote understanding
- Engaging activities for experiential learning
- Automatic progress-saving during lessons
- Instant feedback on quizzes and assessments
- Course accessibility 24/7, 365 days a year



Enroll Now!



Try Our New Online
Interactive SAE Classes!

HOUSTON GALLERIA		
Jul 26 - 27	Wed - Thu	RE Mort Finance
Jul 31 - Aug 1	Mon - Tue	Commercial
Aug 5 - 6	Sat - Sun	Brokerage
Aug 7 - 8	Mon - Tue	Property Mgmt
Aug 16 - 17	Wed - Thu	Inspection
Sep 5 - 6	Tue - Wed	Inspection
Sep 16 - 17	Sat - Sun	Commercial
Sep 25 - 26	Mon - Tue	Property Mgmt
Oct 4 - 5	Wed - Thu	Brokerage
Oct 9 - 10	Sat - Sun	RE Mort Finance
Oct 23 - 24	Mon - Tue	Appraisal
Nov 6 - 7	Mon - Tue	Investments
Nov 8 - 9	Wed - Thu	Power House
Nov 20 - 21	Mon - Tue	Brokerage
Dec 11 - 12	Mon - Tue	RE Mort Finance
Dec 13 - 14	Mon - Tue	Inspection
Dec 18 - 19	Mon - Tue	Brokerage
Jan 6 - 7	Sat - Sun	Investments
Jan 15 - 16	Mon - Tue	RE Mort Finance
Jan 17 - 18	Wed - Thu	Appraisal

HOUSTON NORTH		
Aug 12 - 13	Sat - Sun	Marketing
Aug 14 - 15	Mon - Tue	Property Mgmt
Aug 30 - 31	Wed - Thu	Commercial
Sep 6 - 7	Wed - Thu	RE Mort Finance
Sep 16 - 17	Sat - Sun	Investments
Sep 18 - 19	Mon - Tue	Power House
Oct 9 - 10	Mon - Tue	Brokerage
Oct 21 - 22	Sat - Sun	Commercial
Oct 25 - 26	Wed - Thu	Marketing
Nov 4 - 5	Sat - Sun	RE Mort Finance
Nov 6 - 7	Mon - Tue	Brokerage
Nov 15 - 16	Wed - Thu	Power House
Dec 2 - 3	Sat - Sun	Inspection
Dec 13 - 14	Wed - Thu	Marketing
Dec 20 - 21	Wed - Thu	Brokerage
Jan 13 - 14	Sat - Sun	Power House
Jan 15 - 16	Mon - Tue	Brokerage
Jan 17 - 18	Wed - Thu	RE Mort Finance

HOUSTON WEST		
Jul 22 - 23	Sat - Sun	Brokerage
Jul 26 - 27	Wed - Thu	Appraisal
Aug 9 - 10	Wed - Thu	Power House
Aug 21 - 22	Mon - Tue	RE Mort Finance
Sep 6 - 7	Wed - Thu	Property Mgmt
Sep 13 - 14	Wed - Thu	Investments
Sep 27 - 28	Wed - Thu	Commercial
Oct 7 - 8	Sat - Sun	Marketing
Oct 18 - 19	Wed - Thu	Power House
Oct 28 - 29	Sat - Sun	Brokerage
Nov 6 - 7	Mon - Tue	Marketing
Nov 15 - 16	Wed - Thu	Appraisal
Dec 6 - 7	Wed - Thu	Brokerage
Dec 13 - 14	Wed - Thu	Inspection
Dec 20 - 21	Wed - Thu	Power House
Jan 8 - 9	Mon - Tue	Marketing
Jan 20 - 21	Sat - Sun	RE Mort Finance
Jan 22 - 23	Mon - Tue	Brokerage

SAN ANTONIO		
Jul 29 - 30	Sat - Sun	Investments
Aug 9 - 10	Wed - Thu	Marketing
Aug 19 - 20	Sat - Sun	Power House
Aug 21 - 22	Mon - Tue	Property Mgmt
Sep 9 - 10	Sat - Sun	Investments
Sep 11 - 12	Mon - Tue	Inspection
Sep 20 - 21	Wed - Thu	Brokerage
Sep 30 - Oct 1	Sat - Sun	Commercial
Oct 2 - 3	Mon - Tue	Marketing
Oct 21 - 22	Sat - Sun	Brokerage
Oct 23 - 24	Mon - Tue	RE Mort Finance
Nov 1 - 2	Wed - Thu	Investments
Nov 11 - 12	Sat - Sun	Inspection
Nov 20 - 21	Mon - Tue	Power House
Dec 4 - 5	Mon - Tue	Marketing
Dec 11 - 12	Mon - Tue	Brokerage
Dec 20 - 21	Wed - Thu	Commercial
Jan 2 - 3	Tue - Wed	Inspection
Jan 10 - 11	Wed - Thu	Power House
Jan 15 - 16	Mon - Tue	Investments
Jan 27 - 28	Sat - Sun	RE Mort Finance

TREC's Requirements for First Time Sales Agent License Renewal

All active and inactive sales agents who are under the Sales Agent Apprentice Education (SAE) requirement, must complete 90 hours in qualifying real estate education and 4 hours in Legal Update I and 4 hours in Legal Update II **prior to the first two-year license term renewal**, for a total of 98 hours. **Important note: Starting Oct 1st, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.**

The 98 additional SAE hours must be submitted **at least ten days** prior to the date of renewal and on the TREC system by the end of the second year of licensure. **Champions will electronically report course certificates to TREC within 24-48 hours of completion of the course.**

2-Day SAE Classes

Day 1 & 2 8:30 AM - 4:45 PM

4-Day Evening Classes

Mon - Thu 6:00 PM - 9:45 PM

SALES AGENT APPRENTICE EDUCATION (SAE)

2-Day SAE Classes

Day 1 & 2 8:30 AM - 4:45 PM

4-Day Evening Classes

Mon - Thu 6:00 PM - 9:45 PM

CHAMPIONS LIVE

Jul 31 - Aug 1	Mon - Tue	Property Mgmt
Aug 5 - 6	Sat - Sun	Commercial
Aug 7 - 10	Mon - Thu PM	Investments
Aug 9 - 10	Wed - Thu	Appraisal
Aug 14 - 15	Mon - Tue	Brokerage
Aug 19 - 20	Sat - Sun	Power House
Aug 21 - 24	Mon - Thu PM	Power House
Aug 23 - 24	Wed - Thu	Math
Aug 28 - 29	Mon - Tue	RE Mort Finance
Sep 2 - 3	Sat - Sun	Inspection
Sep 6 - 7	Wed - Thu	Power House
Sep 11 - 12	Mon - Tue	Marketing
Sep 16 - 17	Sat - Sun	Appraisal
Sep 18 - 21	Mon - Thu PM	RE Mort Finance
Sep 20 - 21	Wed - Thu	Brokerage
Sep 25 - 26	Mon - Tue	Power House
Sep 30 - Oct 1	Sat - Sun	Inspection

CHAMPIONS LIVE

Oct 2 - 5	Mon - Thu PM	Power House
Oct 4 - 5	Wed - Thu	Appraisal
Oct 9 - 10	Mon - Tue	Commercial
Oct 14 - 15	Sat - Sun	Investments
Oct 16 - 19	Mon - Thu PM	Inspection
Oct 18 - 19	Wed - Thu	Brokerage
Oct 23 - 24	Mon - Tue	RE Mort Finance
Oct 28 - 29	Sat - Sun	Marketing
Oct 30 - Nov 2	Mon - Thu PM	Property Mgmt
Nov 1 - 2	Wed - Thu	Power House
Nov 6 - 7	Mon - Tue	Property Mgmt
Nov 11 - 12	Sat - Sun	Math
Nov 13 - 16	Mon - Thu PM	Marketing
Nov 15 - 16	Wed - Thu	RE Mort Finance
Nov 20 - 21	Mon - Tue	Brokerage
Nov 25 - 26	Sat - Sun	Power House
Nov 27 - 28	Mon - Tue	Inspection

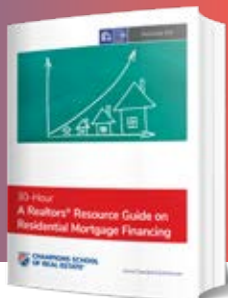
CHAMPIONS LIVE

Dec 4 - 7	Mon - Thu PM	Commercial
Dec 6 - 7	Wed - Thu	Power House
Dec 9 - 10	Sat - Sun	Property Mgmt
Dec 11 - 12	Mon - Tue	Appraisal
Dec 18 - 21	Mon - Thu PM	Investments
Dec 20 - 21	Wed - Thu	Marketing
Jan 3 - 4	Wed - Thu	Inspection
Jan 6 - 7	Sat - Sun	Power House
Jan 8 - 9	Mon - Tue	Math
Jan 15 - 18	Mon - Thu PM	Power House
Jan 17 - 18	Wed - Thu	Commercial
Jan 20 - 21	Sat - Sun	Marketing
Jan 22 - 23	Mon - Tue	Brokerage
Jan 29 - Feb 1	Mon - Thu PM	RE Mort Finance
Jan 31 - Feb 1	Wed - Thu	Appraisal
Feb 3 - 4	Sat - Sun	Inspection

HIGHLY RATED! A REALTORS Resource Guide on Residential Mortgage Financing

This course builds upon students' prior knowledge of the residential real estate market and introduces them to the activities and knowledge necessary for mortgage loan originators to make informed decisions on what is best for their clients' futures. Get a more detailed understanding of the process and products available to homebuyers.

Available in all campuses and on ChampionsLive!



Sales Agent Apprentice Education

	Delivery	Course #	Hours
Real Estate Marketing: Power House Training		527	30
Property Management		851	30
Real Estate Brokerage*		751	30
Real Estate Law		335	30
Real Estate Investment		935	30
Real Estate Marketing: Commercial Real Estate		545	30
Real Estate Math		651	30
Real Estate Marketing		551	30
Residential Inspection for Real Estate Agents		1035	30
A REALTORS® Resource Guide on Residential Mortgage Financing		426	30
Real Estate Appraisal: Fundamentals		226	30

* Mandatory after Oct 1st, 2023

REAL ESTATE BROKER LICENSING

Champions School of Real Estate has all the classes you need to meet the education requirements for a real estate broker license. We encourage our students to work towards a real estate broker license once they become licensed real estate agents. A real estate broker license will give you instant credibility because it is recognized by the general public.

Why should you get your real estate broker license?

- If you have a bachelor's degree or higher, you may need only one additional course with your college hours to take your broker's test
- Broker associates can stay with their current firm or open their own brokerage
- It is only an additional \$10.41 per month to renew as an individual real estate broker versus a sales agent
- No college required — ask a career counselor for a complimentary “Broker Plan of Attack” or go online and use the interactive form

Calculating the 360 Experience Points

You must accumulate at least 360 points to qualify for a real estate broker's license based on experience as a real estate license holder. An applicant must also be actively licensed as a real estate sales agent or broker for a minimum period of 4 years during the 5 years preceding the date the application is filed.

- Only experience gained during the period beginning 5 years before the date the broker application is filed may be used for this report. You must have performed at least one transaction per year for at least 4 of the last 5 years.
- Multiply the number of transactions performed by the point value indicated to arrive at the points earned for that transaction type.
- Add the points earned for each transaction type to arrive at your total points for that category.
- You must maintain documentation to support your claim for experience, which may include executed contracts, settlement statements, etc., that clearly demonstrate your active participation.

Go to www.Championsschool.com/real-estate/tx/broker/license/ to get more details.

Broker Program	Hours	Delivery	Price
10-Course Broker Program (for licensed agents) Start working towards your real estate broker license today and receive \$30 off each course when purchasing this package!	300		\$1350 SAVE \$300
5-Course Broker Program (for licensed REALTORS®) Choose any 5 core courses towards your real estate broker license.	150		\$725 SAVE \$100
Broker Exam Prep Course			\$120

Texas Real Estate Broker License Requirements

- 360 experience points in 4 of the last 5 years using the TREC point system (see sidebar on the right)
- 900 total education hours — we have them for you!
- **270 hours of core real estate courses**
 - ✓ Includes all core Texas real estate courses taken to date
 - ✓ Pre-licensing and SAE courses
 - ✓ 30-hour Texas Real Estate Brokerage course; the Real Estate Brokerage course cannot be taken more than two years before applying for the real estate broker license
- **630 hours of related courses**
 - ✓ A bachelor's degree will count for 630 hours towards your real estate broker license
 - ✓ CE, designations, all electives, and core courses count if you are not using college credit — we have them at Champions!
 - ✓ Certificates and hours never expire towards real estate broker education licensing

Category and Transaction Types*	Points Earned Per Transaction
Residential Single Family, Condo, Co-op Unit, Multi-family (1 to 4-unit), Apartment Unit Lease	
1. Closed purchase or sale — improved property	30
2. Closed purchase or sale — unimproved residential lot	30
3. Executed lease — landlord or tenant (new)	5
4. Property management — per property	2.5
Commercial Apartment (5+ units), Office, Retail, Industrial, Mixed Use, Hotel, Parking, Specialty, Other	
5. Closed purchase or sale — improved property	50
6. Closed purchase or sale — unimproved property	50
7. Executed lease — landlord or tenant (new, renewal)	10
8. Property management — per property	15
Farm and Ranch, Unimproved Land Farm and Ranch (With Residence, Improved, or Unimproved), or Unimproved Land	
9. Closed purchase or sale — improved property	30
10. Closed purchase or sale — unimproved residential lot	30
11. Executed lease — landlord or tenant (new)	5
12. Property management — (per property)	5
Brokerage Team Management, Delegated Supervision Written (Delegation by Broker Required, at Least 1 Agent Supervised)	
13. Number of months per year as a delegated supervisor	12

*All claimed transactions are subject to verification. In order to claim experience points, the applicant must be able to provide documentation, such as an executed contract, settlement statements, etc., that clearly demonstrates the active participation of the applicant in each transaction.

TRY OUR INTERACTIVE BROKER PLAN OF ATTACK

www.ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/interactive/



NEW STUDENT ACCOUNT FEATURES!

