



CHAMPIONS SCHOOL OF REAL ESTATE®

SINCE 1983

2025 COURSE CATALOG

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

CHOOSE YOUR DELIVERY METHOD



BLENDED
CLASSROOM



CHAMPIONS**LIVE**
VIRTUAL CLASSROOM



ONLINE
INTERACTIVE



ONLINE
CORRESPONDENCE

REAL ESTATE
SUPERSTARS
Today!



WITH
RITA SANTAMARIA



SCAN TO
WATCH

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



WINTER/SPRING

COURSE CATALOG 2025

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 offered via Classroom, Virtual Classroom, Correspondence, and Online Interactive
- ✓ Career counselors 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 interviews on Champions YouTube channel and podcast
- ✓ Broker-sponsored classroom meals in which you can learn about different brokerages in your area

SPEAK TO A CAREER COUNSELOR TODAY

- In-Person
- Over the Phone
- Live chat Support

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CHAMPIONS SCHOOL OF REAL ESTATE® CHARITABLE CONTRIBUTIONS 2024 – 2025

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
 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®
 Greater Houston Meals on Wheels Thanksgiving
 Houston Association of REALTORS®
 Interfaith for Greater Houston
 Interfaith Ministries of The Woodlands
 Keller Williams Austin Vendor Partner Program
 Live Like Knox Foundation
 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
 Pearl Fincher Museum of Fine Arts
 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
 Women's Council of REALTORS® – Local Chapters
 Women's Council of REALTORS® – Texas Chapter
 Woodlands High School Youth Athletics Foundation

NOW IS THE TIME FOR A CAREER IN REAL ESTATE, LOAN ORIGATION, 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!

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.

- ✓ Our teachers have at least 5 years of experience in their subject matter and at least 5 years of experience teaching adults. We strive to make our classes a comfortable, stress-free experience for optimal learning!
- ✓ Champions offers convenient delivery methods available for you: **Brick-and-Mortar Classroom**, **Blended Classroom**, **ChampionsLive**, and **Online Interactive**.
- ✓ Grade A customer service rating from The Better Business Bureau and **8,000+** ★★★★★ Google reviews!

YOU CAN DO IT — WE CAN HELP!



Rita D. Santamaria
Owner, Founder, and CEO

Rita Santamaria became an entrepreneur when she started her career in Real Estate sales in Plano, Texas in the late 1970s and then moved to Houston and put her education and Real Estate expertise together to open Champions School of Real Estate® in 1983. Since then, Rita has expanded the business by launching a successful online campus and opening brick-and-mortar campuses in Austin, Dallas, Fort Worth, Houston, and San Antonio.



Kimberly Dydalewicz
Co-Owner and President

Kimberly Dydalewicz is the President of Champions School of Real Estate®, the nation's largest Real Estate education provider. For over 25 years, Dydalewicz assists with the day to day operational aspects of the company, which has grown to encompass nine campuses throughout Texas, seven state-of-the-art ChampionsLive! studios, independent curriculum development department, Business Etiquette division, and Online division along with over 200 full-time and contract employees and instructors.



I opened Champions School of Real Estate in 1983 to bring the "total learning experience" to new licensees. The total experience means current information on what is happening in the real estate market today, qualified instructors who love to teach, and a learning environment that says, "Welcome and thank you for choosing our school." Our goal is to help you achieve excellence through our quality education.



— Rita Santamaria,
Founder and CEO

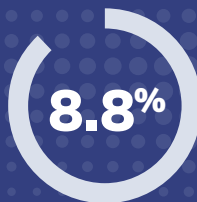


NEW RESIDENTS
*2024

#1

Increase in new residents in the US
between July 1, 2023 & July 1, 2024

— US Census Bureau, 2024



Increase in total homes sold in TX
in October 2024 compared to
previous months

HOME VALUES INCREASE, NEW LISTINGS FOLLOW

The state's total value of single-family starts climbed from \$25.4 billion in October 2023 to \$32.07 billion in October 2024.



CONTACT

YOU CAN DO IT, WE CAN HELP!

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

FIND US ON SOCIAL MEDIA

#ChampionsSchoolofRealEstate



AUSTIN CAMPUS

512-244-3545
13801 Ranch Rd 620 N, Ste 100
Austin, TX 78717

Assistant Campus Manager
Dena Hinds
Dena@ChampionsSchool.com

Campus Hours
Mon-Fri Sat
8 AM – 5 PM 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
Mon-Fri Sat
8 AM – 5:30 PM 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
Mon-Fri Sat
8 AM – 5:30 PM 8 AM – 4 PM



SAN ANTONIO CAMPUS

210-349-7600
3010 N Loop 1604 W, Ste 202
San Antonio, TX 78231

Campus Manager
April Brown
April@ChampionsSchool.com

Campus Hours
Mon-Fri Sat
8 AM – 5 PM 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
Mon-Fri Sat
8 AM – 5 PM 8 AM – 4 PM



HOUSTON NORTH CAMPUS CORPORATE OFFICE

281-893-4484 | 800-284-1525
7302 N Grand Pkwy W
Spring, TX 77379

Campus Manager
Christine Wright
Christine@ChampionsSchool.com

Campus Hours
Mon-Fri Sat
8 AM – 5:30 PM 8 AM – 4 PM



CHAMPIONS LIVE

713-580-4946 | 866-272-5962
www.ChampionsSchool.com/Live

Campus Manager
Angela Clark
Angela@ChampionsSchool.com

Campus Hours
Mon-Fri Sat
8 AM – 5:30 PM 8 AM – 4 PM



OPENING APRIL 2025!

NEW DALLAS CAMPUS UNDER CONSTRUCTION!

Construction officially started and dirt is moving!

Dallas has broken ground on our new location on the frontage road of President George Bush Tollway near the intersection at Coit Road: 8460 President George Bush Tpk, Dallas, 75252

972-867-4100 | 866-713-0055

Campus Manager
Linda Chase
Linda@ChampionsSchool.com



CHAMPIONS IS GROWING!



Scan Code To Check Out
Ground Breaking Video

The **LIVE LIKE KNOX FOUNDATION** is the Champions School of Real Estate's Charitable Foundation of Choice.

LIVE LIKE KNOX
FOUNDATION, INC.

KNOX'S STORY AND THE LIVE LIKE KNOX FOUNDATION

Knox Dydalewicz, affectionately known as *Knoxy Bear*, was the sweetest 12 year old boy with dark brown hair, warm eyes, and a heart as big as his basketball-holding paws. His infectious smile and towering presence were matched only by his kindness and zest for life.

On April 27th, 2024, our world was shattered when Knox tragically lost his life in a UTV accident during what should have been a joyful father-son weekend at our family farm. Though we never had the chance to say goodbye, we find solace in knowing that Knox is now in paradise with Jesus, waiting for our family's eternal reunion.

In the weeks following Knox's passing, we were overwhelmed by the outpouring of love and memories shared by those whose lives he touched. Friends, teachers, and community members all spoke of Knox's legacy of kindness. He was remembered as a constant source of smiles, a friend to everyone, a defender against bullying, an exceptional teammate, a dedicated student, and a beacon of laughter.

Knox's impact extended beyond his peers. He was posthumously recognized as Math Student of the Year, and we learned that his presence had inspired a teacher to continue their career. His basketball league retired his #1 jersey and created a special honor for players who embody Knox's spirit on the court.

As his parents and brother, we couldn't be prouder of our adventurous, hardworking, and inclusive boy. Knox was a passionate sports card and shoe collector, an animal lover, an ocean enthusiast, a skilled golfer, master of his 3-point shot, 2-time shark angler, chef of many tasty inventions, our L-R-C ringer, and a master of bringing people together. His ability to include everyone in his plans was truly remarkable.

Two weeks after losing Knox, we established The Live Like Knox Foundation, Inc. Our mission is to Carry On Kindness in Knox's Memory and to Celebrate Kids who Walk through Life Like Knox. We aim to remind children that #charactermatters, #beKind, #ItsCooltoBeKind, and #KindnessMatters.


The foundation awards #KindnessCarriesOn Scholarships to graduating seniors for college, trade, and technical schools, and provides financial assistance for necessary school expenses. Since our launch on June 17th, 2024, we've assembled an incredible Board and a team of Kindness Krew Ambassadors, multiple community outreach programs, and success in raising funds for our student scholarships and financial aid.

We invite you to share Knox's story, learn from it, and join our #Kindness Mission. Knox's daily goal was to be a kind friend, and he consistently achieved it. We encourage everyone to Live Like our Knoxy Bear and make each day a 10/10.


This is just the beginning of a movement marked by Knox's legacy - Join our movement by following us on Facebook and by visiting www.LiveLikeKnox.com

With love and gratitude,
Kevin, Kimberly and Kaden Dydalewicz
Yeti, Wrigley and Barrington


We love you most, sweetheart.



LEARN MORE



KINDNESS MATTERS LIVE LIKE KNOX



REAL ESTATE SUPERSTARS Today!

WITH
RITA SANTAMARIA



**CHAMPIONS SCHOOL
OF REAL ESTATE**

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!

