**DESIGNATIONS & CERTIFICATIONS**

**Accredited Buyer Representative**

$219 | 15-HOUR ELECTIVE TREC CE  
$318 | ABR ELECTIVE PROGRAM | SAVE $20

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

Choose an Elective for 23-Hour CE Program
- New Home Construction
- Military Relocation Professional
- Pricing Strategies: Mastering the CMA

Please see website for experience and application requirements  
www.ChampionsSchool.com/real-estate/designations/abr/

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

$119 | 8-HOUR ELECTIVE CE, ABR ELECTIVE

- Learn how to find new home sales business, understand how the new-home sales processes work and the type of services the buyer needs.
- Gain an appreciation for the business of new homes from the perspective of the builder and sales representative
- Describe the role and responsibilities of the buyer’s representative when the buyer client pursues new-home construction
- Explain how new homes are constructed from ground-breaking to walkthroughs, inspections, and closing

Please see website for experience and application requirements  

**Military Relocation Professional**

$119 | 8-HOUR ELECTIVE CE, ABR ELECTIVE

This course focuses on working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. Learn how to provide the services that meet the needs of this niche market and win future referrals.

Please see website for experience and application requirements  
www.ChampionsSchool.com/real-estate/designations/mrp/
**Pricing Strategies: Mastering the CMA**

**$219 | 8-HOUR ELECTIVE CE | ABR ELECTIVE**

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

**Real Estate Negotiation Expert (RENE)**

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

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

**Seller Representative Specialist (SRS)**

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

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

**Seniors Real Estate Specialist (SRES)**

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

By earning the SRES® Designation, a REALTOR® has demonstrated necessary expertise to counsel senior clients through major financial and lifestyle transitions involved in relocating, refinancing or selling the family home.

**Accredited Luxury Home Specialist**

**$269 | 10-HOUR ELECTIVE CE**

Join the most elite agents in the country by specializing in working with affluent clients and the luxury home market. Increase your knowledge and hone your skills to attract upper-tier buyers and sellers by adding the ALHS designation!

- Luxury home market trends, needs and desires
- Presenting your services to luxury home buyers
- Servicing, marketing and showing the luxury home listing
- A one-year membership to the Luxury Home Council is included

**Certified Home Marketing Specialist**

**$219 | 8-HOUR ELECTIVE CE**

Created by Martha Webb, author and producer of Dress Your House for Success, this course incorporates staging concepts and strategic marketing designed to create an increased level of real estate expertise—from dialogue that motivates sellers to ads and photos that motivate buyers.

- Address difficult issues – clutter, cleanliness, odors, pets
- No and low-cost staging techniques with big impact
- Color and buyer appeal
- Effective ads and improve photos that sell