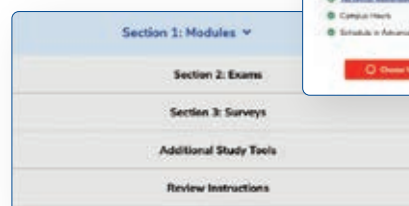
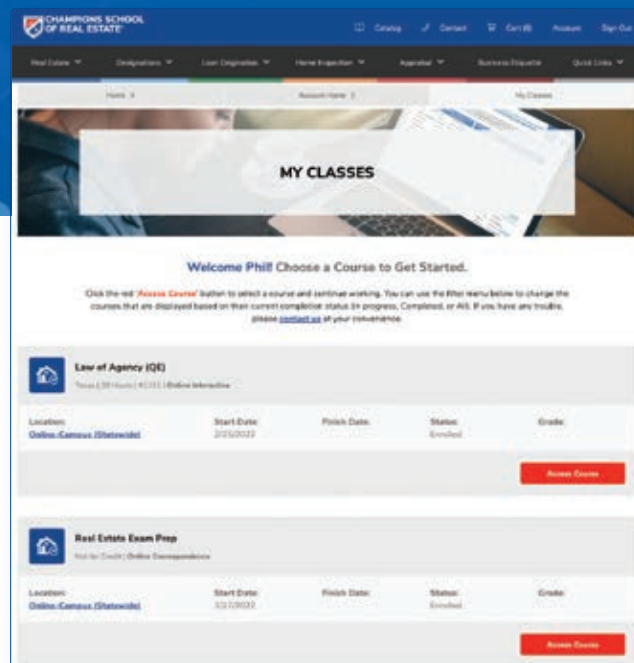
Every Student Now Has an Online Portal With Additional Study Resources



Check Out Our New Student Account Page!

The updated features and tools are designed to facilitate your success as a real estate student. With an unmatched online experience, our student portal will empower you to take courses on your own time and from any device. It was specifically developed for student flexibility and provides an excellent user experience. Here's what you'll get:

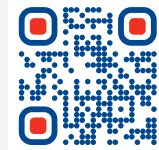
- ✓ **A user-friendly Main Portal** — The launch pad of your real estate journey. From here you'll be able to enroll for more courses, view your schedule, or edit your student profile.
- ✓ **A new My Classes page** — Get your Zoom links for ChampionsLive classes, completion certificates, and approval numbers here. You can also check the completion status of every purchased class on this page.
- ✓ **How-to lists for completing classes** — On the information page of each class, you'll find a detailed list of to-dos that will guide you through completing the course.
- ✓ **Easy class navigation** — View and access each part of the course with no trouble. Materials, quizzes, and exams are easy to find, too.
- ✓ **A virtual video tour** — Need help getting started? Our tutorial video will show you how to make the most out of the student portal.
- ✓ **Virtual exam proctoring** — Take your tests from the comfort of your home with our free online proctoring feature.
- ✓ **Instructors that are reachable** — Through the student support form, you can reach out to instructors with content-related questions. At Champions, we strive to always respond within one business day.
- ✓ **Live online support specialists** — Having trouble with a course or schedule? Chat with a member of our support team and get technical issues fixed right away.
- ✓ **An accessible navigation menu** — You'll never waste time searching for it. The navigation menu stays at the top of the page no matter how far down you scroll.
- ✓ **Student Support FAQs** — A much-needed resource for new and veteran students alike.



NEW DELIVERY METHOD!

Online Interactive Real Estate Classes

Now available for all levels of real estate education:
Qualifying, Sales Agent Apprentice, and Continuing Education.



Scan to learn
more on website



Immersive Online Interactive Course Features:

- Engaging animations and videos
- Bookmarking/progress tracking
- 24/7 course access
- Cross platform compatibility
- Exam proctoring included

What is a Mobile Web App?

Any device with access to a web browser and a stable internet connection will give you access to our new real estate classes! There are no downloads or installations needed!



Which Delivery Method is Right for You?

The choice is yours! Based on your schedule or learning style, Champions School of Real Estate offers four unique delivery methods for your Texas real estate license courses. The best part? You don't have to pick just one, you can transfer between delivery methods at any time. That's the Champions Advantage!



For more info or questions
contact a counselor on chat or
call a campus at 800-284-1525



	Online Interactive	Online Correspondence
Cross-platform Software	✓	✓
Desktop / Tablet / Mobile	✓	✓
Online Exam Proctoring	✓	✓
24/7 Course Access	✓	✓
Engaging Videos	✓	
Animated Content	✓	
Interactive Content	✓	
Timed Chapter Modules	✓	
Progress Tracking	✓	
Downloadable Textbook		✓
Self-Paced		✓
Program	6-Course Licensing Program + Exam Prep	
Price	\$980	\$980
Savings	\$130	\$130

REAL ESTATE CONTINUING EDUCATION (CE)

NEW 18-HOUR CE PROGRAM! MODERN APPROACHES TO REAL ESTATE BUSINESS

\$119 | 18-HOUR CE PROGRAM

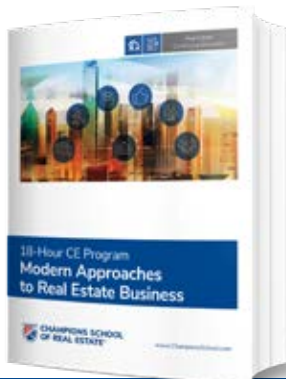
Hone your ability to connect with clients and learn to establish positive, collaborative business relationships. This program fulfills all sales agent continuing education requirements set forth by TREC.

Learn about:

- Integrating emotional intelligence into business models
- How to cater marketing strategies to each generation
- Using social media marketing to attract business
- Data management and data theft protection
- Utilizing the latest real estate websites and apps
- The Landlord and Tenant Act
- Early lease termination
- Landlord duties, including repairs
- Health and safety obligations

CE program includes:

- 8-Hour Legal Update I & II
- 3-Hour Emotional Intelligence in Real Estate
- 3-Hour Essential Topics: 3-hour Contract Review
- 2-Hour Know Your Landlord and Tenant Rights
- 2-Hour Technology Update



MEET ALLAN,

our esteemed instructor with nearly 40 years of instructional experience at Champions School of Real Estate. With a wealth of expertise in various areas, he has been instrumental in teaching a wide range of continuing and qualifying education courses.

But that's not all! Beyond his passion for real estate, Allan is a tech enthusiast and avid car collector. Join his class and benefit from his vast knowledge and engaging teaching style. Enroll today and learn from a true industry expert!



AUSTIN	
Aug 10 - 11	Thu/Fri
Sep 7 - 8	Thu/Fri
Oct 5 - 6	Thu/Fri
Nov 2 - 3	Thu/Fri
Dec 7 - 8	Thu/Fri
Jan 11 - 12	Thu/Fri

HOUSTON GALLERIA	
Aug 14 - 15	Mon/Tue
Sep 18 - 19	Mon/Tue
Oct 16 - 17	Mon/Tue
Nov 13 - 14	Mon/Tue
Dec 4 - 5	Mon/Tue
Jan 15 - 16	Mon/Tue

DALLAS	
Jul 27 - 28	Thu/Fri
Aug 24 - 25	Thu/Fri
Sep 21 - 22	Thu/Fri
Oct 26 - 27	Thu/Fri
Nov 16 - 17	Thu/Fri
Dec 18 - 19	Mon/Tue
Jan 25 - 26	Thu/Fri

HOUSTON NORTH	
Jul 17 - 18	Mon/Tue
Aug 28 - 29	Mon/Tue
Sep 25 - 26	Mon/Tue
Oct 23 - 24	Mon/Tue
Nov 27 - 28	Mon/Tue
Dec 27 - 28	Wed/Thu
Jan 22 - 23	Mon/Tue

FORT WORTH	
Jul 20 - 21	Thu/Fri
Aug 17 - 18	Thu/Fri
Sep 14 - 15	Thu/Fri
Oct 19 - 20	Thu/Fri
Nov 8 - 9	Thu/Fri
Dec 14 - 15	Thu/Fri
Jan 11 - 12	Thu/Fri

SAN ANTONIO	
Jul 20 - 21	Thu/Fri
Aug 17 - 18	Thu/Fri
Sep 14 - 15	Thu/Fri
Oct 19 - 20	Thu/Fri
Nov 9 - 10	Thu/Fri
Dec 14 - 15	Thu/Fri
Jan 18 - 19	Thu/Fri

CHAMPIONSLIVE WITH ALLAN HANCOCK

Aug 21 - 22	Mon/Tue
Sep 11 - 12	Mon/Tue
Oct 9 - 10	Mon/Tue
Oct 30 - 31	Mon/Tue
*Nov 29 - 30	Wed/Thu
Dec 18 - 19	Mon/Tue
Jan 8 - 9	Mon/Tue
Jan 29 - 30	Mon/Tue

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
5:30 PM - 7:30 PM	Technology Update 42238
Day 2 Schedule	
8:30 AM - 11:30 AM	Contract Review 44460
12:30 PM - 2:30 PM	Landlord/Tenant Rights 45377
2:30 PM - 5:30 PM	Emotional Intelligence 46133

* Allan Hancock will not be teaching November 29 - 30, 2023

TEXAS COMPLETE WITH BROKER RESPONSIBILITY

\$119 | 18-HOUR CE PROGRAM



The Broker Responsibility course included in this program is required by TREC for brokers who sponsor sales agents, brokers of entities that sponsor sales agents, and delegated supervisors of sales agents. This program fulfills all sales agent continuing education requirements set forth by TREC.

Learn about:

- Rules regarding teams, delegated supervisors, and broker associates
- Meeting competency and training requirements for agents
- Policy and procedure requirements for brokerages
- TREC advertising rules, enforcement, and complaints

CE program includes:

- 8-Hour TREC Legal Update I & II
- 6-Hour Broker Responsibility Course (2023-2024)
- 3-Hour Essential Topics: 3-hour Contract Review
- 1-Hour Technology in Real Estate



AUSTIN	
Aug 10 - 11	Thu/Fri
Sep 7 - 8	Thu/Fri
Oct 5 - 6	Thu/Fri
Nov 2 - 3	Thu/Fri
Dec 7 - 8	Thu/Fri
Jan 11 - 12	Thu/Fri

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
5:30 PM - 6:30 PM	Tech in Real Estate 44942

Day 2 Schedule	
8:30 AM - 11:30 AM	Contract Review 44460
12:30 PM - 6:30 PM	Broker Responsibility 44547

DALLAS	
Aug 24 - 25	Thu/Fri
Sep 21 - 22	Thu/Fri
Oct 26 - 27	Thu/Fri
Nov 16 - 17	Thu/Fri
Dec 18 - 19	Mon/Tue
Jan 25 - 26	Thu/Fri

HOUSTON WEST	
Aug 15 - 16	Tue/Wed
Sep 19 - 20	Tue/Wed
Oct 17 - 18	Tue/Wed
Nov 14 - 15	Tue/Wed
Dec 19 - 20	Tue/Wed
Jan 16 - 17	Tue/Wed

FORT WORTH	
Aug 17 - 18	Thu/Fri
Sep 14 - 15	Thu/Fri
Oct 19 - 20	Thu/Fri
Nov 9 - 10	Thu/Fri
Dec 14 - 15	Thu/Fri
Jan 11 - 12	Thu/Fri

SAN ANTONIO	
Aug 17 - 18	Thu/Fri
Sep 14 - 15	Thu/Fri
Oct 19 - 20	Thu/Fri
Nov 9 - 10	Thu/Fri
Dec 14 - 15	Thu/Fri
Jan 18 - 19	Thu/Fri

HOUSTON GALLERIA	
Aug 28 - 29	Mon/Tue
Sep 27 - 28	Wed/Thu
Oct 7 - 8	Sat/Sun
Nov 4 - 5	Sat/Sun
Dec 11 - 12	Mon/Tue
Jan 10 - 11	Wed/Thu

CHAMPIONSLIVE	
Aug 14 - 15	Mon/Tue
Sep 5 - 6	Tue/Wed
Sep 18 - 19	Mon/Tue
Sep 25 - 26	Mon/Tue
Oct 2 - 3	Mon/Tue
Oct 16 - 17	Mon/Tue
Oct 23 - 24	Mon/Tue
Nov 13 - 14	Mon/Tue
Nov 27 - 28	Mon/Tue
Dec 4 - 5	Mon/Tue
Dec 11 - 12	Mon/Tue
Dec 27 - 28	Wed/Thu
Jan 15 - 16	Mon/Tue
Jan 22 - 23	Mon/Tue

HOUSTON NORTH	
Aug 28 - 29	Mon/Tue
Sep 25 - 26	Mon/Tue
Oct 23 - 24	Mon/Tue
Nov 27 - 28	Mon/Tue
Dec 27 - 28	Mon/Tue
Jan 22 - 23	Mon/Tue

COMMERCIAL REAL ESTATE

\$119 | 18-HOUR CE PROGRAM



Hoping to learn more about the competitive yet lucrative world of commercial real estate? This program is a great starting point for those trying to break into the field and a great refresher for experienced commercial agents. This program fulfills all sales agent continuing education requirements set forth by TREC.

Learn about:

- Office properties, industrial, hospitality, retail, and more
- Prospecting and growing a client base
- Technology in marketing and data management trends
- Leasing practices and procedures
- Commercial transactions, contract to closing
- Investing in commercial real estate

CE program includes:

- 8-Hour TREC Legal Update I & II
- 7-Hour Selected Topics in Commercial Real Estate
- 3-Hour Contract Review



CHAMPIONSLIVE	
Aug 21 & 23	Mon/Wed
Sep 18 & 20	Mon/Wed
Oct 16 - 18	Mon/Wed
Nov 27 & 29	Mon/Wed
Dec 18 & 20	Mon/Wed
Jan 22 & 24	Mon/Wed

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
Day 2 Schedule	
8:30 AM - 4:30 PM	Select Commercial 44938
4:30 PM - 7:30 PM	Contract Review 44460

ELECTIVE CE



FARM & RANCH REAL ESTATE

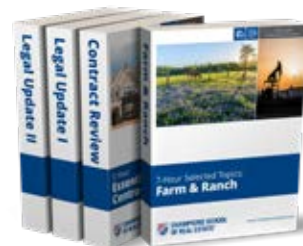
\$119 | 18-HOUR CE PROGRAM



Dig deep into farm and ranch real estate and learn how to succeed in this niche industry. This program fulfills all sales agent continuing education requirements set forth by TREC.

Learn about:

- Exclusive right-to-sell listing agreements
- Farm and ranch contracts
- Fiduciary duties and responsibilities
- USDA loans and policies
- Mineral rights, wind rights, water rights
- Environmental concerns and endangered species



CE program includes:

- 8-Hour TREC Legal Update I & II
- 7-Hour Selected Topics in Farm & Ranch
- 3-Hour Essential Topics: 3-hour Contract Review

CHAMPIONSLIVE		Day 1 Schedule	
Aug 7 & 9	Mon/Wed	8:30 AM - 12:30 PM	Legal Update I 42039
Sep 5 & 7	Tue/Thu	1:30 PM - 5:30 PM	Legal Update II 42040
Oct 2 & 4	Mon/Wed	Day 2 Schedule	
Nov 6 & 8	Mon/Wed	8:30 AM - 4:30 PM	Farm & Ranch 44940
Dec 4 & 6	Mon/Wed	4:30 PM - 7:30 PM	Contract Review 44460

PROPERTY MANAGEMENT

\$119 | 18-HOUR CE PROGRAM



Take your knowledge of property management to the next level and learn how to handle any tenant or owner issue. This program fulfills all sales agent continuing education requirements set forth by TREC.