CONGRATULATIONS

TO OUR 2024 INSTRUCTOR AND EMPLOYEE OF THE YEAR



**SARAH
SHINGLETON**
Online Campus | Assistant Manager
2024 Employee of the Year



**KATHRYN
HARDEAN**
2024 Instructor of the Year

INSTRUCTORS



Tom Allen Houston	Brad Anderson DFW	Kevin Airel DFW	Rosemary Bickford Houston	Bethany Bhattacharya San Antonio	Shad Bogany Houston	Brad Boswell DFW	Mike Boyd San Antonio <small>Instructor of the Year 2023</small>	Derek Bradley DFW	Jeanne Butterfield Austin	Roy Carter Director, Inspection School, Teacher Liaison <small>Instructor of the Year 2008</small>
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Ron Castagno Houston	Alex Castillo San Antonio	Christopher Cerda Houston	Julie Choate DFW	Jeani Codrey San Antonio	Mark Cox DFW	Paul Cox Houston	Amber Crawford Houston	Antonio Delgado DFW	Randy Dicken DFW	Kevin Dydalewicz DFW
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Ed Eakin DFW	Caroline Edwards Houston	Frank Eldridge San Antonio	Donna Ellis Houston	Bea Flores Houston	Rose Forey Houston	Steve Goff DFW	Allan Hancock Statewide <small>2018 Teacher Emeritus</small>	Kathryn Hardeman Houston <small>Instructor of the Year 2024</small>	Amy Smythe-Harris Houston	Will Harris Houston <small>Instructor of the Year 2014</small>
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Alex Herrera San Antonio	Becky Hill Statewide <small>Instructor Liaison Instructor of the Year 2009</small>	Thom Hulme DFW <small>Instructor of the Year 2020</small>	Andy Ingram DFW <small>Instructor of the Year 2015</small>	Mark Inman Houston	Diane Jacob Houston	Demond Johnson DFW	Therese Johnson DFW	Wauketa Jones DFW <small>Instructor of the Year 2021</small>	Jennifer Keathly DFW	DaNell Kinney DFW
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Robin Kitzmiller Houston	Donald Leonard Houston	Cory Lime San Antonio	Robert Maciocco Austin & San Antonio	Robert Meche DFW	John Mercado Austin <small>Instructor of the Year 2017</small>	Christy Mendelow Business Etiquette National	Steven Monroe San Antonio	Johnny Morrow San Antonio	Shelly Moschak Statewide	Kevin Muhammad Houston
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Camille Palafox Austin	Eric Paulson Austin	Matthew Patterson Austin	Alma Puerto Houston	Allen Pozzi San Antonio	Joe Provenzano Houston	Jasmine Quinerly Houston	Clint Reynolds Houston	Russell Rhodes Houston	Rhondalyn Riley Houston	Clint Roberts Houston
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Peggy Rudolph Houston <small>Instructor of the Year 2022</small>	Louis Salinas Houston	Rebecca Savage DFW	Jim Shaw San Antonio	Paul St. Amand Director, Mortgage School <small>Instructor of the Year 2007</small>	Mark Stillings San Antonio	Victoria Subia San Antonio <small>Instructor of the Year 2019</small>	Veronica Taylor DFW	Byron Underwood Houston <small>Instructor of the Year 2023</small>	Tori Vendola San Antonio	Lisa Walker DFW
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Gidele Waters Houston	Greg Welch Houston	Kathleen Wood Houston	Deidre Woodard DFW	Nicole Williams DFW	Kristin Wilson Houston <small>Instructor of the Year 2013</small>	Dave Wyatt Statewide <small>Instructor of the Year 2023</small>	Sharon Yeary Houston
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EXECUTIVE LEADERSHIP



Rita Santamaria
Owner/Founder

Kim Dydalewicz
Co-owner/President

Curt Knobloch
Vice President

Debi Blazis
Vice President

Darla Mills
Accounting Manager

Courtney Quarles
Accounting Assistant

CELEBRATING OVER 40 YEARS OF EDUCATION!

AUSTIN



Sarah Grasso
Career Counselor

Dena Hinds
Assistant Campus Manager

Debra Reineke
Career Counselor

Lora Riley
Career Counselor

DALLAS



Angie Carter-Thomas
Career Counselor

Linda Chase
DFW Regional Manager

Terry Doster
Administrative Assistant to the President

Kim Doyle
Career Counselor

Kaden Dydalewicz
Career Counselor

Vikki Mahagan
Career Counselor

Mattia Martin
Online Logistics

Megan Snellgrove
Assistant Campus Manager

Tori Williams
Career Counselor

FORT WORTH



Jessyca Davis
Career Counselor

Heather Host
Career Counselor

Susan Krieger
Campus Manager

Jessica Reynolds
Career Counselor

HOUSTON NORTH



Stephanie Chambers
Career Counselor

Elizabeth Hernandez
Career Counselor

Connie Sanders
Assistant Campus Manager

David Santamaria
National Appraisal, Inspection/Marketing Sales Director, Property Manager

Christine Wright
Campus Manager

Christine Zuvanich
Career Counselor

HOUSTON GALLERIA



Dorothy Barringer
Campus Manager

Suzetka Kuivenhoven
Career Counselor

Elise McCune
Career Counselor

Patti Montemayor
Career Counselor

Pamela Shamblin
Career Counselor

SAN ANTONIO



April Brown
Campus Manager

Kimberly Garner
Career Counselor

Jessica Luna
Career Counselor

Liz Ortiz
Career Counselor

ONLINE



Fred Alzner
Web Developer/Programmer

Sylvia Busk
National Compliance Director

Jennifer Cowan
Communications Manager

Dylan Dzudycha
Course Designer

Neesha Fortschneider
Online Career Counselor

Phil Hammel
Design Director

Nick Henderson
Asst. Manager/ Web Developer

Nicholas Khoury
Art Director

Gabriel Langston
IT Director

Nicki Lindenmier
Online Career Counselor

Nicole Moellner
Video Production Specialist

ONLINE CONT.



Sarah Shingleton
Asst. Manager

Amudha Subramanian
Programmer

Matthew Trevino
Video Production Specialist

Marissa Trinidad
Asst. Manager /Course Designer

CURRICULUM DEVELOPMENT



Caty Brignac
Technical Writer

Henry Britt
Campus Director

Sherri Covert
Lead Technical Writer

Laura Nielsen
Technical Writer

Joseph Owens
Technical Writer/Podcast Manager

Sarah Rodriguez
Technical Writer

CHAMPIONS LIVE!



Leo Aragundi
Course Coordinator & Exam Proctor

Karen Babino-Woodard
Course Coordinator

Gissell Cardona
Course Coordinator

Aaron Chambers
Course Coordinator

Angela Clark
Campus Manager

Jeaneen Delmore
Exam Proctor

Amber Johnson
Course Coordinator & Exam Proctor

Mel Johnson
Course Coordinator

Donna Walter
Tech and Course Coordinator



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

REAL ESTATE LICENSING EDUCATION

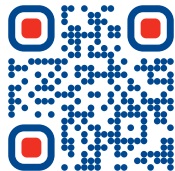
**PROVIDING TOP-QUALITY EDUCATION
IN TEXAS FOR 40 PLUS YEARS!**

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.

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!**



TEXAS REAL ESTATE LICENSING EDUCATION

★★★★★ CHAMPIONS COMPETITIVE ADVANTAGE

Your Path, Your Pace, Your Success

Success in real estate shouldn't mean putting your life on hold. At Champions, we revolutionize learning with four flexible delivery methods:

Mix-and-match methods to fit your schedule. Whether you're a working professional, busy parent, or focused student, Champions adapts to you—not the other way around.

Ready to start your real estate journey? Choose Champions' unmatched flexibility.



BLENDED CLASSROOM

Master content at home, engage in person. Perfect for hands-on learners seeking direct instructor interaction.



CHAMPIONS^{LIVE} VIRTUAL CLASSROOM

Experience live lectures remotely. Get real-time instruction while saving commute time.



ONLINE INTERACTIVE

Access dynamic, device-friendly lessons with integrated videos and activities. No textbooks needed—everything's digital.

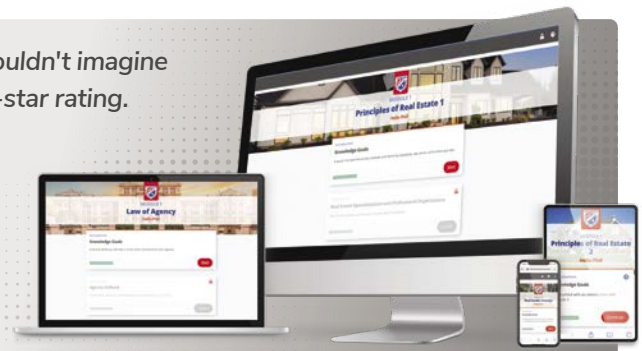


ONLINE CORRESPONDENCE

Learn independently with physical or PDF textbooks. Test when ready.



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 H.**



6 STEPS TO A TEXAS REAL ESTATE LICENSE

FOLLOW THESE SIX ESSENTIAL STEPS BELOW AND YOU'RE ON YOUR WAY TO AN EXCITING NEW CAREER!

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. **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 \$205.
- 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, 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 six months! **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 (\$35) 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/realestate 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.

Note: 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.

6

Almost done... you are now an inactive Texas real estate sales agent!

To become an active sales agent, find a sponsoring broker and submit a sponsoring broker form to TREC.

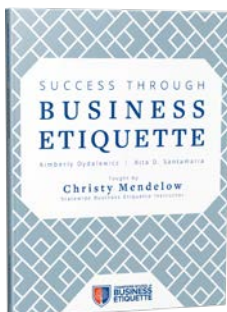
Congratulations! Your active sales agent license will arrive in an email to both you and your sponsoring broker.

