## 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

### New Home Construction and Buyer Representation:

**The Professional, Product, Process**

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

Learn how to find new home sales business, understand how the new-home sales processes work and the type of services the buyer needs.

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

### Military Relocation Professional

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

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Delivery</th>
<th>Price</th>
<th>Save</th>
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</thead>
<tbody>
<tr>
<td>10-Course Designation Program</td>
<td>ABR, ALHS, CHMS, MRP, NHC PSA, RENE, SRES, SRS and Success Through Business Etiquette</td>
<td>$4824</td>
<td>$1641</td>
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<tr>
<td>5-Course Designation Program</td>
<td>CHMS, NHC, PSA, RENE and Choose ABR or SRS</td>
<td>$995</td>
<td>$820</td>
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<tr>
<td>3-Course Designation Program</td>
<td>PSA, RENE and Choose ABR or SRS</td>
<td>$557</td>
<td>$527</td>
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</tbody>
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Please see website for experience and application requirements www.ChampionsSchool.com/real-estate/designations/abr/

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

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

$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

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

**Real Estate Negotiation Expert**

$219 | 15-HOUR ELECTIVE CE

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

**Seller Representative Specialist**

$219 | 15-HOUR ELECTIVE CE | ABR ELECTIVE

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

**Seniors Real Estate Specialist**

$219 | 15-HOUR ELECTIVE CE

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

**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

All tuition fees include your first year membership dues into designation associations.
WHAT IS CHAMPIONS LIVE?

It's a Virtual Classroom!

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

Try our virtual classroom delivery method and see how ChampionsLive Virtual Classroom — with a real teacher, in the comfort of your own home or office — is the future of learning. Students are required to attend all scheduled course sessions in full before gaining access to proctored course exams.

If you are not satisfied or if the ChampionsLive Virtual Classroom does not meet your expectations, you can transfer anytime. Transfers can choose a classroom at any campus or take our self-paced online correspondence. That is the Champions Advantage.

Licensing & education types available via ChampionsLive:

- Real Estate
  - Qualifying Education
  - Exam Prep
  - SAE & Broker
  - Select Designations
- Loan Origination
  - Pre-Licensing
  - Exam Prep
  - Continuing Education
  - Loan Electives
- Appraisal
  - Exam Prep
- Other
  - Beyond the Virtual Classroom

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

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

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

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

DESIGNATIONS & CERTIFICATIONS

Stand out from the crowd and show your clients that you are an expert in the industry with a Designations and Certifications. Go to www.ChampionsSchool.com/live/designations to enroll today!

For course descriptions and times, go to page 26

TEXAS LOAN ORIGINATOR EDUCATION CLASSES

20-HOUR SAFE $280

- Jul 29 - 31 Mon - Wed
- Sep 16 - 18 Mon - Wed
- Oct 21 - 23 Mon - Wed
- Nov 18 - 20 Mon - Wed
- Dec 9 - 11 Mon - Wed
- Jan 6 - 8 Mon - Wed
- Day 1-2: 8:30 AM - 5:30 PM

LOAN PREP $235

- Aug 5 - 7 Mon - Wed
- Sep 23 - 25 Mon - Wed
- Oct 28 - 30 Mon - Wed
- Nov 25 - 27 Mon - Wed
- Dec 16 - 18 Mon - Wed
- Jan 13 - 15 Mon - Wed
- Day 1-2: 8:30 AM - 5:30 PM

8-HR CE $235

- Jul 25 Thu
- Aug 21 Wed
- Aug 31 Sat
- Sept 9 Mon
- Sept 21 Sat
- Oct 8 Tue
- Oct 22 Tue
- Nov 9 Sat
- Nov 20 Wed
- Dec 11 Wed
- 8:30 AM - 5:30 PM

MTG. SKILLS $149

- Jul 20 - 21 Sat - Sun
- Aug 19 - 20 Mon - Tue
- Sep 14 - 15 Sat - Sun
- Oct 9 - 10 Wed - Thu
- Nov 23 - 24 Sat - Sun
- Jan 4 - 5 Sat - Sun
- 8:30 AM - 5:30 PM

HOW TO MARKET $30

- Jul 9 Tue
- Aug 12 Mon
- Sept 6 Fri
- Oct 3 Thu
- Nov 30 Sat
- Dec 21 Sat
- Jan 18 Sat
- 9:00 AM - 12:00 PM

To learn more about Residential Mortgage Loan Originator program, go to page 32