Learn about:

- Working with property owners
- Setting rental rates
- Property maintenance and security
- Handling emergencies
- Marketing properties and filling vacancies
- Residential and commercial leasing
- Insurance and legal matters
- Contracts and management agreements

CE program includes:

- 7-Hour Selected Topics in Property Management
- 8-Hour TREC Legal Update I & II
- 3-Hour Essential Topics: 3-hour Contract Review

CHAMPIONSLIVE	
Aug 14 & 16	Mon/Wed
Sep 11 & 13	Mon/Wed
Oct 9 & 11	Mon/Wed
Nov 13 & 15	Mon/Wed
Dec 11 & 13	Mon/Wed
Jan 15 & 17	Mon/Wed

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
Day 2 Schedule	
8:30 AM - 4:30 PM	Property Management 44936
4:30 PM - 7:30 PM	Contract Review 44460



MANDATORY CE

ESSENTIAL TOPICS: 3-HR CONTRACT REVIEW

\$30 | 3-HOUR CE COURSE



Learn to avoid critical contract mistakes and hone your contract knowledge in this review. This course satisfies the 3-hour contract review requirement for continuing education set forth by TREC.

AUSTIN	
Aug 11	Fri
Sep 8	Fri
Oct 6	Fri
Nov 3	Fri
Dec 8	Fri
Jan 12	Fri

FORT WORTH	
Aug 18	Fri
Sep 15	Fri
Oct 20	Fri
Nov 10	Fri
Dec 15	Fri
Jan 12	Fri

HOUSTON GALLERIA (CONT)	
Nov 5	Sun
Nov 14	Tue
Dec 5	Tue
Dec 12	Tue
Jan 11	Thu
Jan 16	Tue

HOUSTON NORTH	
Aug 29	Tue
Sep 26	Tue
Oct 24	Tue
Nov 28	Tue
Dec 12	Tue
Jan 23	Tue

DALLAS	
Aug 25	Fri
Sep 22	Fri
Oct 27	Fri
Nov 17	Fri
Dec 19	Tue
Jan 26	Fri

HOUSTON GALLERIA	
Aug 15	Tue
Aug 29	Tue
Sep 19	Tue
Sep 28	Thu
Oct 8	Sun
Oct 17	Tue

HOUSTON WEST	
Aug 16	Wed
Sep 19	Wed
Oct 18	Wed
Nov 15	Wed
Dec 20	Wed
Jan 17	Wed

Online Interactive™ is a self-guided delivery method that can be completed remotely on any desktop or mobile device.

This delivery method is available for **Essential Topics: 3-Hr Contract Review and Legal I & II**.

SAN ANTONIO	
Aug 18	Fri
Sep 15	Fri
Oct 20	Fri
Nov 10	Fri
Dec 15	Fri

CHAMPIONSLIVE

Classroom Schedule

8:30 AM - 11:30 AM Contract Review 44460

TREC LEGAL UPDATE I & II (2022-2023)

\$80 | 8-HOUR CE PROGRAM



Brush up on crucial legal issues and get key updates in this two-course program. This course satisfies the 8-hour legal update requirement for continuing education set forth by TREC.

Legal Update I:

- TREC rule and legislative changes
- Promulgated forms updates
- Fair housing complaints
- Disabilities and discrimination

Legal Update II:

- Fiduciary duties and ethical behavior
- Broker's price opinions (BPOs)
- Water and mineral rights
- Ad valorem taxes and valuation

Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040

AUSTIN	
Aug 10	Thu
Sep 7	Thu
Oct 5	Thu
Nov 2	Thu
Dec 7	Thu
Jan 11	Thu

DALLAS	
Aug 24	Thu
Sep 21	Thu
Oct 26	Thu
Nov 16	Thu
Dec 18	Mon
Jan 25	Thu

FORT WORTH	
Aug 17	Thu
Sep 14	Thu
Oct 19	Thu
Nov 9	Thu
Dec 14	Thu
Jan 11	Thu

HOUSTON GALLERIA	
Aug 14	Mon
Aug 28	Mon
Sept 18	Mon
Sep 27	Wed

HOUSTON GALLERIA (CONT)	
Oct 7	Sat
Oct 16	Mon
Nov 4	Sat
Nov 13	Mon
Dec 4	Mon
Dec 11	Mon
Jan 10	Wed
Jan 15	Mon

HOUSTON NORTH	
Aug 28	Mon
Sep 25	Mon
Oct 23	Mon
Nov 27	Mon
Dec 11	Mon
Jan 22	Mon

HOUSTON WEST	
Aug 15	Tue
Sep 18	Tue
Oct 17	Tue
Nov 14	Tue
Dec 19	Tue
Jan 16	Tue

SAN ANTONIO	
Aug 17	Thu
Sep 14	Thu

SAN ANTONIO (CONT)	
Oct 19	Thu
Nov 9	Thu
Dec 14	Thu

CHAMPIONSLIVE	
Aug 7	Mon
Aug 14	Mon
Aug 21	Mon
Sep 5	Tue
Sep 11	Mon
Sep 18	Mon
Sep 25	Mon
Oct 2	Mon
Oct 9	Mon
Oct 16	Mon
Oct 23	Mon
Oct 30	Mon
Nov 6	Mon
Nov 13	Mon
Nov 20	Mon
Nov 27	Mon
Dec 4	Mon
Dec 11	Mon
Dec 18	Mon
Dec 27	Wed
Jan 8	Mon
Jan 15	Mon
Jan 22	Mon
Jan 29	Mon

DESIGNATIONS & CERTIFICATIONS



REBI top provider in the USA
for designation and certification
student enrollments in 2022!

ACCREDITED BUYER'S REPRESENTATIVE

DESIGNATION

Improve your marketability as a buyer's agent with this widely-recognized credential.

Learn how to:

- Help aspiring homeowners with every step of the process
- Define your value to clients as a buyer's representative
- Hold buyer counseling sessions and build trust with new clients
- Troubleshoot to fix any issue that might arise
- Negotiate for your homebuyers and formulate competitive offers

Steps

1) Complete the ABR course

The two-day, 15-hour Accredited Buyer's Representative (ABR) course is delivered in the virtual classroom at Champions School of Real Estate.

2) Complete an elective course

The elective course must be ABR-approved and worth at least 8 credit hours. Most electives may also be used for CE credit. All elective-eligible courses are listed below.

3) Finalize at least 5 transactions

You must complete at least 5 transactions as a buyer's representative (no dual agency). This may include up to 2 leases.

4) Apply

Submit the ABR designation application to the National Association of REALTORS® (NAR).

5) Maintain active status

Remain in good standing with the Real Estate Buyer's Agent Council (REBAC) and NAR.

ABR Course Options

~~\$389~~
\$369
SAVE \$20!

23
CE Hours

ABR Program
Course + Elective

This program includes the individual ABR course and a required 8-hour elective. Choose from one of the following courses:

- New Home Construction
- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Marketing Strategy and Lead Generation
- Home Finance Resource

There are other courses that satisfy the ABR elective requirement, but they are longer than 8 hours and thus not included with this program. The ABR electives we offer are identified in this catalog.

\$250

15
CE Hours

ABR Course

You may take this course by itself for elective CE credit. In order to receive the ABR designation on your license, you must also meet the other requirements.



CHAMPIONSLIVE

Aug 2 - 3 Wed/Thu

Sep 6 - 7 Wed/Thu

Oct 4 - 5 Wed/Thu

Nov 1 - 2 Wed/Thu

Dec 6 - 7 Wed/Thu

Jan 3 - 4 Wed/Thu

Feb 7 - 8 Wed/Thu

Day 1 & 2 Schedule

8:30 AM - 4:45 PM

ABR: 39438



Annual dues are waived for the first year. Fee is \$110 thereafter.

		Page #	ABR Elective	SRS Elective
Accredited Buyer's Representative Course		26		✓
Accredited Luxury Home Specialist		30		
Certified Home Marketing Specialist		31		
Home Finance Resource		28	✓	✓
Military Relocation Professional		29	✓	✓
Marketing Strategy & Lead Generation		30	✓	

Designations & Certifications...What's the Difference?

Designations
Real estate credentials that require annual dues

Certifications
Real estate credentials that require an application fee, but no annual dues

SELLER REPRESENTATIVE SPECIALIST

DESIGNATION

Become a highly sought-after seller's agent with this invaluable designation.

Learn how to:

- Craft a value proposition that identifies why clients should choose you over the competition
- Prepare for listing presentations and seller meetings
- Identify probable buyers for specific properties using statistics and contemporary methods
- Design marketing assets that create high consumer engagement
- Arrange improvements, remodeling, and property staging
- Navigate all challenges during the closing process

Steps

- 1) Complete the SRS course**
The two-day, 15-hour Seller Representative Specialist (SRS) Designation Course is delivered in the virtual classroom at Champions School of Real Estate.
- 2) Complete an elective course**
The elective course must be SRS-approved and worth at least 8 credit hours. Most electives may also be used for CE credit. All elective-eligible courses are listed below.
- 3) Transaction history**
Submit documentation of at least 3 transactions in which you acted as a seller's representative.
- 4) Apply**
Submit the SRS designation application to the Real Estate Business Institute (REBI).
- 5) Maintain active status**
Remain in good standing with the National Association of REALTORS® (NAR) and in the Real Estate Business Institute (REBI).

Annual dues are waived for the first year. Fee is \$99 thereafter.

SRS Course Options

\$389 \$369 SAVE \$20!	23 CE Hours	SRS Program Course + Elective
--	-----------------------	---

This program includes the individual SRS course and a required 8-hour elective. Choose from one of the following courses:

- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Home Finance Resource

There are other courses that satisfy the SRS elective requirement, but they are longer than 8 hours and thus not included with this program. The SRS electives we offer are identified in this catalog.

\$250	15 CE Hours	SRS Course
--------------	-----------------------	-------------------

You may take this course by itself for CE credit. In order to receive the SRS designation on your license, you must also meet the other requirements.



SELLER REPRESENTATIVE SPECIALIST

CHAMPIONSLIVE

Aug 9 - 10	Wed/Thu
Sep 13 - 14	Wed/Thu
Oct 11 - 12	Wed/Thu
Nov 8 - 9	Wed/Thu
Dec 20 - 21	Wed/Thu
Jan 17 - 18	Wed/Thu
Feb 21 - 22	Wed/Thu

Day 1 & 2 Schedule

8:30 AM - 4:45 PM
SRS: 32071

		Page #	ABR Elective	SRS Elective
New Home Construction	NHC	31	✓	
Pricing Strategy Advisor	PSA	28	✓	✓
Real Estate Negotiation Expert	RENE	29	✓	✓
Real Estate Professional Assistant	REPA	31		
Seniors Real Estate Specialist	SRES	30	✓	✓
Seller Representative Specialist	SRS	27	✓	

SPECIALTY PROGRAMS

ABR Program

23 CE Hours

Courses included in this program:

- Accredited Buyer Representative (ABR) core class
- One elective:
NHC, MRP, PSA, HFR, or MSLG

~~\$389~~
\$369
SAVE \$20

SRS Program

23 CE Hours

Courses included in this program:

- Seller Representative Specialist (SRS) core class
- One elective:
MRP, PSA, or HFR

~~\$389~~
\$369
SAVE \$20

ADD-ONS

11-Hour CE

Courses included in this program:

- Legal Update I & II
- Contract Review

~~\$110~~ **\$80**

8-Hour CE

Courses included in this program:

- Legal Update I & II

~~\$80~~ **\$60**

TREC requires agents to complete 18 hours of CE every two years, including 8-Hour Legal Update I & II and 3-Hour Contract Review. These can be added to any designation at a discounted price.

Legal Update I: 42039; Legal Update II: 42040; Contract Review: 44363

PRICING STRATEGY ADVISOR (PSA)

CERTIFICATION

Nail down the comparative market analysis (CMA) and become an invaluable counsel to both sellers and buyers.

Steps

- 1) Complete the one-day Pricing Strategies: Mastering the CMA (PSA) course at Champions School of Real Estate
- 2) Pay the one-time credentialing fee of \$179 to the National Association of REALTORS® (NAR)
- 3) Remain in good standing with NAR

PSA Course Information

\$139

8
CE Hours

ABR & SRS
Elective

Learn how to:

- Perform a CMA to estimate the probable selling price of a property
- Analyze neighborhoods, regional markets, and trends
- Adjust comparables using averages and cost data
- Discuss CMA conclusions and implications with clients



CHAMPIONSLIVE

Aug 18	Fri
Sep 22	Fri
Oct 20	Fri
Nov 17	Fri
Dec 22	Fri
Jan 19	Fri
Feb 23	Fri
Schedule	
8:30 AM - 5:15 PM	
PSA: 33058	

HOME FINANCE RESOURCE

CERTIFICATION

Help aspiring homeowners navigate the complicated process of home financing.

Steps

- 1) Complete the one-day Home Finance Resource (HFR) course at Champions School of Real Estate
- 2) Pay the one-time credentialing fee of \$89 to the National Association of REALTORS® (NAR)
- 3) Remain in good standing with NAR

HFR Course Information

\$139

8
CE Hours

ABR & SRS
Elective

Learn how to:

- Lead buyers through loan prequalification, preapproval, and financing processes
- Implement Fair Housing practices and the NAR Code of Ethics
- Communicate market conditions to buyers
- Explain the different types of mortgage products, processes, and application requirements
- Help buyers with low credit scores secure financing



CHAMPIONSLIVE

Aug 24	Thu
Oct 26	Thu
Jan 11	Thu
Schedule	
8:30 AM - 5:15 PM	
HFR: 43988	

BUNDLED PROGRAMS

10-Course Program

110 CE Hours

Courses included in this program:

- ABR
- ALHS
- CHMS
- MRP
- NHC
- PSA
- RENE
- SRES
- SRS
- MSLG

~~\$2084~~
\$1904
SAVE \$180

5-Course Program

47 CE Hours

Courses included in this program:

- Certified Home Marketing Specialist
- New Home Construction
- Pricing Strategies: Mastering the CMA Course
- Real Estate Negotiation Expert

~~\$1017~~
\$942
SAVE \$75

3-Course Program

31 CE Hours

Courses included in this program:

- Pricing Strategies: Mastering the CMA Course
- Real Estate Negotiation Expert

~~\$639~~
\$609
SAVE \$30

REAL ESTATE DESIGNATIONS & CERTIFICATIONS

MILITARY RELOCATION PROFESSIONAL

CERTIFICATION

Help veterans and active-duty service members navigate relocation, DoD housing policy, and home financing.