TEXAS REAL ESTATE QUALIFYING EDUCATION

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 <ul style="list-style-type: none"> 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 	278		\$2108 \$1698 SAVE \$410!
9-Course Licensing and Renewal Program <ul style="list-style-type: none"> 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		\$1815 \$1445 SAVE \$370!
6-Course Licensing Program + Business Etiquette <ul style="list-style-type: none"> 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		\$1439 \$1134 SAVE \$305!
6-Course Licensing Program <ul style="list-style-type: none"> 6 TREC qualifying education courses (180 Hours) SAVE \$120 Real Estate Exam Prep course SAVE \$10 	180		\$1240 \$980 SAVE \$260!
Individual 30-Hour Course <ul style="list-style-type: none"> 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
National & State Real Estate Exam Prep Course 🐾 Your Key to Passing the Exam <ul style="list-style-type: none"> National Module State Module Access to timed online practice exams Unlimited course retakes within six months of purchase 			\$250 \$125 State \$125 National

ADDITIONAL COURSES



**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

Course Delivery Options

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

Learn more about
delivery methods at
ChampionsSchool.com



TREC PROVIDER
#4530 | #0005

TEXAS REAL ESTATE 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.

CONTACT A COUNSELOR

Austin Campus 512-244-3545	Houston Galleria Campus 713-629-4543
ChampionsLive Campus 713-580-4946	Houston North Campus 281-893-4484
Dallas Campus 972-867-4100	Online Campus 512-246-2773
Fort Worth Campus 214-687-0000	San Antonio 210-349-7600

EVENINGS

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

Mar 24 - 27	Prom Forms
Mar 31 - Apr 3	Finance
Apr 7 - 10	Principles I
Apr 14 - 17	Principles II
Apr 21 - 24	Contracts
Apr 28 - May 1	Agency
May 5 - 8	Prom Forms
May 12 - 15	Finance
May 19 - 22	Principles I
May 27 - 30 🗓	Principles II
Jun 2 - 5	Contracts
Jun 9 - 12	Agency
Jun 16 - 19	Prom Forms
Jun 23 - 26	Finance
Jun 30 - Jul 3	Principles I
Jul 7 - 10	Principles II
Jul 14 - 17	Contracts
Jul 21 - 24	Agency
Jul 28 - 31	Prom Forms
Aug 4 - 7	Finance
Aug 11 - 14	Principles I
Aug 18 - 21	Principles II
Aug 25 - 28	Contracts
Sep 2 - 5 🗓	Agency
Sep 8 - 11	Prom Forms
Sep 15 - 18	Finance
Sep 22 - 25	Principles I
Sep 29 - Oct 2	Principles II

WEEKDAYS

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

Mar 24 - 25	Principles I
Mar 31 - Apr 1	Contracts
Apr 7 - 8	Finance
Apr 14 - 15	Principles II
Apr 21 - 22	Agency
Apr 28 - 29	Prom Forms
May 5 - 6	Principles I
May 12 - 13	Contracts
May 19 - 20	Finance
May 27 - 28 🗓	Principles II
Jun 2 - 3	Agency
Jun 9 - 10	Prom Forms
Jun 16 - 17	Principles I
Jun 23 - 24	Contracts
Jun 30 - Jul 1	Finance
Jul 7 - 8	Principles II
Jul 14 - 15	Agency
Jul 21 - 22	Prom Forms
Jul 28 - 29	Principles I
Aug 4 - 5	Contracts
Aug 11 - 12	Finance
Aug 18 - 19	Principles II
Aug 25 - 26	Agency
Sep 2 - 3 🗓	Prom Forms
Sep 8 - 9	Principles I
Sep 15 - 16	Contracts
Sep 22 - 23	Finance
Sep 29 - 30	Principles II

WEEKDAYS

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

Mar 26 - 27	Principles II
Apr 2 - 3	Agency
Apr 9 - 10	Prom Forms
Apr 16 - 17	Principles I
Apr 23 - 24	Contracts
Apr 30 - May 1	Finance
May 7 - 8	Principles II
May 14 - 15	Agency
May 21 - 22	Prom Forms
May 29 - 30 🗓	Principles I
Jun 4 - 5	Contracts
Jun 11 - 12	Finance
Jun 18 - 19	Principles II
Jun 25 - 26	Agency
Jul 2 - 3	Prom Forms
Jul 9 - 10	Principles I
Jul 16 - 17	Contracts
Jul 23 - 24	Finance
Jul 30 - 31	Principles II
Aug 6 - 7	Agency
Aug 13 - 14	Prom Forms
Aug 20 - 21	Principles I
Aug 27 - 28	Contracts
Sep 4 - 5 🗓	Finance
Sep 10 - 11	Principles II
Sep 17 - 18	Agency
Sep 24 - 25	Prom Forms
Oct 1 - 2	Principles I

WEEKENDS

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

Mar 29 - 30	Agency
Apr 5 - 6	Contracts
Apr 12 - 13	Prom Forms
Apr 19 - 20	Easter Sunday
Apr 26 - 27	Finance
May 3 - 4	Principles II
May 10 - 11	Principles I
May 17 - 18	Agency
May 24 - 25	Contracts
May 31 - Jun 1	Prom Forms
Jun 7 - 8	Finance
Jun 14 - 15	Principles II
Jun 21 - 22	Principles I
Jun 28 - 29	Agency
Jul 5 - 6	Contracts
Jul 12 - 13	Prom Forms
Jul 19 - 20	Finance
Jul 26 - 27	Principles II
Aug 2 - 3	Principles I
Aug 9 - 10	Agency
Aug 16 - 17	Contracts
Aug 23 - 24	Prom Forms
Aug 30 - 31	Finance
Sep 6 - 7	Principles II
Sep 13 - 14	Principles I
Sep 20 - 21	Agency
Sep 27 - 28	Contracts
Oct 4 - 5	Prom Forms

MORNING CLASSES | HOUSTON NORTH AND DALLAS CAMPUS ONLY

Monday - Thursday | 8:30 AM - 12:15 PM

Mar 31 - Apr 3	Finance	Jun 2 - 5	Contracts	Aug 4 - 7	Finance
Apr 7 - 10	Principles I	Jun 9 - 12	Agency	Aug 11 - 14	Principles I
Apr 14 - 17	Principles II	Jun 16 - 19	Prom Forms	Aug 18 - 21	Principles II
Apr 21 - 24	Contracts	Jun 23 - 26	Finance	Aug 25 - 28	Contracts
Apr 28 - May 1	Agency	Jun 30 - Jul 3	Principles I	Sep 2 - 5 🗓	Agency
May 5 - 8	Prom Forms	Jul 7 - 10	Principles II	Sep 8 - 11	Prom Forms
May 12 - 15	Finance	Jul 14 - 17	Contracts	Sep 15 - 18	Finance
May 19 - 22	Principles I	Jul 21 - 24	Agency	Sep 22 - 25	Principles I
May 27 - 30 🗓	Principles II	Jul 28 - 31	Prom Forms	Sep 29 - Oct 2	Principles II

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.

REAL ESTATE QE COURSE DESCRIPTIONS

These six pre-licensing courses are approved by TREC and must be completed 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 – §39

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 – §39

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 – §39

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 – §39

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 – §39

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 – §39

REAL ESTATE CAREER FAIR SPRING 2025

May 2nd, 2025
Friday 10 AM – 2 PM
All Campuses Statewide

Walk-ins welcome

DISCUSS CAREER OPPORTUNITIES WITH INDUSTRY PROFESSIONALS FOR FREE!

Ensure your Real Estate career is on the right track by attending the largest Real Estate Career Fair in Texas!

Our 2025 Spring Career Fair offers a unique opportunity to connect with top Real Estate brokers in your area who are actively seeking new agents, and to discover what these companies can offer you.

In addition, our experienced Career Counselors will be available to answer any of your licensing questions and guide you through the next steps in your Real Estate journey.

Don't miss out on this exciting opportunity—call, visit us online, or use the link below to sign up for our 2025 Spring Career Fair at your local campus!

www.ChampionsSchool.com/career-fair



QUALIFYING EDUCATION NEW BRAUNFELS: IN THE CLASSROOM!

For those who prefer in-person learning, we offer select classes at our New Braunfels Satellite Campus.



