



## Accredited Buyer Representative



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

**\$318** | \*ABR ELECTIVE PROGRAM | **SAVE \$20**

- Learn how to use the buyer representation agreement
- Understand retainer fees, hourly fees, transaction fees
- Earn confidence in your client-level services to your buyers
- NAR® Recognized Designation
- \* Choose Either New Home Construction or Military Relocation Professional as the elective course

AUSTIN
Feb 18 - 19 Mon/Tue
Apr 22 - 23 Mon/Tue

HOUSTON GALLERIA
Feb 4 - 5 Mon/Tue
Aug 28 - 29 Wed/Thu

SAN ANTONIO
Mar 27 - 28 Wed/Thu
Aug 21 - 22 Wed/Thu

DALLAS
Feb 6 - 7 Wed/Thu
Jun 3 - 4 Mon/Tue

HOUSTON NORTH
Feb 20 - 21 Wed/Thu
May 1 - 2 Wed/Thu

CHAMPIONSLIVE
Jan 21 - 22 Mon/Tue
Mar 20 - 21 Wed/Thu
May 8 - 9 Wed/Thu
Jul 31 - Aug 1 Wed/Thu

FORT WORTH
Apr 15 - 16 Mon/Tue

HOUSTON WEST
Apr 10 - 11 Wed/Thu

Day 1 and 2 Schedule
8:30 AM - 4:45 PM
ABR: 15-00-059-32481



Please see website for experience and application requirements

## 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

AUSTIN
Feb 20 Wed
Apr 24 Wed

HOUSTON GALLERIA
Feb 6 Wed
Aug 30 Fri

CHAMPIONSLIVE
Jan 23 Wed
Mar 22 Fri
May 10 Fri
Aug 2 Fri

DALLAS
Feb 8 Fri
Jun 5 Wed

HOUSTON NORTH
Feb 22 Fri
May 3 Fri

FORT WORTH
Apr 17 Wed

HOUSTON WEST
Apr 12 Fri



Please see website for experience and application requirements

Schedule
8:30 AM - 5:15 PM
NHC: 08-00-119-33502

## 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.



Schedule
8:30 AM - 5:15 PM
MRP: 08-00-020-32625

AUSTIN
Mar 20 Wed
May 17 Fri

FORT WORTH
Jan 10 Thu

SAN ANTONIO
Jan 24 Thu
Mar 29 Fri
May 28 Tue
Aug 23 Fri

CHAMPIONSLIVE
Feb 15 Fri
Apr 22 Mon
Jun 22 Sat
Aug 7 Wed

## 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

AUSTIN
Jun 24 - 25 Mon/Tue

HOUSTON GALLERIA
Jun 10 - 11 Mon/Tue

SAN ANTONIO
Feb 5 - 6 Tue/Wed

DALLAS
Apr 1 - 2 Mon/Tue

HOUSTON NORTH
Apr 16 - 17 Tue/Wed

CHAMPIONSLIVE
Jan 23 - 24 Mon/Tue
Mar 13 - 14 Wed/Thu
May 22 - 23 Wed/Thu
Jul 17 - 18 Wed/Thu

Day 1 and 2 Schedule
8:30 AM - 4:45 PM
ALHS: 10-00-010-33744



Please see website for experience and application requirements

## 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

AUSTIN
Jun 26 Wed

HOUSTON GALLERIA
Jun 12 Wed

CHAMPIONSLIVE
Jan 25 Wed
Mar 15 Fri
May 24 Fri
Jul 19 Fri

DALLAS
Jun 7 Fri

HOUSTON NORTH
Apr 18 Thu

FORT WORTH
May 17 Thu

SAN ANTONIO
Feb 7 Thu

Schedule
8:30 AM - 5:15 PM
CHMS: 08-00-060-34739



TREC Provider: 0005



## Pricing Strategies: Mastering the CMA

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

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

DALLAS	
May 29	Wed

  

HOUSTON NORTH	
Mar 15	Fri
Jun 7	Fri

HOUSTON WEST	
May 24	Fri
Aug 16	Fri

  

Schedule	
8:30 AM - 5:15PM	
PSA: 08-00-099-33058	

CHAMPIONSLIVE	
Jan 16	Wed
Mar 4	Mon
May 6	Mon
Jul 8	Mon



## 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.



Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
RENE: 15-00-110-32213	



CHAMPIONSLIVE	
Jan 17 - 18	Thu/Fri
Mar 5 - 6	Tue/Wed
May 20 - 21	Mon/Tue
Jul 9 - 10	Tue/Wed
Aug 19 - 20	Mon/Tue

## 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 five completed transactions in which the agent acted solely as a sellers representative.



AUSTIN	
Mar 18 - 19	Mon/Tue
May 15 - 16	Wed/Thu

  

Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
SRS: 15-00-030-32071	



DALLAS	
Mar 18 - 19	Mon/Tue
May 1 - 2	Wed/Thu

HOUSTON NORTH	
Mar 13 - 14	Wed/Thu
Jun 5 - 6	Wed/Thu

SAN ANTONIO	
Jan 28 - 29	Mon/Tue
May 29 - 30	Wed/Thu

CHAMPIONSLIVE	
Feb 13 - 14	Wed/Thu
Apr 20 - 21	Sat/Sun
Jun 19 - 20	Wed/Thu
Aug 5 - 6	Mon/Tue

## 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.



Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
SRES: 15-00-090-31836	



CHAMPIONSLIVE	
Jan 30 - 31	Mon/Tue
Apr 1 - 2	Mon/Tue
Aug 14 - 15	Wed/Thu

## WCR Performance Management Network Designation

AN OFFICIAL REALTOR® DESIGNATION

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

**Program:** Enroll in the 3 course PMN Program for \$420, a \$30 savings!!

**Individual Courses:** \$150

**Course Times:** 8:30 AM - 4:15 PM

**\*TREC CE Credit for TX Licenses:**

Leadership: 07-00-030-34106;

Networking : 07-00-030-34105;

Negotiating: 07-00-030-34104

**Instructor:** Becky Hill; 2009 WCR National President, Champions Statewide Teacher Liaison



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

*Jo Ann Stevens*  
2018 National President  
Women's Council of REALTORS®

Feb 27 - Mar 8		
Networking & Referrals	Feb 27	Wed
Leadership Excellence	Feb 28	Thu
Effective Negotiation	Mar 8	Fri

  

Apr 5, 12, 19		
Networking & Referrals	Apr 5	Fri
Leadership Excellence	Apr 12	Fri
Effective Negotiation	Apr 19	Fri

May 31, Jun 14, Jun 21		
Networking & Referrals	May 31	Fri
Leadership Excellence	Jun 14	Fri
Effective Negotiation	Jun 21	Fri

  

Aug 28 - 30		
Networking & Referrals	Aug 28	Wed
Leadership Excellence	Aug 29	Thu
Effective Negotiation	Aug 30	Fri