Steps

- 1) Complete the one-day Military Relocation Professional (MRP) course at Champions School of Real Estate
- 2) Pay the one-time credentialing fee of \$195 to the National Association of REALTORS® (NAR)
- 3) Remain in good standing with NAR

MRP Course Information

\$139

8

CE Hours

ABR & SRS
Elective

Learn how to:

- Interpret how Department of Defense policies impact service members' housing
- Guide service members through the permanent change-of-station (PCS) process
- Explain the basics of Veterans Affairs (VA) financing and connect prospective buyers with VA financing lenders
- Compare military basic allowance for housing (BAH) rates to market area home prices, mortgage rates, and rents



CHAMPIONS LIVE

Aug 11	Fri
Sep 15	Fri
Oct 13	Fri
Nov 10	Fri
Dec 15	Fri
Jan 12	Fri
Feb 16	Fri

Schedule

8:30 AM - 5:15 PM

MRP: 42557

REAL ESTATE NEGOTIATION EXPERT

CERTIFICATION

Enhance your communication tactics with the only NAR-recognized negotiation credential.

Steps

- 1) Complete the two-day Real Estate Negotiation Expert (RENE) course at Champions School of Real Estate
- 2) Pay the one-time credentialing fee of \$159 to the National Association of REALTORS® (NAR)
- 3) Remain in good standing with NAR

RENE Course Information

\$250

15

CE Hours

ABR & SRS
Elective

Learn how to:

- Navigate through the different types and phases of negotiations
- Establish a strong bargaining position using various negotiation concepts
- Adjust communication styles on the fly to achieve optimal results
- Negotiate via all media (by phone, email, text, or video call)
- Recognize negotiation tactics and patterns



CHAMPIONS LIVE

Jul 31 - Aug 1	Mon/Tue
Aug 28 - 29	Mon/Tue
Sep 25 - 26	Mon/Tue
Oct 30 - 31	Mon/Tue
Nov 27 - 28	Mon/Tue
Jan 2 - 3	Tue/Wed
Feb 5 - 6	Mon/Tue

Day 1 & 2 Schedule

8:30 AM - 4:45 PM

RENE: 32213



ACCREDITED LUXURY HOME SPECIALIST

DESIGNATION

Thrive in the world of luxury real estate and join the Luxury Home Council's registry of agents with this esteemed designation.

Steps

- 1) Complete the Accredited Luxury Home Specialist (ALHS) course at Champions School of Real Estate
- 2) Close two transactions in the luxury home field (where the purchase price is at least twice the average sales price in the market) within 2 years of taking the course
- 3) Maintain membership in the Luxury Home Council (annual dues are \$99) and your real estate regulatory agency

The first year of membership is complimentary.

SENIORS REAL ESTATE SPECIALIST

DESIGNATION

Support seniors in all housing issues and gain a thorough understanding of how government policies impact senior housing concerns.

Steps

- 1) Complete the two-day Seniors Real Estate Specialist (SRES) course
- 2) Remain in good standing with the National Association of REALTORS® (NAR) and in the SRES council (annual dues are \$99)

Annual dues are waived for the first year. Fee is \$99 thereafter.

ALHS Course Information

\$289

10
CE Hours

Learn how to:

- Market to affluent clients and develop a reliable luxury client base
- Negotiate as a luxury home specialist
- Master the first impression and make luxury clients feel special
- Prepare for luxury home showings
- Cater your services to various luxury consumer types



CHAMPIONSLIVE

Jul 26 - 27	Wed/Thu
Aug 30 - 31	Wed/Thu
Sep 27 - 28	Wed/Thu
Oct 18 - 19	Wed/Thu
Nov 14 - 15	Tue/Wed
Dec 12 - 13	Tue/Wed
Jan 24 - 25	Wed/Thu
Feb 21 - 22	Wed/Thu

Day 1 & 2 Schedule

8:30 AM - 4:45 PM

ALHS: 42551

SRES Course Information

\$250

15
CE Hours

ABR & SRS
Elective

Learn how to:

- Differentiate between senior housing options, from age-restricted communities to assisted living facilities
- Assist seniors with Housing for Older Persons Act (HOPA) applications
- Use of pensions, 401(k) accounts, and IRAs in real estate transactions
- Explain how Medicare, Medicaid, and Social Security affect real estate decisions
- Protect clients from mortgage finance and loan schemes that target seniors
- Adapt presentation and counseling methods for senior clients



CHAMPIONSLIVE

Aug 16 - 17	Wed/Thu
Sep 20 - 21	Wed/Thu
Oct 18 - 19	Wed/Thu
Nov 8 - 9	Wed/Thu
Dec 27 - 28	Wed/Thu
Jan 31 - Feb 1	Wed/Thu

Day 1 & 2 Schedule

8:30 AM - 4:45 PM

SRES: 31836

MARKETING STRATEGY & LEAD GENERATION

\$139

8
CE Hours

COURSE

ABR
Elective

Stand out from the crowd and build a unique and balanced marketing strategy that works in today's market.

Learn how to:

- Develop an effective marketing strategy and define your own brand
- Create a unique value proposition and demonstrate your appeal to clients
- Determine your target market and carry out appropriate marketing techniques to reach your audience
- Leverage social media for marketing purposes and lead generation
- Track and measure your marketing efforts
- Follow up and convert potential leads into lifelong clients



CHAMPIONSLIVE

Jul 28	Fri
Sep 29	Fri
Dec 1	Fri
Jan 26	Fri
Schedule	
8:30 AM - 5:15 PM	
MSLG: 38540	





CHMS Course Information

\$239 **8**
CE Hours

Learn how to:

- Properly stage homes to ensure they will sell
- Address awkward and difficult issues such as clutter, odors, and pets
- Stage homes using low-cost, high-impact techniques
- Use color to increase buyer appeal
- Take attractive photos for advertising purposes

CHAMPIONS LIVE

Aug 10	Thu
Sep 20	Wed
Oct 12	Thu
Nov 8	Wed
Dec 5	Tue
Jan 9	Tue
Feb 8	Thu

Schedule

8:30 AM - 5:15 PM

CHMS: 43818

CERTIFIED HOME MARKETING SPECIALIST

CERTIFICATION

Become an expert in home staging and ensure buyer appeal with this credential, created by Martha Webb, author of "Dress Your House for Success."

Steps

- 1) Take the Certified Home Marketing Specialist course at Champions School of Real Estate
- 2) Add the CHMS certification to your license

REAL ESTATE PROFESSIONAL ASSISTANT

CERTIFICATION

Both real estate assistants looking to optimize their potential and established agents hoping to provide their assistants with top-tier training benefit from this popular certification.

Steps

- 1) Take the Real Estate Professional Assistance (REPA) course at Champions School of Real Estate
- 2) Apply strategies and become an irreplaceable part of an agent's team

REPA Course Information

\$250 **15**
CE Hours

Learn how to:

- Support a real estate agent or team in all operations
- Implement a marketing plan on behalf of an agent or team
- Prepare for and conduct client interviews
- Develop a strategy for post-transaction client engagement
- Work with vendors and service providers



CHAMPIONS LIVE

Sep 13 - 14	Wed/Thu
Jan 10 - 11	Wed/Thu

Day 1 & 2 Schedule

8:30 AM - 4:45 PM

REPA: 41902

NEW HOME CONSTRUCTION and Buyer Representation: Professional, Product, Process

\$139 **8** **COURSE** **ABR**
CE Hours Elective

Guide clients through the process of building and customizing a new home.

Learn how to:

- Guide buyers through the purchase transaction of a new construction
- Evaluate builders and help clients choose the right one for their needs
- Work with the builder's sales representative and develop a mutually beneficial relationship for the homebuyer

Schedule

8:30 AM - 5:15 PM NHC: 32072



CHAMPIONS LIVE










Aug 4	Fri
Sep 8	Fri
Oct 6	Fri
Nov 3	Fri
Dec 8	Fri
Jan 5	Fri
Feb 9	Fri



















NMLS LOAN ORIGINATOR 5 STEPS TO A TEXAS RMLO LICENSE

- 1** Create an NMLS account at www.statemortgageregistry.com/public and receive a username, 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 Mortgage Loan Originator Test prep course — Loan Officer Exam Prep 📌
 - Once you pay the initial fee for the prep course you may retake it as many times as you want for one year at no additional charge.
- 4** Register (\$110) and pass the NMLS national exam with a 75% or higher
 - There is a 30-day waiting period for exam retakes.
 - If you do not pass after two retakes, there is a 6-month waiting period.
 - You must request and pay for your test enrollment through NMLS. The "Test Enrollment" function is under the "Professional Requirements/Testing Selection" tab in the NMLS portal after you log in.

National Exam: 120 multiple choice questions, 190 minutes

 - After enrolling in a test component, please contact Prometric at prometric.com/nmls or 877-671-6657 to schedule your test date.
- 5** Submit MU4 Form to the National Licensing System as well as the criminal background check, fingerprints, and credit report request
 - Submit the MU4 Form through the NMLS website mortgage.nationwidelicensingsystem.org
 - In the MU4 login portal, 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 (\$70), recovery fund (\$20), and sponsorship fee (\$25)

Program Name	Program Hours	Delivery Method	Price¹
The Ultimate Jump-Start to Your Career!			
RMLO Texas License Career Success Program			
<ul style="list-style-type: none"> • 23-hour course (20-hour SAFE Comprehensive & 3 Hour TX SML SAFE) • Loan Officer Exam Prep course • Essential Mortgage Skills and How to Market Yourself • 2-Day Success Through Business Etiquette Program 	23	  	\$1021 \$901 SAVE \$120
RMLO Texas License Essential Skills Program			
<ul style="list-style-type: none"> • 23-hour course (20 Hour SAFE Comprehensive & 3 Hour TX SML SAFE) • Loan Officer Exam Prep course • Includes electives Essential Mortgage Skills and How to Market Yourself 	23	  	\$822 \$757 SAVE \$65
RMLO Texas License Program			
<ul style="list-style-type: none"> • 23-hour course (20 Hour SAFE Comprehensive & 3 Hour TX SML SAFE) • Loan Officer Exam Prep course 	23	  	\$574 \$544 SAVE \$30

Course Delivery Options  Classroom  Virtual Classroom  Online Correspondence  Online Interactive Learn more about delivery methods at ChampionsSchool.com	Individual Courses	Program Hours	Delivery Method	Price
	20-Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals	20		\$329
	20-Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals	20	 	\$289
	Texas SML SAFE: Texas Law and Practice	3		\$99
	Texas SML SAFE: Texas Law and Practice	3	 	\$50
	Loan Officer Exam Prep 📌	24	  	\$235
	SAFE Comprehensive: Latest and Greatest	8	  	\$135
	Mortgage Loan Originator Flashcards — Practice over 400 of the most essential terms in loan origination!			\$32
	Mobile Flashcard App — Study essential loan origination terms on an iPhone.			\$299

Champions School of Real Estate is NMLS provider #1400073

LOAN ORIGINATION LICENSING

20 Hour SAFE Comprehensive Mortgage Loan Fundamentals

with 3 Hour TX SML
SAFE: Texas Law and Practice

This required course satisfies both Texas and federal education requirements to become a licensed mortgage loan originator. The course includes federal law, ethics, 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: You will need to bring your NMLS ID number to class. To obtain your ID number, 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.**

\$339

23-Hour
TX Program

\$289

20-Hour Only

\$50

3-Hour Only

AUSTIN

Jul 19 - 21	Wed - Fri
Aug 25 - 27	Fri - Sun
Sep 20 - 22	Wed - Fri
Oct 20 - 22	Fri - Sun
Nov 20 - 22	Mon - Wed
Dec 15 - 17	Fri - Sun
Jan 24 - 26	Wed - Fri

DALLAS

Jul 7 - 9	Fri - Sun
Aug 11 - 13	Fri - Sun
Sep 1 - 3	Fri - Sun
Oct 10 - 12	Tue - Thu
Nov 3 - 5	Fri - Sun
Dec 1 - 3	Fri - Sun
Jan 5 - 7	Fri - Sun

HOUSTON GALLERIA

Jun 2 - 4	Fri - Sun
Jul 21 - 23	Fri - Sun
Sep 1 - 3	Fri - Sun
Oct 9 - 11	Mon - Wed
Dec 1 - 3	Fri - Sun



20-Hr SAFE
Day 1-2: 8:30 AM – 5:30 PM
Day 3: 8:30 AM – 12:30 PM

FORT WORTH

Jul 17 - 19	Mon - Wed
Aug 21 - 23	Mon - Wed
Sep 18 - 20	Mon - Wed
Oct 23 - 25	Mon - Wed
Nov 14 - 16	Tue - Thu
Dec 12 - 14	Tue - Thu
Jan 19 - 21	Fri - Sun

HOUSTON NORTH

Jul 7 - 9	Fri - Sun
Aug 18 - 20	Fri - Sun
Sep 29 - Oct 1	Fri - Sun
Nov 10 - 12	Fri - Sun
Jan 19 - 21	Fri - Sun

HOUSTON WEST

Aug 4 - 6	Fri - Sun
Sep 15 - 17	Fri - Sun
Oct 27 - 29	Fri - Sun
Jan 5 - 7	Fri - Sun



3-Hr TX SML
Day 3: 1:30 PM – 4:30 PM

SAN ANTONIO

Jul 7 - 9	Fri - Sun
Aug 11 - 13	Fri - Sun
Sep 8 - 10	Fri - Sun
Oct 20 - 22	Fri - Sun
Nov 6 - 8	Mon - Wed
Dec 6 - 8	Wed - Fri
Jan 12 - 14	Fri - Sun

CHAMPIONSLIVE

Jul 10 - 12	Mon - Wed
July 24 - 26	Mon - Wed
Aug 7 - 9	Mon - Wed
Aug 21 - 23	Mon - Wed
Sep 5 - 7	Tue - Thu
Sep 18 - 20	Mon - Wed
Oct 2 - 4	Mon - Wed
Oct 16 - 18	Mon - Wed
Oct 30 - Nov 1	Mon - Wed
Nov 13 - 15	Mon - Wed
Nov 27 - 29	Mon - Wed
Dec 11 - 13	Mon - Wed
Jan 8 - 10	Mon - Wed
Jan 22 - 24	Mon - Wed

20-Hour SAFE Classroom/Live:
4126; 20-Hour SAFE Online:
6835; 3-Hour TX SML Classroom/
Live: 2029; 3-Hour TX SML Online:
6829

3-DAY NATIONAL Loan Officer Exam Prep

\$235

\$255 day
of class

After you've completed the required 23 Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals course, take the Loan Originator Exam Prep course and prepare to pass the exam on the first try!