LOCATION

936 Gruene Rd
New Braunfels,
TX 78130

QE CLASSES EVENINGS

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

Jan 13 - 16	Principles 2
Jan 20 - 23	Agency
Jan 27 - 30	Contracts
Feb 3 - 6	Promulgated Forms
Feb 10 - 13	Finance
Feb 17 - 21	Prep
Mar 10 - 13	Principles 1
Mar 17 - 20	Principles 2
Mar 24 - 27	Agency
Mar 31 - Apr 3	Contracts

PREP CLASSES EVENINGS

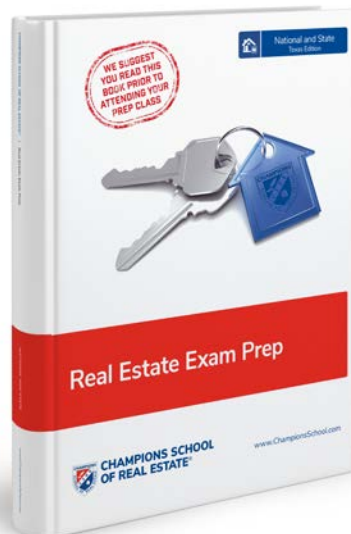
Monday - Friday
6:00 PM - 9:45 PM

Apr 7 - 10	Promulgated Forms
Apr 14 - 17	Finance
Apr 21 - 25	Prep
May 12 - 15	Principles 1
May 19 - 22	Principles 2
May 27-30*	Agency
Jun 2 - 5	Contracts
Jun 9 - 12	Promulgated Forms
Jun 16 - 19	Finance
Jun 23 - 27	Prep

SALES AGENT & BROKER REAL ESTATE EXAM PREP

YOUR KEY TO PASSING THE TEXAS REAL ESTATE LICENSING EXAM

The Real Estate Exam Prep course is your key to passing the Texas Real Estate Salespersons or Brokers 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 interactive, you will have access to all online interactive components, including timed mock exams that will help you take the guesswork and stress out of testing! Champions students can retake the course and its' online components as many times as needed for up to six months at no charge! Make sure you are prepared by enrolling in the Real Estate Exam Prep course today.

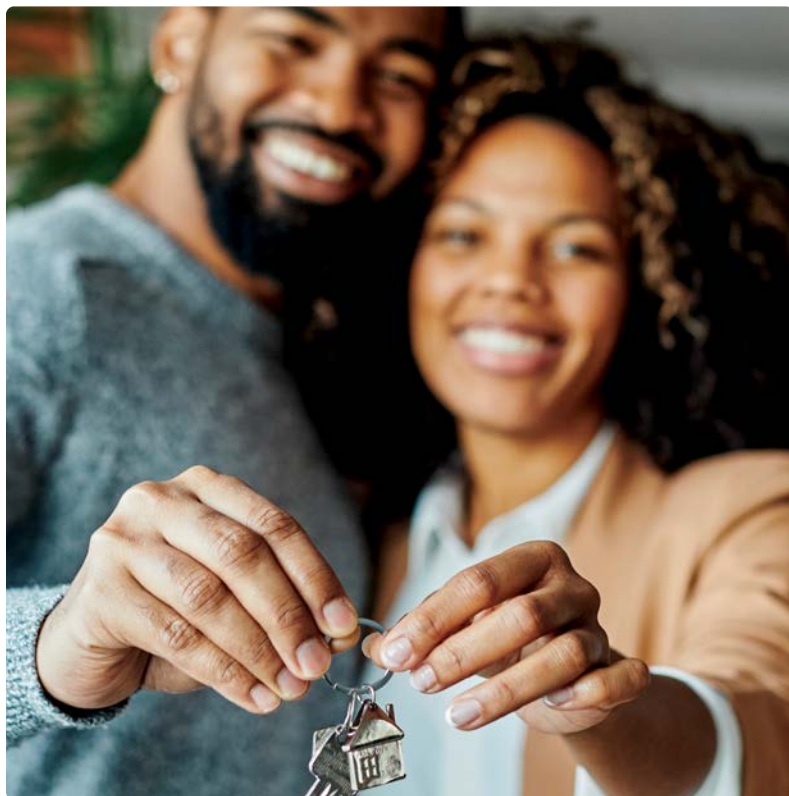


Exam Prep Program	Delivery	Price
National & State Real Estate Exam Prep Program <ul style="list-style-type: none"> Everything You Need to Prepare for the TREC Real Estate Exam Free Retakes for Six Months 		\$250
Exam Prep Courses	Delivery	Price
National Real Estate Exam Prep <ul style="list-style-type: none"> Study for the National Portion of the Real Estate National Exam 		\$125
Texas State Real Estate Exam Prep <ul style="list-style-type: none"> Study for the Texas Portion of the Real Estate State Exam 		\$125

Course Delivery Options

- Blended Classroom
- Online Interactive
- Virtual Classroom

Learn More About Delivery Methods at
www.ChampionsSchool.com



SALES AGENT EXAM DETAILS

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

BROKER EXAM DETAILS

Passing	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**

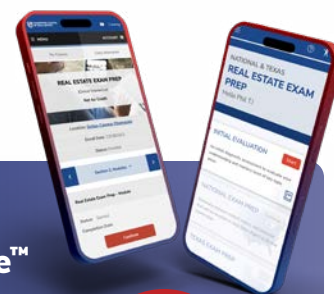
or visit www.pearsonvue.com

* 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.

STATEWIDE CLASS SCHEDULE

REAL ESTATE EXAM PREP

ENROLL ONLINE OR WITH A CAMPUS COUNSELOR
VIA PHONE OR IN-PERSON



NEW FOR 2025!

Online Interactive™ EXAM PREP

A self-guided delivery method
that can be completed remotely
on any desktop or mobile device.



AUSTIN



Mar 1 - 2	Sat/Sun
Mar 13 - 14	Thu/Fri
Mar 24 - 28	Mon - Fri PM
Apr 5 - 6	Sat/Sun
Apr 14 - 15	Mon/Tue
Apr 28 - May 2	Mon - Fri PM
May 3 - 4	Sat/Sun
May 13 - 14	Tue/Wed
May 19 - 23	Mon - Fri PM
Jun 7 - 8	Sat/Sun
Jun 17 - 18	Tue/Wed
Jun 23 - 27	Mon - Fri PM
Jul 1 - 2	Tue/Wed
Jul 12 - 13	Sat/Sun
Jul 21 - 25	Mon - Fri PM
Aug 2 - 3	Sat/Sun
Aug 12 - 13	Tue/Wed
Aug 25 - 29	Mon - Fri PM
Sep 5 - 6	Fri/Sat
Sep 15 - 16	Mon/Tue
Sep 29 - Oct 3	Mon - Fri PM

DALLAS



Mar 3 - 4	Mon/Tue
Mar 10 - 14	Mon - Fri PM
Mar 22 - 23	Sat/Sun
Mar 26 - 27	Wed/Thu
Apr 4 - 5	Fri/Sat
Apr 7 - 11	Mon - Fri PM
Apr 14 - 15	Mon/Tue
Apr 26 - 27	Sat/Sun
May 12 - 16	Mon - Fri PM
May 17 - 18	Sat/Sun
May 24 - 25	Sat/Sun
May 30 - 31	Fri/Sat
Jun 2 - 6	Mon - Fri PM
Jun 12 - 13	Thu/Fri

DALLAS (CONTINUED)



Jun 21 - 22	Sat/Sun
Jun 28 - 29	Sat/Sun
Jun 2 - 6	Mon - Fri PM
Jun 12 - 13	Thu/Fri
Jun 21 - 22	Sat/Sun
Jun 28 - 29	Sat/Sun
Jul 7 - 11	Mon - Fri PM
Jul 18 - 19	Fri/Sat
Jul 26 - 27	Sat/Sun
Jul 30 - 31	Wed/Thu
Aug 4 - 8	Mon - Fri PM
Aug 15 - 16	Fri/Sat
Aug 23 - 24	Sat/Sun
Aug 30 - 31	Sat/Sun
Sep 2 - 3	Tue/Wed
Sep 8 - 12	Mon - Fri PM
Sep 20 - 21	Sat/Sun
Sep 27 - 28	Sat/Sun

FORT WORTH



Mar 1 - 2	Sat/Sun
Mar 10 - 11	Mon/Tue
Mar 24 - 25	Mon/Tue
Apr 2 - 3	Wed/Thu
Apr 12 - 13	Sat/Sun
Apr 23 - 24	Wed/Thu
May 3 - 4	Sat/Sun
May 15 - 16	Thu/Fri
May 28 - 29	Wed/Thu
Jun 7 - 8	Sat/Sun
Jun 18 - 19	Wed/Thu
Jun 26 - 27	Thu/Fri
Jul 2 - 3	Wed/Thu
Jul 12 - 13	Sat/Sun
Jul 24 - 25	Thu/Fri
Aug 9 - 10	Sat/Sun
Aug 21 - 22	Thu/Fri

FORT WORTH (CONTINUED)



Aug 28 - 29	Thu/Fri
Sep 6 - 7	Sat/Sun
Sep 15 - 16	Mon/Tue
Sep 24 - 25	Wed/Thu

HOUSTON GALLERIA



Mar 5 - 6	Wed/Thu
Mar 10 - 14	Mon - Fri PM
Mar 22 - 23	Sat/Sun
Mar 31 - Apr 1	Mon/Tue
Apr 12 - 13	Sat/Sun
Apr 14 - 15	Mon/Tue
Apr 21 - 22	Mon/Tue
Apr 30 - May 1	Wed/Thu
May 10 - 11	Sat/Sun
May 21 - 22	Wed/Thu
May 27 - 28	Tue/Wed
May 31 - Jun 1	Sat/Sun
Jun 4 - 5	Wed/Thu
Jun 9 - 10	Mon/Tue
Jun 18 - 19	Wed/Thu
Jun 28 - 29	Sat/Sun

HOUSTON GALLERIA (CONT.)