You may repeat the class and the mock exams as many times as you want 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
Day 2	8:30 AM – 4:45 PM	National Review
Day 3	8:30 AM – 12:30 PM	National Review
	1:30 PM – 4:45 PM	Mock Exams

CHAMPIONSLIVE

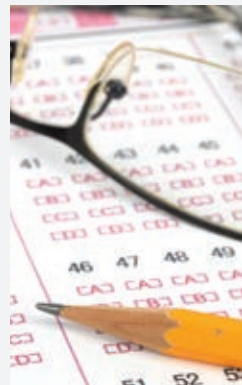
Aug 14 - 16	Mon - Wed
Aug 18 - 20	Fri - Sun
Aug 28 - 30	Mon - Wed
Sep 11 - 13	Mon - Wed
Sep 15 - 17	Fri - Sun
Sep 25 - 27	Mon - Wed
Oct 6 - 8	Fri - Sun
Oct 9 - 11	Mon - Wed
Oct 23 - 25	Mon - Wed
Nov 3 - 5	Fri - Sun
Nov 6 - 8	Mon - Wed
Nov 20 - 22	Mon - Wed
Dec 4 - 6	Mon - Wed
Dec 18 - 20	Mon - Wed
Jan 12 - 14	Fri - Sun
Jan 15 - 17	Mon - Wed
Jan 29 - 31	Mon - Wed

Virtual Study Hall

Champions School of Real Estate is proud to offer our Loan Officer Prep students the opportunity to attend free ChampionsLive Study Hall sessions where they can ask questions about the material to an Instructor. Students can attend these sessions remotely using a webcam and microphone.

Every other Tuesday from 6:00 – 9:00 PM

Jul 18	Sep 26	Dec 5
Aug 1	Oct 10	Dec 19
Aug 15	Oct 24	Jan 2
Aug 29	Nov 7	Jan 16
Sep 12	Nov 21	Jan 30



NMLS LOAN ORIGINATOR ESSENTIAL DEVELOPMENT

The mortgage industry is complex. As a licensed loan officer, there is no such thing as being too prepared. These development 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

\$199

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 include:

- The application/interview process
- Understanding the importance of a complete 1003 mortgage application
- Evaluating and calculating borrower income and assets
- Analyzing credit report components
- Review of conventional conforming & underwriting guidelines
- The Texas One to Four Family Residential Contract

CHAMPIONS LIVE

Aug 9 - 10 Wed - Thu

Sep 13 - 14 Wed - Thu

Oct 11 - 12 Wed - Thu

Nov 8 - 9 Wed - Thu

Dec 13 - 14 Wed - Thu

Jan 10 - 11 Wed - Thu

8:30 AM - 4:45 PM

HOW TO MARKET YOURSELF AS A MORTGAGE LOAN OFFICER

\$49

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.

CHAMPIONS LIVE

Aug 31 Thu

Oct 5 Thu

Nov 2 Thu

Dec 7 Thu

Jan 18 Thu

9:00 AM - 12:00 PM



Additional Study Tools Available for the Loan Officer Exam Prep Students

LOAN FLASH CARDS \$32

Master essential vocabulary with these handy flashcards, designed to supplement our MLO Exam Prep course. Access 400+ loan and finance concepts such as the Real Estate Settlement Procedures Act (RESPA), adjustable rate mortgages, the Truth in Lending Act (TILA), non-traditional mortgage products, and more.



f NMLS Exam Prep Facebook Group

Join an encouraging community of students and teachers sharing their experience and advice as you get ready to pass the NMLS National Exam.

SCAN TO JOIN



NMLS LOAN ORIGINATOR CONTINUING EDUCATION

8-HOUR CE SAFE COMPREHENSIVE: LATEST AND GREATEST \$135

This 8-Hour SAFE Comprehensive: Latest and Greatest class will provide the student a comprehensive review of the Federal laws, ethics, and lending principles essential for their development and advancement as a residential mortgage loan originator.

Designed to teach mortgage loan originators the required 8 hours of mandatory continuing education information which will ensure that they acquire proficiency in areas of study such as federal law and regulation, ethics, mortgage fraud, consumer protection law, and lending standards for the non-traditional mortgage product marketplace, the student will be presented with the information necessary to remain a proficient mortgage loan originator.

CE Requirements

All loan officers are required to complete 8 hours of continuing education (CE) each year. The 8 hours of CE must include:

- 3 hours of federal law
- 2 hours of ethics
- 2 hours of non-traditional mortgage lending
- 1 hour* of undefined education (this may be an elective or a state specific course)

NMLS requires that you may not repeat the same course within a two-year period. Fortunately, we update our course yearly to ensure new content!

**Some states require more than 1 hour of elective credit.*

AUSTIN

Sep 15	Fri
Oct 14	Sat
Nov 17	Fri
Dec 14	Thu

DALLAS

Aug 26	Sat
Sep 9	Sat
Oct 6	Fri
Oct 20	Fri
Nov 17	Fri
Dec 5	Tue

FORT WORTH

Aug 24	Thu
Sep 30	Sat
Oct 26	Thu
Nov 18	Sat
Dec 7	Thu

1 Day 8:30 AM – 5:30 PM

SAFE Comprehensive:
Latest and Greatest
Classroom/Live: 15156;
SAFE Comprehensive:
Latest and Greatest
Online: 15155

HOUSTON GALLERIA

Aug 18	Fri
Sep 15	Fri
Oct 6	Fri
Oct 27	Fri
Nov 17	Fri
Dec 8	Fri

HOUSTON NORTH

Aug 3	Thu
Sep 8	Fri
Sep 29	Fri
Oct 20	Fri
Nov 3	Fri
Nov 21	Tue
Dec 15	Fri

HOUSTON WEST

Aug 25	Fri
Sep 22	Fri
Oct 11	Wed
Nov 7	Tue
Dec 1	Fri

SAN ANTONIO

Aug 25	Fri
Sep 22	Fri
Oct 6	Fri
Nov 17	Fri
Dec 1	Fri

CHAMPIONS LIVE

Aug 11	Fri
Sep 1	Fri
Sep 6	Wed
Sep 21	Thu
Sep 28	Thu
Oct 3	Tue
Oct 10	Tue
Oct 21	Sat
Oct 25	Wed
Nov 1	Wed
Nov 9	Thu
Nov 18	Sat
Nov 28	Tue
Dec 5	Tue
Dec 14	Thu
Dec 19	Tue



NATIONAL LOAN MORTGAGE ORIGINATOR EDUCATION

Champions School of Real Estate® offers loan origination 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 ChampionsSchool.com/loan/national to verify your state requirement.

PRE-LICENSING EDUCATION \$329 – \$459 20-HOUR SAFE COMPREHENSIVE MORTGAGE LOAN FUNDAMENTALS

New state-licensed MLOs are required to complete 20 hours of NMLS-approved education. Important: This 20-hour course only fulfills all MLO pre-licensing education requirements for states that do not require state-specific content.

STATE SPECIFIC PRE-LICENSING EDUCATION \$VARIES MORTGAGE LOAN ORIGATION

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

Available in All 50 States!



6 STEPS TO A TEXAS APPRAISER LICENSE

1	<p>Take the Required Courses at Champions Appraisal School®</p> <div> <div> <p>Appraiser Trainee Program (79 hrs)</p> <p>Courses must be completed before submitting application for approval as an appraiser trainee to TALCB.</p> <ul style="list-style-type: none"> ■● Basic Appraisal Principles (30 hrs AQE) ■● Basic Appraisal Procedures (30 hrs AQE) ■● 15-Hour National USPAP Course — Uniform Standards of Professional Appraisal Practice (15 hrs AQE) This course must be completed within 24 months of filing your TALCB application. Students must pass with a 74%; re-takes are allowed and can be taken at any campus. ■● Texas Appraising for the Supervisor and Trainee (4 hrs AQE) <p>It is recommended students purchase and bring an HP 17B or HP 12C calculator with them to class.</p> </div> <div> <p>Appraiser License Upgrades</p> <p>If you are currently an appraiser trainee and want to upgrade your license, we offer the courses you'll need.</p> <ul style="list-style-type: none"> ■● Trainee to Licensed Residential Appraiser — 154 hrs of AQE courses (79 hours + 75 additional hrs) ■● Trainee to Certified Residential Appraiser — 204 hrs of AQE courses (79 hours + 125 additional hrs) ■● Trainee to Certified General Appraiser — 304 hrs of AQE courses (79 hours + 225 additional hrs) <p>If you are currently a licensed residential appraiser or a certified residential appraiser, please visit the website to view the steps and hours needed to upgrade your license.</p> <p>Courses can be completed during 1000 hour experience accrual.</p> </div> </div>
2	<p>Submit 79 Hours of Education and Appraiser Trainee Application to TALCB</p> <ul style="list-style-type: none"> • Submit all education hours and your appraisal trainee application to TALCB. • Once you have completed Basic Appraisal Principles, Basic Appraisal Procedures, Texas Appraising for the Supervisor and Trainee, and the 15-Hour National USPAP Course at Champions, you must submit your education and Application for Approval as an Appraiser Trainee to TALCB in the "My License" system on TALCB's website at www.talcb.texas.gov. • Select "Register HERE to set up a user ID and password" and follow the steps to create an account. Once you have created an account, you will apply for a new license. The application fee for an appraiser trainee license is \$250 (plus a \$5 online fee). • 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.
3	<p>Complete Your 1,000 Hours of Experience Over a Minimum of a 6-Month Period</p> <p>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. 1500 hours over a minimum of a 12 month period are required to upgrade to a Certified Residential Appraiser and 3000 hours over a minimum of 18 months to upgrade to a Certified General Appraiser. https://www.talcb.texas.gov/potential-license-holder/appraiser-trainee</p>
4	<p>Submit Your Licensed Residential Appraiser Application to TALCB</p> <p>Submit completed application, experience log, signed affidavit, and a \$405 application fee (\$400 + \$5 online fee) to TALCB. Note: You must be at least 18 years of age and a legal resident of Texas for at least 60 days before filing your application. Applications are located at www.talcb.texas.gov.</p>
5	<p>Take the Prep Class at Champions Appraisal School® Your Key to Passing the State Exam. 📌</p> <p>Choose a date from the ChampionsLive Appraisal Prep schedule and complete the course to prepare for the state exam.</p>
6	<p>Take the State Exam at Pearson VUE</p> <ul style="list-style-type: none"> • Your state exam will consist of 125 multiple choice questions and you will have 4 hours to complete the exam. • The cost of the exam is \$55, payable to Pearson VUE. Upon passing the exam, TALCB will charge an \$80 federal registration fee. • You can make an appointment 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.
	<p>Congratulations! A licensed residential appraiser is licensed by TALCB and has met the educational, experiential, and testing requirements for licensing. The scope of work includes appraisal of non-complex residential 1-4 unit properties with a transactional value less than \$1,000,000. Licensed residential appraisers also have the authority to complete complex federally-related transactions (FRTs) and non-FRT transactions with a value less than \$400,000.</p>






TEXAS APPRAISER QUALIFYING EDUCATION

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

Course Delivery Options

-  Virtual Classroom
-  Online Interactive

Learn more about delivery methods at ChampionsSchool.com or call us at 281-893-4484

QE Qualifying Education	Hours	Delivery	Price*
Appraiser Supervisor Trainee Program with Supervisor-Trainee Course Includes Basic Appraisal Principles (30 hrs), Basic Appraisal Procedures (30 hrs), National USPAP (15 hrs), and Appraising for the Supervisor and Trainee (4 hrs).	79		\$1290 \$950 SAVE \$340
QE+ Qualifying Education Upgrade Programs	Additional Hours	Delivery	Price*
Licensed Residential Appraiser Upgrade Program In addition to the 79 course hours required for the appraiser trainee license, 75 hours of qualifying education courses are required to become a licensed residential appraiser. This program includes Residential Sales Comparison (30 hrs), Residential Market Analysis and Highest & Best Use (15 hrs), Residential Site Valuation and Cost Approach (15 hrs), and Residential Report Writing and Case Studies (15 hrs).	+75 154 Total		\$1110 \$840 SAVE \$270
Certified Residential Appraiser Upgrade Program In addition to the 79 course hours for the appraisal trainee license, 125 hours of qualifying education courses are required to become a certified residential appraiser. This program includes Residential Sales Comparison (30 hrs), Residential Market Analysis (15 hrs), Residential Site Valuation (15 hrs), Residential Report Writing and Case Studies (15 hrs), Statistics, Modeling, and Finance (15 hrs), Advanced Residential Applications (15 hrs), and Appraisal Subject Matter Electives (20 hrs).	+125 204 Total		\$1855 \$1370 SAVE \$485
Certified General Appraiser Upgrade Program In addition to the 79 course hours for the appraisal trainee license, 225 hours of qualifying education courses are required to become a certified general appraiser. This program includes General Appraiser Market Analysis (30 hrs), Statistics, Modeling and Finance (15 hrs), General Appraiser Site Valuation and Cost Approach (30 hrs), General Sales Comparison Approach (30 hrs), General Appraiser Income Approach (60 hrs), General Report Writing and Case Studies (60 hrs), Commercial Appraisal Review — Subject Matter Electives (15 hrs), and Expert Witness for Commercial Appraisers (15 hrs).	+225 304 Total		\$3234 \$2630 SAVE \$604
CE Continuing Education	Hours	Delivery	Price*
28-Hour CE Renewal Program Renew your license every two years to maintain an active appraisal license. This 28-Hour program has all the education you need to renew your Texas appraiser license including 7-Hour National USPAP Update Course, 7-Hour Performing USPAP Compliant Reviews, and 14-Hour Residential Market Analysis.	28		\$658 \$550 SAVE \$108

QUALIFYING EDUCATION

We offer every course you need to become a certified residential appraiser in Texas.

Prepare for a career in Texas real estate appraisal with a complete education program designed to help you succeed as an appraisal professional. Our courses will take you from learning basic principles of the business to having hands-on appraisal experience. We provide every course you will need in order to meet the Texas appraiser license requirements set forth by the Texas Appraiser Licensing and Certification Board (TALCB). To register for your class today, contact your local campus at 800-969-2599 and speak with a career counselor or visit us at www.ChampionsSchool.com/appraisal/tx/.

15-HOUR NATIONAL USPAP COURSE UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE **\$315**

In this course, you will engage in real-life simulations that promote understanding 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. This course must be completed within 24 months of filing your TALCB application.

CHAMPIONS LIVE		
Jul 31 - Aug 1	Thu/Fri	
Sep 9 - 10	Sat/Sun	
Oct 30 - 31	Mon/Tue	
Dec 2 - 3	Sat/Sun	
Jan 24 - 25	Wed/Thu	
8:30 AM - 4:45 PM		

QE	Qualifying Education	AQE	Delivery	Price*
	Real Estate Appraisal: Principles	30		\$435
	Real Estate Appraisal: Practices and Procedures	30		\$435
	Market Analysis and Highest and Best Use	15		\$225
	Residential Site Valuation and Cost Approach (McKissock)	15		\$225
	Residential Valuation: Sales Comparison Approach and Income Approach	30		\$435
	Advanced Residential Applications and Case Studies (McKissock)	15		\$225
	Residential Valuation: Report Writing and Case Studies	15		\$225
	Appraisal Subject Matter Electives (McKissock)	20		\$295
	15-Hour National USPAP Course	15		\$315
	Statistics, Modeling, and Finance (McKissock)	15		\$225
	Texas Appraising for the Supervisor and Trainee	4		\$105
	Appraisal Prep	-		\$199

CHAMPIONS LIVE

Start Date	Hours	Days	Course
Aug 2	4	Wed	Trainee/Supervisor
Aug 3	30	Thu - Sun	Appraisal 2 - Basic Procedures
Aug 7	30	Mon - Thu	Appraisal 5 - Residential Sales Comparison
Aug 16	15	Wed/Thu	Appraisal 3 - Residential Market
Aug 21	15	Mon/Tue	Appraisal 4 - Residential Site Valuation
Aug 23	15	Wed/Thu	Appraisal 7 - Report Writing
Aug 25	4	Fri	Trainee/Supervisor
Aug 28	30	Mon - Thu	Appraisal 1 - Basic Principles
Sept 7	15	Wed/Thu	Appraisal 3 - Residential Market
Sept 11	30	Mon - Thu	Appraisal 2 - Basic Procedures
Sept 18	30	Mon - Thu	Appraisal 5 - Residential Sales Comparison
Sept 22	4	Fri	Trainee/Supervisor
Sept 25	15	Mon/Tue	Appraisal 4 - Residential Site Valuation
Sept 27	15	Wed/Thu	Appraisal 7 - Report Writing
Oct 2	30	Mon - Thu	Appraisal 1 - Basic Principles
Oct 9	30	Mon - Thu	Appraisal 2 - Basic Procedures
Oct 13	4	Fri	Trainee/Supervisor
Oct 18	15	Wed/Thu	Appraisal 3 - Residential Market
Oct 23	15	Mon/Tue	Appraisal 4 - Residential Site Valuation
Oct 25	15	Wed/Thu	Appraisal 7 - Report Writing
Nov 6	30	Mon - Thu	Appraisal 5 - Residential Sales Comparison
Nov 15	15	Wed/Thu	Appraisal 3 - Residential Market
Nov 17	4	Fri	Trainee/Supervisor
Nov 27	15	Mon/Tue	Appraisal 4 - Residential Site Valuation
Nov 29	15	Wed/Thu	Appraisal 7 - Report Writing
Dec 4	30	Mon - Thu	Appraisal 1 - Basic Principles
Dec 13	15	Wed/Thu	Appraisal 3 - Residential Market
Dec 15	4	Fri	Trainee/Supervisor
Dec 18	30	Mon - Thu	Appraisal 2 - Basic Procedures

TEXAS APPRAISAL QUALIFYING EXAM PREP **\$199**

The essential preparation tool for the state exam!

This course will prepare aspiring appraisers for the state exam. The material has over 150 questions to challenge the appraiser in preparation for the exam. No one should attempt the Texas appraisal exam without taking this course first.

To register for your class today, contact your local campus at 800-969-2599 and speak with a career counselor.

CHAMPIONS LIVE

Aug 12 - 13	Wed/Thu
Sep 29 - 30	Fri/Sat
Oct 27 - 28	Fri/Sat
Nov 20 - 21	Mon/Tue
Dec 27 - 28	Wed/Thu
Jan 29 - 30	Mon/Tue
8:30 AM - 4:45 PM	

TEXAS APPRAISER 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, learn what is happening in the industry, and see where the industry is headed.

Course Delivery Options

- Virtual Classroom
- Online Interactive

Learn more about delivery methods at ChampionsSchool.com or call us at 281-893-4484

APPRAISAL 28-HOUR CE PROGRAM

\$550

CHAMPIONSLIVE Program:

- Day 1 Mon 7-Hour National USPAP Update Course
- Day 2 Tue 7-Hour Performing USPAP Compliant Reviews
- Day 3-4 Wed/Thu 14-Hour Residential Market Analysis

Online Program:

- 2022-2023 7-Hour National USPAP Update Course
- 3-Hour Best Practices for Completing Bifurcated and Hybrid Appraisals

\$209

\$79

CHAMPIONSLIVE

Jul 24 - 27	Mon - Thu
Aug 14 - 17	Mon - Thu
Sep 5 - 8	Tue - Fri
Oct 16 - 19	Mon - Thu
Nov 13 - 16	Mon - Thu
Dec 11 - 14	Mon - Thu
Jan 8 - 11	Mon - Thu

8:30 AM - 4:45 PM

CE	Continuing Education	ACE Hours	Delivery	Price
	2022-2023 7-Hour National USPAP Update Course	42149	7	\$209
	The FHA Handbook 4000.1	34010	7	\$135
	Residential Construction and the Appraiser	36109	7	\$135
	Residential Property Inspection for Appraisers	37025	7	\$135
	Appraisal of REO and Foreclosure Properties	38039	7	\$135
	Residential Report Writing: More Than Forms	38294	7	\$135

CE	Additional Continuing Education	ACE Hours	Delivery	Price
	Green Building Concepts for Appraisers	41255	7	\$135
	The Cost Approach	34338	7	\$135
	Valuation of Residential Green Buildings	41246	4	\$105
	Fair Housing, Bias, and Discrimination	43157	4	\$105
	Supervisor — Trainee Course for Texas	27783	4	\$105
	Best Practices for Completing Bifurcated and Hybrid Appraisals	40544	3	\$79

For course descriptions, go to www.ChampionsSchool.com/appraisal/tx/ce

6 STEPS TO A TEXAS INSPECTOR LICENSE

1 Complete Core Inspector Classes at Champions School of Professional Inspection™

Complete 194 Education hours to become a Professional Home Inspector. These hours are broken down into National and State.

110 National Education hours include the following:

- 40-Hour Property and Building Inspection Module I
- 40-Hour Property and Building Inspection Module II
- 20-Hour Analysis of Findings and Reporting Module
- 10-Hour Business Operations and Professional Responsibilities Module

84 State Education hours include the following:

- 24-Hour Texas Standards of Practice Module
- 20-Hour Texas Law Module
- 40-Hour Texas Practicum

Please Note - We recommend completing the 110-Hour National courses first, then filing your application with TREC to become eligible for the National portion of the State Exam. However, you may continue on with the State portion of the program and take both the National and State portion of the State Exam at the same time. You cannot take the State portion before the National portion.

Please Note - A Real Estate Inspector must work under a Professional Home Inspector and cannot work on their own.

2 Submit Professional Inspector License Application and Educational Documents to TREC

Once you have completed the 110 hours of National Education hours at Champions, you will need to submit your certificates of completion, Inspector license application, application fee, and if applicable, experience records to the Texas Real Estate Commission by mail.

The application fee for a Professional Inspector license is \$120 and should be paid by cashier's check, personal check, or money order payable to the Texas Real Estate Commission. Mail your documentation to: Texas Real Estate Commission, PO Box 12188, Austin, Texas 78711-2188

3 Take the National/State Exam Prep Course at Champions School of Real Estate®

While waiting for your application to be approved, our Exam Prep course is the perfect tool to keep your knowledge fresh and help you prepare for the exam. You may retake the course as many times as you like for one year at no additional charge!

4 Get Your Fingerprints taken and Pass a Background Check

You are required by law to have fingerprints (www.trec.texas.gov/fingerprint-requirements) on file with the Texas Department of Public Safety (DPS) so a background check can be performed. Fingerprints from other agencies will not be accepted. The fingerprinting fee is \$38.25.

Please Note - A license will not be issued if the background check has not been passed or if E+O insurance is not on file. Expect a delay if you are notified of an investigation into your background history.

5 Pass the National and State Exam within one year of filing application with TREC

The final step in obtaining your license is to pass the State Exam within one year of filing your application. Go to the Prep page to learn all the details about the Professional Inspector National/State Exam. Costs of the exam:

- **National Exam - \$199. Exam fee is due at time of scheduling**
- **State Exam - \$55. Exam fee due at time of scheduling**

In order to take the National or State exam, your application must first be approved by the Texas Real Estate Commission. Upon approval, you will receive an Exam Candidate Handbook that will include instructions explaining how to schedule your exam. You cannot take the State portion before the National portion.

Pearson Vue Contact Information: (800) 997-1248 | www.pearsonvue.com/tx/inspectors/

6 Renew your license every two years by completing your Inspector Continuing Education

Annually complete your Inspector Continuing Education requirement by completing 32 hours of Continuing Education every 2 years (must be different courses). We recommend that you take your education from Champions School of Real Estate® and submit your renewal application and pay the renewal fee to TREC. The 32 hours of continuing education must include 4 hours of Inspector Legal & Ethics and 4 hours of Standards of Practice Review.

"Thanks for taking the time to create, continue, and perfect the Home Inspector Program, it has truly changed my life!"

— Nayron Henderson, Houston





"Champions School of Real Estate did an outstanding job in training me to become a Texas Home Inspector. I was educated, confident, and able to hit the ground running on my first home inspection. The inspectors course material and instructors are much more thorough than any national inspectors' training course. I highly recommend Champions School of Real Estate."

— Daryl Hurst, Austin

TEXAS INSPECTOR QUALIFYING EDUCATION

QE	Qualifying Education	Program Hours	Delivery	Price*
Professional Real Estate Inspector Programs				
194 HR Professional License Program with Texas Practicum				
110-Hour Professional Inspector National Modules				
<ul style="list-style-type: none"> 40-Hour Property and Building Inspection Module I and Module II (80hrs) 20-Hour Analysis of Findings and Reporting Module 10-Hour Business Operations and Professional Responsibilities Module Inspector Exam Prep Course 			194	<div> <div>\$5824</div> <div>\$2999</div> <div>SAVE \$2825!</div> </div>
84-Hour Professional Inspector State Modules				
<ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module 20-Hour Texas Law Module Inspector Exam Prep Course 40-Hour Texas Practicum 				
154 HR Professional Inspector Program w/o Texas Practicum				
110-Hour Professional Inspector National Modules				
<ul style="list-style-type: none"> 40-Hour Property and Building Inspection Module I and Module II (80hrs) 20-Hour Analysis of Findings and Reporting Module 10-Hour Business Operations and Professional Responsibilities Module 			154	<div> <div>\$3725</div> <div>\$1949</div> <div>SAVE \$1776!</div> </div>
44-Hour Professional Inspector State Modules				
<ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module 20-Hour Texas Law Module Inspector Exam Prep Course 				
Real Estate Inspector Programs				
<i>Please Note - A Real Estate Inspector must work under a Professional Home Inspector and cannot work on their own.</i>				
154 HR Real Estate Inspector Program with Texas Practicum				
90-Hour Inspector National Modules				
<ul style="list-style-type: none"> 40-Hour Property and Building Inspection Module I and Module II (80hrs) 10-Hour Business Operations and Professional Responsibilities Module Inspector Exam Prep Course 			154	<div> <div>\$5034</div> <div>\$2674</div> <div>SAVE \$2360!</div> </div>
64-Hour Real Estate Inspector State Modules				
<ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module 40-Hour Texas Practicum Inspector Exam Prep Course 				
114 HR Real Estate Inspector Program w/o Texas Practicum				
90-Hour Inspector National Modules (see course list above)				
24-Hour Real Estate Inspector State Modules			114	<div> <div>\$2935</div> <div>\$1674</div> <div>SAVE \$1261!</div> </div>
<ul style="list-style-type: none"> 24-Hour Texas Standards of Practice Module Inspector Exam Prep Course 				
Individual Courses				
40-Hr Texas Practicum	39929	40		\$2099
40-Hr Property and Building Inspection Module I	39925	40		\$700
40-Hr Property and Building Inspection Module II	39926	40		\$700
24-Hr Texas Standards of Practice Module	39928	24		\$490
20-Hr Analysis of Findings and Reporting Module	39923	20		\$490
20-Hr Texas Law Module	39927	20		\$300
10-Hr Business Operations and Professional Responsibilities Module	39924	10		\$300
Professional Inspector Exam Prep 		24		\$745

Course Delivery Options

-  Virtual Classroom
-  Online Correspondence
-  Correspondence
-  Classroom

Learn More About
Delivery Methods at
www.ChampionsSchool.com

QUALIFYING EDUCATION

SUPPLEMENTAL CLASSES

FREE!

As a Home Inspection student taking your Qualifying Education courses, you can take advantage of an instructor-led virtual or classroom session to help you learn.

Supplemental classes are in addition to your Online studies; these classes do not replace online courses.