Jul 12 - 13	Sat/Sun
Jul 14 - 15	Mon/Tue
Jul 26 - 27	Sat/Sun
Jul 30 - 31	Wed/Thu
Aug 9 - 10	Sat/Sun
Aug 16 - 17	Sat/Sun
Aug 20 - 21	Wed/Thu
Aug 25 - 26	Mon/Tue
Sep 6 - 7	Sat/Sun
Sep 10 - 11	Wed/Thu
Sep 15 - 16	Mon/Tue

2-Day Prep Classes

Day 1 - National	8:30 AM - 6:30 PM
Day 2 - National	8:30 AM - 12:30 PM
Day 2 - State	1:30 PM - 6:30 PM

5-Day Evening Classes

Day 1 - 3 - National	6:00 PM - 9:45 PM
Day 4 - National	6:00 PM - 7:30 PM
Day 4 - State	7:30 PM - 9:45 PM
Day 5 - State	6:00 PM - 9:45 PM

CONTACT A COUNSELOR

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ChampionsLive Campus
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Dallas Campus
972-867-4100
Fort Worth Campus
214-687-0000

Houston Galleria Campus
713-629-4543
Houston North Campus
281-893-4484
Online Campus
512-246-2773
San Antonio
210-349-7600

STATEWIDE CLASS SCHEDULE REAL ESTATE EXAM PREP

**ENROLL ONLINE OR WITH A CAMPUS COUNSELOR
VIA PHONE OR IN-PERSON**

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ChampionsLive Campus 713-580-4946	Houston North Campus 281-893-4484
Dallas Campus 972-867-4100	Online Campus 512-246-2773
Fort Worth Campus 214-687-0000	San Antonio 210-349-7600

2-Day Prep Classes

Day 1 – National	8:30 AM – 6:30 PM
Day 2 – National	8:30 AM – 12:30 PM
Day 2 – State	1:30 PM – 6:30 PM

5-Day Evening Classes

Day 1 – 3 – National	6:00 PM – 9:45 PM
Day 4 – National	6:00 PM – 7:30 PM
Day 4 – State	7:30 PM – 9:45 PM
Day 5 – State	6:00 PM – 9:45 PM

HOUSTON NORTH

Mar 3 - 4	Mon/Tue
Mar 7 - 8	Fri/Sat
Mar 17 - 18	Mon/Tue
Mar 21 - 22	Fri/Sat
Apr 2 - 3	Wed/Thu
Apr 14 - 15	Mon/Tue
Apr 25 - 26	Fri/Sat
May 7 - 8	Wed/Thu
May 16 - 17	Fri/Sat
May 21 - 22	Wed/Thu

Jun 6 - 7	Fri/Sat
Jun 9 - 10	Mon/Tue
Jun 30 - Jul 1	Mon/Tue
Jul 11 - 12	Fri/Sat
Jul 14 - 15	Mon/Tue
Jul 30 - 31	Wed/Thu
Aug 8 - 9	Fri/Sat
Aug 11 - 12	Mon/Tue
Aug 25 - 26	Mon/Tue
Sep 5 - 6	Fri/Sat
Sep 8 - 9	Mon/Tue
Sep 24 - 25	Wed/Thu

SAN ANTONIO

Mar 10 - 14	Mon - Fri PM
Mar 22 - 23	Sat/Sun
Mar 26 - 27	Wed/Thu

SAN ANTONIO (CONT.)

Apr 7 - 11	Mon - Fri PM
Apr 14 - 15	Mon/Tue
Apr 26 - 27	Sat/Sun
May 5 - 9	Mon - Fri PM
May 14 - 15	Wed/Thu
May 17 - 18	Sat/Sun
Jun 9 - 13	Mon - Fri PM
Jun 16 - 17	Mon/Tue
Jun 28 - 29	Sat/Sun
Jul 7 - 11	Mon - Fri PM
Jul 16 - 17	Wed/Thu
Jul 26 - 27	Sat/Sun

Aug 4 - 8	Mon - Fri PM
Aug 13 - 14	Wed/Thu
Aug 23 - 24	Sat/Sun
Sep 8 - 12	Mon - Fri PM
Sep 15 - 16	Mon/Tue
Sep 27 - 28	Sat/Sun

CHAMPIONS LIVE

Mar 3 - 4	Mon/Tue
Mar 8 - 9	Sat/Sun
Mar 10 - 14	Mon - Fri PM
Mar 12 - 13	Wed/Thu
Mar 17 - 18	Mon/Tue
Mar 22 - 23	Sat/Sun
Mar 24 - 28	Mon - Fri PM
Mar 26 - 27	Wed/Thu
Mar 31 - Apr 1	Mon/Tue
Apr 7 - 11	Mon - Fri PM
Apr 9 - 10	Wed/Thu
Apr 14 - 15	Mon/Tue
Apr 21 - 25	Mon - Fri PM
Apr 23 - 24	Wed/Thu
May 3 - 4	Sat/Sun
May 5 - 9	Mon - Fri PM
May 7 - 8	Wed/Thu

CHAMPIONS LIVE (CONT.)

May 12 - 13	Mon/Tue
May 17 - 18	Sat/Sun
May 19 - 23	Mon - Fri PM
May 21 - 22	Wed/Thu
May 31 - Jun 1	Sat/Sun
Jun 2 - 6	Mon - Fri PM
Jun 4 - 5	Wed/Thu
Jun 9 - 10	Mon/Tue
Jun 14 - 15	Sat/Sun
Jun 16 - 20	Mon - Fri PM
Jun 18 - 19	Wed/Thu
Jun 28 - 29	Sat/Sun
Jun 30 - Jul 1	Mon/Tue
Jun 30 - Jul 3	Mon - Fri PM
Jul 2 - 3	Wed/Thu
Jul 7 - 8	Mon/Tue
Jul 12 - 13	Sat/Sun
Jul 14 - 18	Mon - Fri PM
Jul 16 - 17	Wed/Thu

CHAMPIONS LIVE (CONT.)

Jul 26 - 27	Sat/Sun
Jul 28 - Aug 1	Mon - Fri PM
Jul 30 - 31	Wed/Thu
Aug 4 - 5	Mon/Tue
Aug 9 - 10	Sat/Sun
Aug 11 - 5	Mon - Fri PM
Aug 13 - 14	Wed/Thu
Aug 23 - 24	Sat/Sun
Aug 25 - 29	Mon - Fri PM
Aug 27 - 28	Wed/Thu
Sep 2 - 3	Tue/Wed
Sep 6 - 7	Sat/Sun
Sep 8 - 12	Mon - Fri PM
Sep 10 - 11	Wed/Thu
Sep 20 - 21	Sat/Sun
Sep 22 - 26	Mon - Fri PM
Sep 24 - 25	Mon/Tue
Sep 29 - 30	Mon/Tue
Oct 4 - 5	Sat/Sun

EXAM PREP FACEBOOK GROUP

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.

**Enter Your Email and Complete
the Question to Get Free Access**



CHAMPIONS MERCH STORE

Show off your CSRE school pride with a t-shirt, sweatshirt, or Nike Pullover!

www.ChampionsSchool.com/merch



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.

WEDNESDAYS

6 PM – 9 PM | ENGLISH

Mar 12	Jun 4
Mar 26	Jun 18
Apr 9	Jul 2
Apr 23	Aug 13
May 7	Aug 27
May 21	Sep 10

NEW! EN ESPAÑOL

WEDNESDAYS

6 PM – 9 PM | ESPAÑOL

Mar 5	May 28
Mar 19	Jun 11
Apr 2	Jun 25
Apr 16	Aug 6
Apr 30	Aug 20
May 14	Sep 3

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.

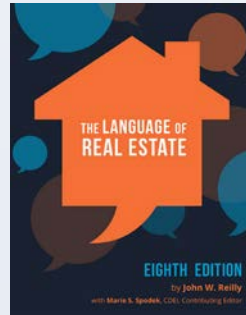
ChampionsSchool.com/account/tutoring/



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

ADDITIONAL REAL ESTATE STUDY TOOLS

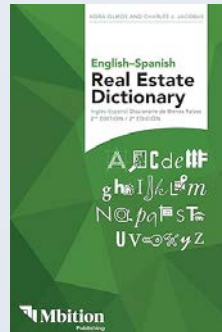
TO PURCHASE, SPEAK WITH A CAREER COUNSELOR



THE LANGUAGE OF REAL ESTATE \$44

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. 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 \$38

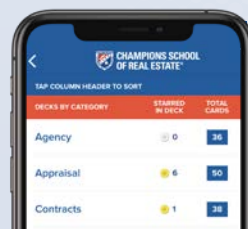
By Charles J. Jacobus & Nora Olmos

With nearly 2,000 real estate terms, this two-way dictionary is an invaluable test prep asset for native Spanish speakers. It's helpful for native English speakers, too — the two-way translations will improve your communication with bilingual clients.



REAL ESTATE FLASHCARDS \$35

- 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



TEXAS REAL ESTATE 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/



TREC PROVIDER
#4530 | #0005

SALES AGENT APPRENTICE EDUCATION

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.

SAE Renewal Programs	Hours	Delivery	Price
98-Hour SAE Renewal Program <ul style="list-style-type: none">2 SAE elective courses (60 Hours)1 SAE Brokerage course (30 Hours)TREC Legal Update I and Legal Update II (8 Hours)	98		\$575 \$495 SAVE \$80
90-Hour SAE Renewal Program <ul style="list-style-type: none">2 SAE elective courses (60 Hours)1 SAE Brokerage course (30 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 26 for Legal Update I and II schedules	8		\$60

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 **two 30-hour elective courses, 30-hour Brokerage, 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.