Prerequisite: Must read as much of the course material as possible before attending.
These Supplemental Classes are designed to be taken in order:

- Property & Building Inspection – Module I
- Property & Building Inspection – Module II
- Analysis of Findings and Reporting Module
- Business Operations & Professional Responsibilities Module
- Texas SOP



Property & Building Inspection – Module I

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Aug 9 - 12	Wed - Sat
Aug 28 - 31	Mon - Thu
Sep 11 - 14	Mon - Thu
Sep 27 - 30	Wed - Sat
Oct 11 - 14	Wed - Sat
Oct 23 - 26	Mon - Thu
Nov 2 - 5	Thu - Sun
Nov 18 - 21	Sat - Tue
Dec 4 - 7	Mon - Thu
Jan 10 - 13	Wed - Sat
Jan 31 - Feb 3	Wed - Sat

AUSTIN

Aug 9 - 12	Wed - Sat
Sep 11 - 14	Mon - Thu
Oct 23 - 26	Mon - Thu
Dec 4 - 7	Mon - Thu
Jan 10 - 13	Wed - Sat

Property & Building Inspection – Module II

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Aug 2 - 5	Wed - Sat
Aug 22 - 25	Tue - Fri
Sep 5 - 8	Tue - Fri
Sep 20 - 23	Wed - Sat
Oct 18 - 21	Wed - Sat
Oct 30 - Nov 2	Mon - Thu
Nov 27 - 30	Mon - Thu
Dec 11 - 14	Mon - Thu
Jan 2 - 5	Tue - Fri
Jan 25 - 28	Thu - Sun

AUSTIN

Sep 5 - 8	Tue - Fri
Oct 30 - Nov 2	Mon - Thu
Dec 11 - 14	Mon - Thu

Analysis of Findings and Reporting Module

Day 1: 8:30 AM – 5:30 PM
Day 2: 8:30 AM – 12:30 PM

CHAMPIONSLIVE

Aug 18 - 19	Fri/Sat
Sep 15 - 16	Fri/Sat
Oct 20 - 21	Fri/Sat
Nov 16 - 17	Thu/Fri
Dec 16 - 17	Sat/Sun
Jan 19 - 20	Fri/Sat

AUSTIN

Aug 18 - 19	Fri/Sat
Sep 15 - 16	Fri/Sat
Oct 20 - 21	Fri/Sat
Nov 16 - 17	Thu/Fri
Dec 16 - 17	Sat/Sun

Business Operations & Professional Responsibilities Module

Half Day: 1:30 PM – 5:30 PM

CHAMPIONSLIVE

Aug 19	Sat
Sep 16	Sat
Oct 21	Sat
Nov 17	Fri
Dec 17	Sun
Jan 20	Sat

AUSTIN

Aug 19	Sat
Sep 16	Sat
Oct 21	Sat
Nov 17	Fri
Dec 17	Sun

Texas Standards of Practice

Virtual/Classroom attendance required

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Aug 7 - 8	Mon/Tue
Aug 24 - 25	Thu/Fri
Sep 6 - 7	Wed/Thu
Sep 18 - 19	Mon/Tue
Oct 3 - 4	Tue/Wed
Oct 27 - 28	Fri/Sat
Nov 7 - 8	Tue/Wed
Nov 20 - 21	Mon/Tue
Dec 7 - 8	Thu/Fri
Dec 20 - 21	Wed/Thu
Jan 8 - 9	Mon/Tue
Jan 25 - 26	Thu/Fri

AUSTIN

Aug 7 - 8	Mon/Tue
Oct 3 - 4	Tue/Wed
Jan 8 - 9	Mon/Tue

Texas Law Module

8:30 AM – 5:30 PM

CHAMPIONSLIVE

Aug 21	Mon
Sep 15	Fri
Oct 18	Wed
Nov 6	Mon
Dec 15	Fri



QUALIFYING EDUCATION

Everything You Need to Kick Off a New Career in Home Inspection. Successfully prepare for a new career in the Professional Inspector industry with high quality home inspection pre-license education. Our comprehensive home inspection courses are created and taught by award winning instructors that ensure you receive the most accurate and up-to-date industry knowledge.

40-HOUR TEXAS PRACTICUM **\$2099**

Prior to attending the 40-hour Texas Practicum, **all course modules must be completed, including attending a virtual supplemental or classroom for Texas SOP.**

Please contact a Career Counselor when you're ready to schedule the Texas Practicum (maximum 4 students).

PROFESSIONAL INSPECTION EXAM PREP **\$745**

This prep course will prepare you for the state exam so you can pass on the first try. It covers the subject matter and questions similar to what you may see on the state inspector's exams. All areas of inspector qualifying information are included in this course, including tips and strategies that will increase your likelihood of passing the state exam.

National Exam Prep		State Exam Prep	
CHAMPIONS LIVE		CHAMPIONS LIVE	
Aug 1 - 3	Tue - Thu	Aug 3	Thu
Aug 24 - 26	Thu - Sat	Aug 26	Sat
Sep 8 - 10	Fri - Sun	Sep 10	Sun
Sep 21 - 23	Thu - Sat	Sep 23	Sat
Oct 5 - 7	Thu - Sat	Oct 7	Sat
Oct 27 - 29	Fri - Sun	Oct 29	Sun
Nov 9 - 11	Thu - Sat	Nov 11	Sat
Nov 30 - Dec 2	Thu - Sat	Dec 2	Sat
Dec 19 - 21	Tue - Thu	Dec 21	Thu
Jan 4 - 6	Thu - Sat	Jan 6	Thu
Jan 25 - 27	Thu - Sat	Jan 27	Thu

AUSTIN		AUSTIN	
Sep 21 - 23	Thu - Sat	Sep 23	Sat
Oct 27 - 29	Fri - Sun	Oct 29	Sun
Nov 9 - 11	Thu - Sat	Nov 11	Sat
Dec 19 - 21	Tue - Thu	Dec 21	Thu
Day 1 & 2	8:30 AM - 6:00 PM	1:30 PM - 6:00 PM	
Day 3	8:30 AM - 12:30 PM		

VIRTUAL STUDY HALL **FREE!**

Students enrolled for the Inspector Program are eligible to register for ChampionsLive! Study Hall sessions at no additional cost.

Using a webcam and microphone, students can submit questions about topics they need help with and can interact directly with the instructor!

CHAMPIONS LIVE	
6 PM - 8 PM	
Aug 17	Thu
Sep 14	Thu
Oct 19	Thu
Nov 16	Thu
Dec 21	Thu
Jan 11	Thu

INSPECTOR CAREER NIGHT

6pm - 7pm with Roy Carter, Director of Inspector 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. Call a Campus to Register.

AUSTIN 512-244-3545		HOUSTON 281-893-4484	
AUSTIN		HOUSTON NORTH	
Aug 22	Tue	Aug 15	Tue
Oct 25	Wed	Oct 10	Tue
Dec 7	Thu	Nov 20	Mon
Jan 16	Tue	Jan 2	Tue

DALLAS 972-867-4100		SAN ANTONIO 210-349-7600	
DALLAS		SAN ANTONIO	
Sep 19	Tue	Sep 26	Tue
Nov 3	Fri	Nov 7	Tue
Jan 15	Mon	Jan 3	Tue

VIRTUAL 512-244-3545		CHAMPIONS LIVE	
		Aug 22	Tue
		Oct 25	Wed
		Dec 7	Thu
		Jan 16	Tue

Professional Inspector Exam Details

National Exam - \$199 Exam fee is due at time of scheduling

- 4 hours, 200 National Questions (25 pretest questions that do not affect a candidate's score); Multiple choice
- National passing score is on a weighted 200 to 800 cut score with 500 as the pass point
- May take three times prior to the application expiration date (1 year)
- No required waiting time between test attempts

State Exam - \$55 Exam fee due at time of scheduling

- 45 minutes; 30 State Questions (5 pretest questions that do not affect a candidate's score); Multiple choice
- State passing score of 75% or higher
- May take 3 times prior to the application expiration date (1 year)
- No required waiting time between test attempts

Please Note - If you fail either the National or State portions three times, additional education is required for that portion before you can retake the exam. See website for details.

CONTINUING EDUCATION

32-HOUR TEXAS INSPECTOR CE PROGRAM

For each 2-year license period, the Professional Inspector must complete 32 hours of TREC approved, Continuing Education courses including 8 hours Inspector Legal & Ethics and Texas Standards of Practice Review

Electives include:

- **8-Hour:** Appliances (Online), Grounding vs Bonding, Red Flags Property Inspection, SOP General Provisions, and SOP Report Writing
- **16 hour:** Swimming Pool Operator, Road to Success for Inspectors, Soils & Foundations

Please call a counselor to get pricing and enroll in a specialized 32-Hour CE Program!

- **Specialty Programs available:** Commercial Inspection, Phased Inspections, CPO/CPI Certification courses, Landscape Irrigation.

\$445 \$385 SAVE \$60!

- Classroom
- Correspondence
- Online Correspondence
- Virtual Classroom

8-HOUR CE COURSES

\$125

Grounding vs Bonding Inspection Course (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 and SOP Review (9/1/21 - 8/31/23) (8-Hr)

- Inspector guidelines
- Professional ethics, conduct, and legal standards

Texas SOP Form/Report Writing (8-Hr)

- Required use of report form
- Sample report writing language
- Proper Report Writing to increase business

Texas Standards of Practice General Provisions (8-Hr)



Inspection Field Trip

- Guidelines that support each provision
- Essential elements that require an opinion
- Inspection process according to the SOP
- Evaluation of components according to the SOP

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)

Stucco Inspection Course (Exterior) (8-Hr)

- Proper inspection techniques
- Stucco components & systems
- System condition and flashing details
- Recognizing deficiencies

TREC LICENSE RENEWAL REQUIREMENTS

An inspector is not eligible to receive more than 16 hours of continuing education credit for any one single subject.

Landscape Irrigation (Sprinkler Systems) (8-Hr)

\$145

- Proper inspection techniques
- Terminology and components
- Required backflow prevention for safety
- Risk reduction strategies/TCEQ Rules

Phased Inspections/New Home Construction (16-Hr)

\$275

- New construction
- Foundation, wall, framing, mechanical, and electrical safety
- Inspection path and limitations
- Marketing and office presentations
- Report writing/comment language
- Field Trip when available

Road to Success for Inspectors (16-Hr)

\$195

- Provides step-by-step guidance to starting up and maintaining their real estate inspection business.
- Learn methods in building business and marketing
- Practice skill-developing dialogues to help gain confidence with clients and business development

Swimming Pool Operator/Inspector(16-Hr)

\$195

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

A Non-Technical Guide to Soils and Foundations (16-Hr)

\$195

- Learn how a foundation and structure works
- Learn how to interpret signs of deficiencies
- Be able to render a written opinion
- Understand the SOP General Provisions of Structural Systems

Commercial Inspections Course (16-Hr)

\$275

- ASTM Standards/ Walk through survey
- Property Condition Report (PCR and PCA)
- Multiple building, retail building, office building considerations
- The Team Approach / Business Considerations
- Marketing / Report Writing

INSPECTOR CE COURSE	COURSE #	METHOD	HOURS	COST
Appliances ICE	43031 / 43032		8	\$125
Commercial Inspections	43330		16	\$275
Electrical Grounding vs Bonding	44837/43310		8	\$125
Home Pool Essentials	43851		8	\$125
Legal & Ethics/Texas SOP Review	41541		8	\$125
Landscape Irrigation	44507 / 43033		8	\$145
Phased Inspections	42476		16	\$275
Certified Pool Operator	44509		16	\$195
Red Flags Property Inspection	44508 / 43030		8	\$125
Road to Success	45455		16	\$195
TX SOP - Gen. Provisions	42474 / 42475		8	\$125
TX SOP - Report Writing	42472 / 42473		8	\$125
Soils and Foundations	42609 / 42610		16	\$195
Stucco/Exterior	44836		8	\$125
Swimming Pool Inspector	43309		16	\$195

CONTINUING EDUCATION

8-HOUR REQUIRED ICE COURSES

Inspector Legal & Ethics and SOP Review (9/1/23 - 8/31/25) (8-Hr)

This course will emphasize practical training and cover a wide array of topics that are relevant to Home Inspectors. Topics covered include Standards of Practice Review of Report Writing, Structural Systems, HVAC (heating, air conditioning, ventilation systems), Electrical Systems, Roofing, Plumbing Systems, and more.

- Approval 41541
- 8 Credit Hours (TREC)
- Textbook(s) included



CALL A CAMPUS TO ENROLL

Austin Campus
512-244-3545
Championslive Campus
713-580-4946
Dallas Campus
972-867-4100
Fort Worth Campus
214-687-0000

Houston Galleria Campus
713-629-4543
Houston North Campus
281-893-4484
Houston West Campus
281-496-7386
San Antonio Campus
210-349-7600

CHAMPIONS LIVE			
Aug 17	Thu	Legal & Ethics/SOP Review	8
Aug 22 - 23	Tue/Wed	Road to Success	16
Oct 2	Mon	TX SOP - Report Writing	8
Oct 9	Mon	Legal & Ethics/SOP Review	8
Oct 19	Thu	Red Flags	8
Nov 14 - 15	Tue/Wed	Road to Success	16
Dec 28	Thu	Red Flags	8

AUSTIN			
Jul 18	Tue	TX SOP - Report Writing	8
Aug 17	Thu	Legal & Ethics/SOP Review	8
Aug 22 - 23	Tue/Wed	Road to Success	16
Sep 9	Sat	Grounding vs Bonding	8
Oct 2	Mon	TX SOP - Report Writing	8
Oct 13	Fri	Landscape Irrigation	8
Oct 19	Thu	Red Flags	8
Nov 4	Sat	Grounding vs Bonding	8
Nov 14 - 15	Tue/Wed	Road to Success	16
Dec 28	Thu	Red Flags	8
Jan 16 - 17	Tue/Wed	Pool and Spa	16

DALLAS			
Jul 5	Wed	Red Flags	8
Aug 26	Sat	Grounding vs Bonding	8
Sep 19 - 20	Tue/Wed	Pool and Spa	16
Sep 22	Fri	Landscape Irrigation	8
Sep 23 - 24	Sat/Sun	Commercial Inspections	16
Oct 14	Sat	Grounding vs Bonding	8
Dec 1	Fri	Landscape Irrigation	8
Dec 2 - 3	Sat/Sun	Commercial Inspections	16

SAN ANTONIO			
Sep 9	Sat	Grounding vs Bonding	8
Oct 12	Thu	Landscape Irrigation	8
Nov 7 - 8	Tue/Wed	Pool and Spa	16

HOUSTON NORTH			
Aug 5	Sat	Stucco/Exterior	16
Aug 15 - 16	Tue/Wed	Pool and Spa	16
Sep 29	Fri	Landscape Irrigation	8
Oct 17 - 18	Tue/Wed	Pool and Spa	16
Oct 28	Sat	Grounding vs Bonding	8
Dec 18	Mon	Legal & Ethics/SOP Review	8
Dec 19	Tue	Stucco/Exterior	8
Jan 8	Mon	Home Pool Essentials	8
Jan 19	Fri	Landscape Irrigation	8

CE Schedule

8:30 AM – 4:45 PM



POOL AND SPA CERTIFICATION

POOL & HOT TUB ALLIANCE (PHTA) CERTIFICATION FOR OPERATORS/INSPECTORS

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

CE only: **\$195**

CPO Certification only: **\$350**

CPO and CPI course: **\$380**

www.ChampionsSchool.com/home-inspection/tx/cpo/

CPO CERTIFICATION (5 YEARS) • CPI CERTIFICATION (3 YEARS)

To become certified as a CPI (Certified Pool Inspector®), you must complete the CPO and CPI courses through Champions and take the CPI Exam with PHTA (Pool and Hot Tub Alliance).

An additional registration form and \$115 fee for the CPI exam is required.