Course Delivery Options

Blended Classroom

Virtual Classroom

Online Interactive

Online Correspondence

Learn More About Delivery Methods at
www.ChampionsSchool.com

STATEWIDE CLASS SCHEDULE

SAE CLASSROOM

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

AUSTIN

Jan 6 - 9	Mon - Thu PM	Power House
Jan 18 - 19	Sat - Sun	RMLO for Agents
Jan 22 - 23	Wed - Thu	Brokerage
Feb 10 - 11	Mon - Tue	Investments
Feb 15 - 16	Sat - Sun	Property Mgmt
Feb 24 - 25	Mon - Tue	Brokerage
Mar 5 - 6	Wed - Thu	Commercial
Mar 10 - 13	Mon - Thu PM	Inspection
Mar 22 - 23	Sat - Sun	Brokerage
Apr 7 - 8	Mon - Tue	Power House
Apr 12 - 13	Sat - Sun	Inspection
Apr 23 - 24	Wed - Thu	Brokerage
May 7 - 8	Wed - Thu	RMLO for Agents
May 12 - 15	Mon - Thu PM	Investments
May 19 - 20	Mon - Tue	Brokerage
Jun 11 - 12	Wed - Thu	Inspection
Jun 14 - 15	Sat - Sun	Power House
Jun 21 - 22	Sat - Sun	Brokerage
Jul 7 - 10	Mon - Thu PM	RMLO for Agents
Jul 19 - 20	Sat - Sun	Investments
Jul 23 - 24	Wed - Thu	Brokerage

DALLAS

Jan 11 - 12	Sat - Sun	Appraisal
Jan 15 - 16	Wed - Thu	Property Mgmt
Jan 20 - 21	Mon - Tue	Brokerage
Feb 5 - 6	Wed - Thu	Marketing
Feb 15 - 16	Sat - Sun	Brokerage
Feb 24 - 25	Mon - Tue	Power House
Mar 5 - 6	Wed - Thu	Investments
Mar 17 - 18	Mon - Tue	Brokerage
Mar 29 - 30	Sat - Sun	RMLO for Agents
Apr 12 - 13	Sat - Sun	Commercial
Apr 16 - 17	Wed - Thu	Inspection
Apr 28 - 29	Mon - Tue	Brokerage
May 3 - 4	Sat - Sun	Power House
May 14 - 15	Wed - Thu	Brokerage
May 19 - 20	Mon - Tue	Appraisal

DALLAS (CONTINUED)

Jun 2 - 3	Mon - Tue	Investments
Jun 9 - 10	Mon - Tue	Brokerage
Jun 21 - 22	Sat - Sun	RMLO for Agents
Jul 12 - 13	Sat - Sun	Marketing
Jul 16 - 17	Wed - Thu	Brokerage
Jul 28 - 29	Mon - Tue	Property Mgmt

FORT WORTH

Jan 6 - 7	Mon - Tue	Inspection
Jan 15 - 16	Wed - Thu	Brokerage
Jan 27 - 28	Mon - Tue	Power House
Feb 8 - 9	Sat - Sun	Brokerage
Feb 17 - 18	Mon - Tue	RMLO for Agents
Feb 26 - 27	Wed - Thu	Commercial
Mar 3 - 4	Mon - Tue	Marketing
Mar 15 - 16	Sat - Sun	Investments
Mar 26 - 27	Wed - Thu	Brokerage
Apr 5 - 6	Sat - Sun	Power House
Apr 16 - 17	Wed - Thu	Brokerage
Apr 28 - 29	Mon - Tue	Appraisal
May 5 - 6	Mon - Tue	RMLO for Agents
May 12 - 13	Mon - Tue	Investments
May 17 - 18	Sat - Sun	Brokerage
Jun 4 - 5	Wed - Thu	Brokerage
Jun 9 - 10	Mon - Tue	Property Mgmt
Jun 23 - 24	Mon - Tue	Commercial
Jul 5 - 6	Sat - Sun	Power House
Jul 16 - 17	Wed - Thu	Inspection
Jul 21 - 22	Mon - Tue	Brokerage

HOUSTON GALLERIA

Jan 13 - 14	Mon - Tue	Appraisal
Jan 15 - 16	Wed - Thu	Commercial
Jan 18 - 19	Sat - Sun	Brokerage
Feb 8 - 9	Sat - Sun	Brokerage
Feb 10 - 11	Mon - Tue	Investments
Feb 19 - 20	Wed - Thu	RMLO for Agents
Mar 1 - 2	Sat - Sun	Investments
Mar 10 - 11	Mon - Tue	Property Mgmt
Mar 19 - 20	Wed - Thu	Brokerage
Apr 5 - 6	Sat - Sun	Brokerage
Apr 7 - 8	Mon - Tue	Commercial

Real Estate SAE Course Descriptions

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: \$39

Residential Property Management — 852

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: \$39

Real Estate Brokerage — 752

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: \$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: \$39

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: \$39

STATEWIDE CLASS SCHEDULE

SAE CLASSROOM & LIVE

HOUSTON GALLERIA (CONTINUED)

Apr 23 - 24	Wed - Thu	Investments
May 7 - 8	Wed - Thu	Property Mgmt
May 12 - 13	Mon - Tue	RMLO for Agents
May 17 - 18	Sat - Sun	Brokerage
Jun 2 - 3	Mon - Tue	RMLO for Agents
Jun 14 - 15	Sat - Sun	Brokerage
Jun 25 - 26	Wed - Thu	Appraisal
Jul 5 - 6	Sat - Sun	Brokerage
Jul 7 - 10	Mon - Tue	Investments
Jul 23 - 24	Wed - Thu	Commercial

HOUSTON NORTH

Jan 11 - 12	Sat - Sun	Brokerage
Jan 22 - 23	Wed - Thu	Power House
Jan 27 - 28	Mon - Tue	RMLO for Agents
Feb 17 - 18	Mon - Tue	Brokerage
Feb 22 - 23	Sat - Sun	Investments
Feb 24 - 25	Mon - Tue	Inspection
Mar 10 - 11	Mon - Tue	Marketing
Mar 15 - 16	Sat - Sun	Brokerage
Mar 19 - 20	Wed - Thu	RMLO for Agents
Apr 12 - 13	Sat - Sun	Commercial
Apr 16 - 17	Wed - Thu	Brokerage
Apr 23 - 24	Wed - Thu	Property Mgmt
May 12 - 13	Mon - Tue	RMLO for Agents
May 17 - 18	Sat - Sun	Brokerage
May 19 - 20	Mon - Tue	Power House
Jun 4 - 5	Wed - Thu	Inspection
Jun 7 - 8	Sat - Sun	Investments
Jun 18 - 19	Wed - Thu	Brokerage
Jul 9 - 10	Wed - Thu	Brokerage
Jul 19 - 20	Sat - Sun	Marketing
Jul 23 - 24	Wed - Thu	RMLO for Agents

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

SAN ANTONIO

Jan 6 - 7	Mon - Tue	Brokerage
Jan 18 - 19	Sat - Sun	Investments
Jan 27 - 28	Mon - Tue	Power House
Feb 8 - 9	Sat - Sun	Brokerage
Feb 17 - 18	Mon - Tue	Marketing
Feb 22 - 23	Sat - Sun	Commercial
Mar 3 - 6	Mon - Thu PM	Brokerage
Mar 12 - 13	Wed - Thu	Power House
Mar 29 - 30	Sat - Sun	Inspection
Apr 9 - 10	Wed - Thu	Brokerage
Apr 12 - 13	Sat - Sun	Investments
Apr 21 - 22	Mon - Tue	Marketing
May 7 - 8	Wed - Thu	Power House
May 12 - 13	Mon - Tue	Commercial
May 24 - 25	Sat - Sun	Brokerage
Jun 7 - 8	Sat - Sun	Investments
Jun 18 - 19	Wed - Thu	Brokerage
Jun 23 - 24	Mon - Tue	RMLO for Agents
Jul 12 - 13	Sat - Sun	Power House
Jul 14 - 15	Mon - Tue	Brokerage
Jul 21 - 22	Mon - Tue	Commercial

CHAMPIONSLIVE

Jan 6 - 9	Mon - Thu PM	Power House
Jan 8 - 9	Wed - Thu	Inspection
Jan 13 - 14	Mon - Tue	Appraisal
Jan 18 - 19	Sat - Sun	Math
Jan 20 - 23	Mon - Thu PM	Marketing
Jan 22 - 23	Wed - Thu	Investments
Jan 27 - 28	Mon - Tue	Brokerage
Feb 1 - 2	Sat - Sun	Commercial
Feb 3 - 6	Mon - Thu PM	Brokerage
Feb 5 - 6	Wed - Thu	RMLO for Agents
Feb 10 - 11	Mon - Tue	Investments
Feb 15 - 16	Sat - Sun	Power House
Feb 17 - 20	Mon - Thu PM	Inspection
Feb 19 - 20	Wed - Thu	Brokerage
Feb 24 - 25	Mon - Tue	Marketing
Mar 1 - 2	Sat - Sun	Brokerage
Mar 3 - 6	Mon - Thu PM	Math

CHAMPIONSLIVE (CONTINUED)