ONLINE REAL ESTATE LICENSE PROGRAMS

4 Easy Steps To Complete Online Correspondence Real Estate Courses

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

All pricing includes books and materials.

Price

11-Course Licensing and Renewal Program + Success Tools

- 6 TREC qualifying education courses (180 Hours)
- Texas Real Estate Exam Prep course
- 3 TREC SAE renewal courses (90 Hours)
- TREC Legal Update I and Legal Update II (8 Hours)
- *Successful Tendencies of Real Estate Champions*
- 2-Day Success Through Business Etiquette course
- 30 Days to Success in Real Estate — Workbook and video coaching package with Champions CEO and founder, Rita Santamaria

**278
Hours**

~~\$1978~~
\$1698
SAVE \$280!

9-Course Licensing and Renewal Program

- 6 TREC qualifying education courses (180 Hours)
- Texas Real Estate Exam Prep course
- 3 TREC SAE Renewal Courses (90 Hours)
- TREC Legal Update I and Legal Update II (8 Hours)

**278
Hours**

~~\$1685~~
\$1445
SAVE \$240!

6-Course Licensing Program + Business Etiquette

- 6 TREC qualifying education courses (180 Hours)
- Texas Real Estate Exam Prep course
- 2-Day Success Through Business Etiquette course

180

~~\$1309~~
\$1134
SAVE \$175!

6-Course Licensing Program

- 6 TREC qualifying education courses (180 Hours)
- Texas Real Estate Exam Prep course

180

~~\$1110~~
\$980
SAVE \$130!

SEE
PAGE 21
FOR
DETAILS

Get your real estate
license education on
our mobile web app!



Real Estate Qualifying Education (QE) Courses

These six pre-licensing courses are approved by TREC and must be completed in order to get a real estate license in Texas.

Law of Agency — 1151

This course provides students with all the information they need to answer questions covering law of agency on the Texas Real Estate Salespersons exam. In addition to covering the basics, this course provides in-depth information that will enable you to be successful as a new agent.

Textbook: Law of Agency – \$37

Law of Contracts — 1251

The course enables students to better understand contracts and addenda. It provides hands-on experience with TREC and TAR forms through individual case studies. This course gives the student confidence when working with contracts between buyers and sellers.

Textbook: Law of Contracts – \$38

Principles of Real Estate 1 — 121

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 Salespersons exam.

Textbook: Principles of Real Estate 1 – \$37

Principles of Real Estate 2 — 122

This course builds upon the real estate terminology and professional obligations taught in Principles of Real Estate 1. In this course, students will engage in day-to-day activities and develop a deep understanding of what it's like to be a real estate agent. Additionally, this course ensures that students will understand their obligations according to the rules of the Texas Real Estate Licensing Act.

Textbook: Principles of Real Estate 2 – \$38

Promulgated Contract Forms — 351

























The course teaches the ins and outs of the Texas Real Estate Commission's promulgated contract forms. It provides a paragraph-by-paragraph breakdown of the one-to-four family contract and points out the similarities and differences in promulgated contracts.

Textbook: Promulgated Contract Forms – \$38

Real Estate Finance — 451

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, and commercial and residential loans.

Textbook: Real Estate Finance – \$38

QE	Qualifying Education	Delivery	Course #	Hours
	Law of Agency	   	1151	30
	Law of Contracts	   	1251	30
	Principles of Real Estate 1	   	121	30
	Principles of Real Estate 2	   	122	30
	Promulgated Contract Forms	   	351	30
	Real Estate Finance	   	451	30

Real Estate Sales Apprentice Education (SAE) Courses

Property Management — 851

This specialized course is an overview of residential and 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 agent seeking to broaden their education beyond listing and selling.

Textbook: Property Management – \$40

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. This course covers business planning, development guidelines, and how to recruit and retain agents. The textbook teaches time-tested techniques and provides authoritative guidance, making this course an indispensable resource for brokers, owners, and managers.

Textbook: Real Estate Brokerage – \$39

Real Estate Investment — 935












This specialized course teaches the basic principles and strategy of real estate 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 course.

Textbook: Real Estate Investment – \$58

Real Estate Law — 335

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 or an explanation of real estate terminology and practice should take this course.

Textbook: Texas Real Estate Law – \$65

Sales Agent Apprentice Education	Delivery	Course #	Hours
Real Estate Marketing: Power House Training		527	30
Property Management		851	30
Real Estate Brokerage		751	30
Real Estate Law		335	30
Real Estate Investment		935	30
Real Estate Marketing: Commercial Real Estate		545	30
Real Estate Math		651	30
Real Estate Marketing		551	30
Residential Inspection for Real Estate Agents		1035	30
A REALTOR'S® Resource Guide on Residential Mortgage Financing		426	30
Real Estate Appraisal: Fundamentals		226	30

Course Delivery Methods

BLENDED CLASSROOM

Champions School of Real Estate blended classroom courses combine home study and instructor-led classes. The classroom portion of the course is 15 hours and held over two 8-hour days, four 4-hour evenings, or four 4-hour 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 class. All students must attend all classroom hours and complete all chapter quizzes in order to take the final exam.

VIRTUAL CLASSROOM

A fully interactive, real-time delivery method, **ChampionsLive** offers a classroom experience in an online format. **ChampionsLive** allows students to participate remotely via a live stream on Zoom. Students are required to attend all course sessions in order to access the course exams. Once a student has attended all course hours and taken all required quizzes, the student will then gain access to any exams required for course completion.

ONLINE CORRESPONDENCE:

Champions School of Real Estate offers a convenient online correspondence course format in which students study the course material at their own pace either on a computer, in PDF format, or in 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 during a designated time slot. The textbooks for any of our online correspondence courses can be picked up at any of our locations or shipped nationwide for a fee.

CORRESPONDENCE

Our correspondence course format is a self-paced method that 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 INTERACTIVE

Our Online Interactive 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 exams. Students must be able to access the internet via a web browser to take courses in this 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 origination pre-licensing education courses are available in a similar format. These courses are self-paced and include 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 and are only accessible during the defined dates.

CLASSROOM

Champions School of Real Estate's 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.

DISTANCE EDUCATION DELIVERY

Our distance education delivery method allows students to take their courses in a format that is best suitable to their learning style and life schedule. Courses can be done via blended classroom (which combines home study with instructor-led classes) or online correspondence (which includes online quizzes and a proctored exam delivered via our **ChampionsLive** broadcast system or at a campus testing center). For both methods, a photo ID is required in order 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 work. 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%. Champions will not allow a student to view or take the final exam prior to completing the regular coursework and making up any missed class time.

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 visit to take their exam. The final exam must be passed with a score of 70%.

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

Champions reserves the right to withhold from a student official course completion documentation until the student has fulfilled all financial obligations.

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. The fee is \$20 more if you are paying on the day of the class. No refunds on textbooks. No refunds on Prep courses.

Classroom reminder: All cellular phones, laptops, tablets, etc., must be turned off for the duration of class. Breaks and lunch will allow for usage of these items.

CHAMPIONS SCHOOL OF REAL ESTATE® COURSE DESCRIPTIONS

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 – \$38

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. The course introduces concepts critical to successfully working with commercial properties and clients. This course is for the new agent who wants to know about commercial real estate as well as the experienced agent seeking new ideas or ways to brush up on existing techniques.

Textbook: Commercial Real Estate – \$38

Real Estate Marketing: Power House Training — 527

The purpose of this dynamic course is to assist new 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 real estate Code of Ethics and Standards of Practice are emphasized throughout the course.

Textbook: Power House Training – \$38

Real Estate Math — 651

Real Estate Math is a course dedicated to helping students overcome their fear of math, and to developing an understanding that math is a necessary component of real estate education throughout their career. The textbook will review basic math, commissions, area and volume, appreciation and depreciation, interest, finance, and many other topics relevant to agents pursuing a career in real estate. All components are designed to ensure the student comprehends and can apply the math skills learned during the course.

Textbook: Real Estate Math – \$34

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, and the market data approach.

Textbook: Fundamentals of Real Estate Appraisal – \$65

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, on issues such as Stachybotrys. Additionally, students will learn to identify common home problems and review questions that come up during real estate inspections.

Textbook: Residential Inspection – \$38

A Realtors Resource Guide on Residential Mortgage Financing — 426

This course will provide real estate license holders with a more detailed understanding of the mortgage loan origination process and the loan products available to homebuyers. Any student interested in learning more about the process of originating residential mortgage loans and the types of loans and loan products available to buyers will benefit from taking this course.

Textbook: A REALTOR'S® Resource Guide on Residential Mortgage Financing – \$38

18-Hour CE Online Programs

\$99  

Including mandatory 8 hours of TREC Legal Updates I & II and 3-hour Contract Review

- Self-paced, no timer
- Saves your place while testing
- Courses never expire
- Downloadable PDF books
- Access from any mobile or desktop device with a browser and a stable internet connection
- Courses reported to TREC electronically
- Instructor support
- Instant homework and exam results

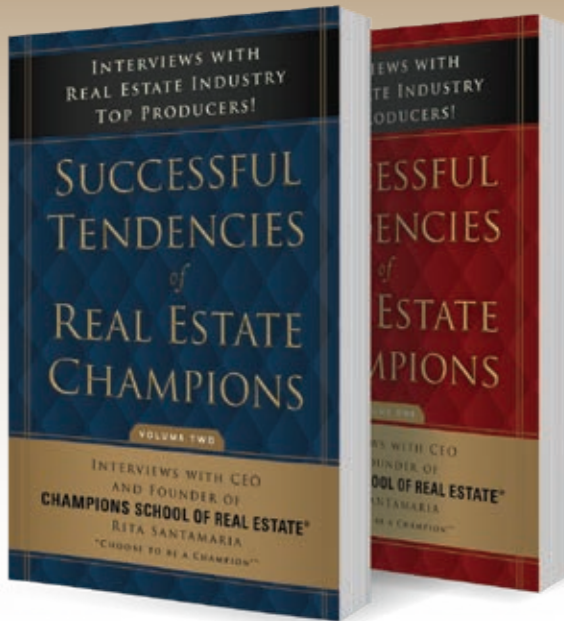


Online Real Estate Continuing Education Courses

Course Name	Course #	Hours	\$
Farm and Ranch Real Estate	42447	10	\$100
Commercial Real Estate	46727	10	\$100
Prospering with Trends and Strategies	43820	10	\$100
Risk Reduction Assessment	42812	10	\$100
The 3 T's to Success: Tools, Trends and Technology	42811	10	\$100
Property Management	42338	10	\$100
Prospering In The Hot Texas Market	42810	10	\$100
Real Estate Trends and Disruptors	42626	8	\$80
Selected Topics in Commercial Real Estate	44939	7	\$70
Selected Topics in Farm and Ranch	44941	7	\$70
Selected Topics in Property Management	44937	7	\$70
Broker Responsibility Course (2023-2024)	44547	6	\$60
Eye on Real Estate: Trends and Disruptors	44364 44945	5	\$50
Success Strategies	42493	4	\$40
Texas Common Legal Issues in Real Estate	45229	4	\$40
TREC Legal Update I (2022-2023)	42039	4	\$40
TREC Legal Update II (2022-2023)	42040	4	\$40
Emotional Intelligence in Real Estate	46432 46138	3	\$30
Essential Topics: 3-Hour Contract Review	44363 44461	3	\$30
Easy Steps for Using the Buyer's Representation Agreement	42446	2	\$20
Flood Red Flags	42628	2	\$20
How to Prepare Your Personal Business Plan	46301	2	\$20
Know Your Landlord and Tenant Right	45382 46741	2	\$20
Property Tax Remedies	42624	2	\$20
Introduction to Artificial Intelligence	45228	2	\$20
Real Estate Investing	42629	2	\$20
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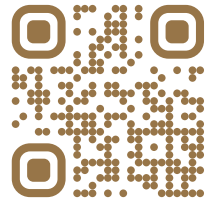
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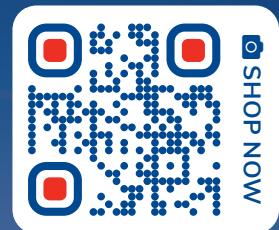
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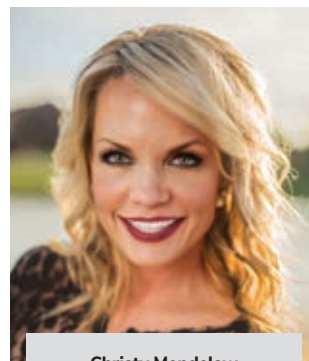
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On several occasions I have had the distinct pleasure of recommending the school to those looking to get started with a career in real estate. I recognize they will get a great foundation of education at the Champions School. I love calling Cyndi Carter, the campus "Mother Superior," because everyone can rest assured they will be taken care of by such a great team of her professionals. I get to speak with many of them as they seek a sponsoring brokerage, and they always share the same consistent message that their instructors were just the very best. I'm keenly aware that students from the Champions schools are the very ones we seek to sponsor.

— Rick Ellis
COO & General Manager
Berkshire Hathaway HomeServices
Texas Realty

As a long time student and known productivity coach, my job is to get agents up and practicing real estate. New agents who came from CSRE are better prepared for their real estate career!

— David Burton
Keller Williams Lake Travis

My experience is always amazing. I send all my new hires to Champions to get their license because it's the best!

— Anderson Mohle
Connected Realty

Six years ago, I decided to pursue a career in real estate. I did my research and decided to get my training from the best- Champions School of Real Estate. Because they offer so many methods of training, and different locations for their schools, I was able to take my classes on MY schedule! After taking the prep classes, I passed the State and national Exam on the first time! I know this is due to the excellent preparation Champions provides me with.

— Tamberly Hankins-Wojcik
StepStone Realty

We have loved being a partner with Champions School of Real Estate! Getting started in real estate can be daunting, and CSRE makes the process simple to follow. The flexibility in the schedule allows everyone to find the right path towards reaching their goals. New agents who came from CSRE are more prepared and ready for the business than most other schools. We highly recommend their pre-licensing courses AND continuing education.

— Sonia Almanza
Keller Williams City View

Our main engineer has taken many CE inspector classes and knows Roy Carter well. We have hired several Champions inspector grads for the major cities in Texas as we go statewide. Champions School of Real Estate is our go-to for our educational needs.

— Peggy Page
Page Two Inspection Services, LLC

I attended classes at Champions for my initial real estate license and now for my broker license. I've had a great experience as a student and a sponsor.

— Judie Curry, Nick Bristow Broker
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— Dr. Hank Seitz
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Love the education program for new and experienced Realtors. We refer everyone interested in pursuing their Real Estate career to Champions.

— Bernice Maez
Vivo Realty

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— Terri Macaluso
Coldwell Banker Residential Brokerage

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