Mar 5 - 6	Wed - Thu	Appraisal
Mar 10 - 11	Mon - Tue	Power House
Mar 15 - 16	Sat - Sun	Marketing
Mar 17 - 20	Mon - Thu PM	Property Mgmt
Mar 19 - 20	Wed - Thu	Investments
Mar 29 - 30	Sat - Sun	Inspection
Mar 24 - 25	Mon - Tue	Brokerage
Mar 31 - Apr 3	Mon - Thu PM	Power House
Apr 2 - 3	Wed - Thu	Marketing
Apr 7 - 8	Mon - Tue	Appraisal
Apr 12 - 13	Sat - Sun	Brokerage
Apr 14 - 17	Mon - Thu PM	Investments
Apr 16 - 17	Wed - Thu	Property Mgmt
Apr 21 - 22	Mon - Tue	Commercial
Apr 26 - 27	Sat - Sun	Power House
Apr 28 - May 1	Mon - Thu PM	Brokerage
Apr 30 - May 1	Wed - Thu	Inspection
May 5 - 6	Mon - Tue	Brokerage
May 10 - 11	Sat - Sun	Investments
May 12 - 15	Mon - Thu PM	RMLO for Agents
May 14 - 15	Wed - Thu	Power House
May 19 - 20	Mon - Tue	Property Mgmt
May 24 - 25	Sat - Sun	Marketing
May 27 - 30 📅	Tue - Fri PM	Power House
May 29 - 30 📅	Thu - Fri	Brokerage
Jun 2 - 3	Mon - Tue	Math
Jun 7 - 8	Sat - Sun	Property Mgmt
Jun 9 - 12	Mon - Thu PM	Brokerage
Jun 11 - 12	Wed - Thu	Investments
Jun 16 - 17	Mon - Tue	Appraisal
Jun 21 - 22	Sat - Sun	Brokerage
Jun 23 - 26	Mon - Thu PM	Marketing
Jun 25 - 26	Wed - Thu	Power House
Jun 30 - Jul 1	Mon - Tue	RMLO for Agents
Jul 5 - 6	Sat - Sun	Commercial
Jul 7 - 10	Mon - Thu PM	Investments
Jul 9 - 10	Wed - Thu	Brokerage
Jul 14 - 15	Mon - Tue	Inspection
Jul 19 - 20	Sat - Sun	Power House
Jul 21 - 24	Mon - Thu PM	Property Mgmt
Jul 23 - 24	Wed - Thu	Marketing
Jul 28 - 29	Mon - Tue	Brokerage

Real Estate SAE Course Descriptions

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: \$39

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: \$39

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: \$39

Residential Appraisal for Real Estate Agents — 228

The 30-hour Residential Appraisal for Real Estate Agents course is designed to expand the working real estate agent's understanding of residential appraisal concepts and valuation processes. Topics covered in this course include an overview of the appraisal development process, appraisal calculations, and a review of valuation processes. This course will increase the agent's existing knowledge base and further refine their understanding of the appraisal process! Textbook: \$39

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: \$39



SALES AGENT APPRENTICE EDUCATION (SAE)	DELIVERY	COURSE #	HOURS
A REALTORS® Resource Guide on Residential Mortgage Financing	  	426	30
Residential Property Management	  	852	30
Real Estate Appraisal: Practices and Procedures		227	30
Real Estate Appraisal: Principle		240	30
Real Estate Brokerage	   	752	30
Real Estate Investment	  	935	30
Real Estate Law		335	30
Real Estate Marketing	  	551	30
Real Estate Marketing: Commercial Real Estate	   	545	30
Real Estate Marketing: Power House Training	   	527	30
Real Estate Math	  	651	30
Residential Inspection for Real Estate Agents	  	1035	30
Residential Appraisal for Real Estate Agents	  	228	30















REAL ESTATE BROKER LICENSING

WE HAVE 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 \$8.⁹²/month to renew.

BROKER PROGRAM		Hours	Delivery	Price
10-Course Broker Program				
Choose any 10 core courses towards your real estate broker license.		300	   	\$1350 SAVE \$300
5-Course Broker Program				
Choose any 5 core courses towards your real estate broker license.		150	   	\$725 SAVE \$100
Broker Exam Prep Course				
<ul style="list-style-type: none"> • National Module • State Module 			   	\$250 \$125 State \$125 National

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

GET A BROKER PLAN OF ATTACK

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



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.

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

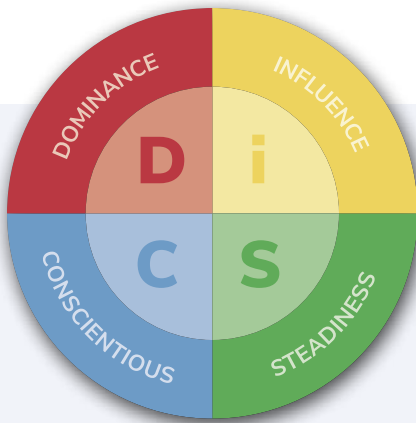
Farm and Ranch, Unimproved Land Farm and Ranch (With Residence, Improved, or Unimproved), or Unimproved Land

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.



What is DiSC?

Deepen your understanding of yourself and others

DiSC® is a personal assessment tool used by more than one million people every year to help improve teamwork, communication, and productivity in the workplace. Organizations and facilitators use these profiles as tools to help ignite cultural change, inspiring lasting behavior changes that positively shape their workforce.

NEW 3-HOUR DISC CLASSIC PERSONAL PROFILE & ANALYSIS TRAINING

The **DiSC** assessments can help you and your teams:

- Improve self awareness
- Understand other people and adapt to their behavior
- Learn how to work together more productively
- Transform conflict into collaboration
- Develop stronger sales skills
- Become more effective managers
- Get more enjoyment out of every relationship



\$99

PER PERSON

**PROGRAM INCLUDES ANALYSIS BY RITA,
TRAINING, BOOKLET & SHIPPING**

 **CHAMPIONSLive**

VIRTUAL CLASSROOM

COURSE DATES

March 7 Fri

May 6 Tue

July 11 Fri

August 21 Thu

COURSE TIMES

Central Time: 11:00 AM – 2:00 PM

Check your local time zone



TRAINING LEAD BY:

RITA SANTAMARIA

CEO, Champions School of Real Estate LTD

Rita Santamaria, a national icon in real estate education and entrepreneur in business for over 35 years, is your guide as you go through the 19 page Personality Profile Analysis about your behavior style! Your individual booklet will be sent out overnight mail upon paid registration.

Rita will discuss each personality style as she leads the select group through the DISC analysis. She will give the ups, downs, positives, negatives for effective career relationships no matter what career path you are in or are moving into.

There is limited enrollment to allow for questions and answers through live chat as she guides your select group through the analysis.

**DISCOVER YOUR UNIQUE STYLE AND
ENHANCE WORKPLACE EFFECTIVENESS
BY REGISTERING TODAY!**

www.ChampionsSchool.com/disc



SCAN TO ENROLL



TREC PROVIDER
#4530 | #0005

REAL ESTATE CONTINUING EDUCATION

STAY CURRENT AND MAINTAIN ACTIVE STATUS WITH THE REQUIRED TEXAS REAL ESTATE SALES AGENT CONTINUING EDUCATION (CE) COURSES

Our Texas Real Estate Continuing Education (formerly known as MCE) courses will ensure you stay current within the industry. To maintain an active Sales Agent or Broker license, all licensees must complete 18 hours of Continuing Education (CE) every two years, including the required 8 hours of Legal Update I & II and 3-Hour Contract Review. Ready to renew?

Choose a program below and contact a career counselor today!

CE Renewal Programs

18-Hour Continuing Education (CE) Program

All 18-Hour Programs Include:

- Essential Topics: 3-Hour Contract Review
- Legal Update I and Legal Update II

18



~~\$99-~~

\$119

SAVE UP TO \$81

11-Hour Mandatory CE Program

Includes only:

- Essential Topics: 3-Hour Contract Review
- Legal Update I and Legal Update II

11



~~\$80~~

\$80

SAVE UP TO \$30

8-Hour Legal CE Program

Includes:

- Legal Update I and Legal Update II

8



~~\$60~~

\$60

SAVE UP TO \$20

Individual CE Courses

1-10



~~\$10-~~

\$100

Online Interactive™

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

Go to page 29 for a list of courses available.

Course Delivery Options

Classroom

Virtual Classroom

Online Interactive

Online Correspondence

Learn more about delivery methods at
www.ChampionsSchool.com

NEW
FOR
2025

18-HOUR CE PROGRAM

NAVIGATING THE NEW ERA OF REAL ESTATE

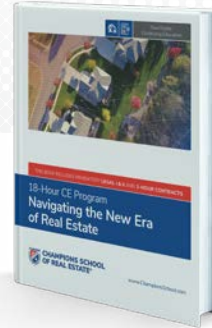
Navigating the New Era of Real Estate is an 18-hour program designed to meet all TREC continuing education requirements, and covers a wide range of topics, including mandatory TREC legal updates and ethical guidance, the use of technology in real estate, essential contract information for all agents, a breakdown of how recent legal battles have shaped continuing changes to best practices for agents, brokers and brokerages, and a critical overview of trends in the real estate industry.

Learn about

- Emerging technologies and their effect on the real estate industry
- Buyer's agent value propositions under the NAR settlement
- Data management and data theft protection

CE program includes:

- 3-Hour Real Estate Market Movers
- 2-Hour Beyond the Verdict: The NAR Settlement Explained
- 2-Hour Technology Update
- 3-Hour Essential Topics: 3-Hour Contract Review
- 8-Hour Legal Update I & II



\$119



MEET ALLAN HANCOCK

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 across Texas!

CHAMPIONSLIVE WITH ALLAN HANCOCK

AUSTIN	
Feb 13 - 14	Thu/Fri
Mar 13 - 14	Thu/Fri
Apr 17 - 18	Thu/Fri
May 15 - 16	Thu/Fri
Jun 19 - 20	Thu/Fri
Jul 17 - 18	Thu/Fri
Aug 14 - 15	Thu/Fri
Sep 18 - 19	Thu/Fri

DALLAS	
Jan 23 - 24	Thu/Fri
Feb 20 - 21	Thu/Fri
Mar 20 - 21	Thu/Fri
Apr 24 - 25	Thu/Fri
May 22 - 23	Thu/Fri
Jun 26 - 27	Thu/Fri
Jul 24 - 25	Thu/Fri
Aug 21 - 22	Thu/Fri
Sep 25 - 26	Thu/Fri

FORT WORTH	
Feb 13 - 14	Thu/Fri
Mar 13 - 14	Thu/Fri
Apr 10 - 11	Thu/Fri
May 15 - 16	Thu/Fri
Jun 12 - 13	Thu/Fri
Jul 10 - 11	Thu/Fri
Aug 7 - 8	Thu/Fri
Sep 18 - 19	Thu/Fri

HOUSTON GALLERIA	
Jan 20 - 21	Mon/Tue
Feb 17 - 18	Mon/Tue
Mar 17 - 18	Mon/Tue
Apr 17 - 18	Thu/Fri
May 19 - 20	Mon/Tue
Jun 16 - 17	Mon/Tue
Jul 21 - 22	Mon/Tue
Aug 18 - 19	Mon/Tue
Sep 18 - 19	Thu/Fri

HOUSTON NORTH	
Jan 16 - 17	Thu/Fri
Jan 30 - 31	Thu/Fri
Feb 20 - 21	Thu/Fri
Feb 27 - 28	Thu/Fri
Mar 13 - 14	Thu/Fri
Mar 27 - 28	Thu/Fri
Apr 10 - 11	Thu/Fri
May 15 - 16	Thu/Fri
Jun 12 - 13	Thu/Fri
Jun 26 - 27	Thu/Fri
Jul 17 - 18	Thu/Fri
Jul 28 - 29	Mon/Tue
Aug 14 - 15	Thu/Fri
Aug 28 - 29	Thu/Fri
Sep 11 - 12	Thu/Fri
Sep 22 - 23	Mon/Tue

SAN ANTONIO	
Feb 13 - 14	Thu/Fri
Apr 24 - 25	Thu/Fri
Jun 26 - 27	Thu/Fri
Aug 21 - 22	Thu/Fri
Oct 23 - 24	Thu/Fri

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
5:30 PM - 7:30 PM	Technology Update 47564

Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: Contract Review 50096
12:30 PM - 2:30 PM	Beyond the Verdict 50508
2:30 PM - 5:30 PM	Real Estate Market Movers 50753

18-HOUR CE PROGRAM

TEXAS COMPLETE WITH BROKER RESPONSIBILITY

\$119

TAKE IN PERSON OR IN THE CHAMPIONSLIVE VIRTUAL CLASSROOM

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.

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
- Includes mandatory Legal I & II and 3-Hour Contract Review

DALLAS



Mar 20 - 21	Thu/Fri
Apr 24 - 25	Thu/Fri
May 22 - 23	Thu/Fri
Jun 26 - 27	Thu/Fri
Jul 24 - 25	Thu/Fri
Aug 21 - 22	Thu/Fri
Sep 25 - 26	Thu/Fri

SAN ANTONIO



Jan 16 - 17	Thu/Fri
Mar 20 - 21	Thu/Fri
May 22 - 23	Thu/Fri
July 24 - 25	Thu/Fri
Sep 25 - 26	Thu/Fri

CHAMPIONSLIVE



Mar 10 - 11	Mon/Tue
Apr 28 - 29	Mon/Tue
May 19 - 20	Mon/Tue
May 27 - 28	Tue/Wed
Jun 16 - 17	Mon/Tue
Jul 21 - 22	Mon/Tue
Aug 18 - 19	Mon/Tue
Sep 22 - 23	Mon/Tue

FORT WORTH



Mar 13 - 14	Thu/Fri
Apr 10 - 11	Thu/Fri
May 15 - 16	Thu/Fri
Jun 12 - 13	Thu/Fri
Jul 10 - 11	Thu/Fri
Aug 7 - 8	Thu/Fri

HOUSTON GALLERIA



Mar 24 - 25	Mon/Tue
Apr 9 - 10	Wed/Thu
May 14 - 15	Wed/Thu
Jun 7 - 8	Sat/Sun
Jul 9 - 10	Wed/Thu
Aug 27 - 28	Wed/Thu

HOUSTON NORTH



Feb 20 - 21	Thu/Fri
Mar 13 - 14	Thu/Fri
Jun 26 - 27	Thu/Fri
Jul 28 - 29	Mon/Tue
Aug 28 - 29	Thu/Fri
Sep 22 - 23	Mon/Tue

Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
5:30 PM - 6:30 PM	Technology in Real Estate 50847

Day 2 Schedule

8:30 AM - 11:30 AM	Essential Topics: 3-Hour Contract Review 50096
12:30 PM - 6:30 PM	Broker Responsibility (2025-2024) 50498



18-HOUR CE PROGRAM

SELECTED TOPICS IN COMMERCIAL REAL ESTATE

\$119

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, industrial, hospitality, and retail properties
- Prospecting and growing a client base
- Technology in marketing and data management trends
- Leasing practices and procedures
- Commercial transaction procedure, from contract to closing
- Investing in commercial real estate
- Includes mandatory Legal I & II and 3-Hour Contract Review

COMMERCIAL REAL ESTATE

CHAMPIONSLIVE



Mar 10 & 12	Mon/Wed
Apr 14 & 16	Mon/Wed
May 12 & 14	Mon/Wed
Jun 16 & 18	Mon/Wed
Jul 14 & 16	Mon/Wed
Aug 11 & 13	Mon/Wed

Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601

Day 2 Schedule

8:30 AM - 4:30 PM	Selected Topics in Commercial Real Estate 50798
4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 50096

18-HOUR CE PROGRAM

\$119

SELECTED TOPICS IN FARM AND RANCH REAL ESTATE

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, and water rights
- Environmental concerns and endangered species
- Includes mandatory Legal I & II and 3-Hour Contract Review

FARM AND RANCH CHAMPIONSLIVE

Mar 3 & 5	Mon/Wed
Apr 7 & 9	Mon/Wed
May 5 & 7	Mon/Wed
Jun 9 & 11	Mon/Wed
Jul 7 & 9	Mon/Wed
Aug 4 & 6	Mon/Wed

Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601

Day 2 Schedule

8:30 AM - 4:30 PM	Selected Topics in Farm and Ranch Real Estate 50826
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 50096

18-HOUR CE PROGRAM

\$119

SELECTED TOPICS IN PROPERTY MANAGEMENT

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
- Includes mandatory Legal I & II and 3-Hour Contract Review

PROPERTY MANAGEMENT CHAMPIONSLIVE

Mar 24 & 26	Mon/Wed
Apr 21 & 23	Mon/Wed
May 27 & 29	Tue/Thu
Jun 23 & 25	Mon/Wed
Jul 21 & 23	Mon/Wed
Aug 18 & 20	Mon/Wed

Day 1 Schedule

8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601

Day 2 Schedule

8:30 AM - 4:30 PM	Selected Topics in Property Management 50829
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 50096

11-HOUR TREC MANDATORY CE PROGRAM

- Essential Topics: 3-Hour Contract Review
- Legal Update I and Legal Update II

\$80

11-Hour Mandatory CE is Available in Online Interactive™

A self-guided delivery method that can be completed remotely on any desktop or mobile device.

ESSENTIAL TOPICS: 3-HOUR CONTRACT REVIEW

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.

\$30

HOUSTON GALLERIA

Feb 4	Tue
Feb 18	Tue
Mar 18	Tue
Mar 25	Tue
Apr 10	Thu
Apr 18	Fri
May 15	Thu
May 20	Tue
Jun 8	Sun
Jun 17	Tue
Jul 10	Thu
Jul 22	Tue

AUSTIN

Feb 14	Fri
Mar 14	Fri
Apr 18	Fri
May 16	Fri
Jun 20	Fri
Jul 18	Fri

DALLAS

Jan 24	Fri
Feb 21	Fri
Mar 21	Fri
Apr 25	Fri
May 23	Fri
Jun 27	Fri
Jul 25	Fri

HOUSTON NORTH

Feb 21	Fri
Feb 28	Fri
Mar 14	Fri
Mar 28	Fri
Apr 11	Fri
May 16	Fri
Jun 13	Fri
Jun 27	Fri
Jul 18	Fri
Jul 29	Tue
Aug 29	Fri
Sep 23	Tue

FORT WORTH

Feb 14	Fri
Mar 14	Fri
Apr 11	Fri
May 16	Fri
Jun 13	Fri
Jul 11	Fri

SAN ANTONIO

Feb 14	Fri
Mar 21	Fri
Apr 25	Fri
May 23	Fri
Jun 27	Fri
Jul 25	Fri

CHAMPIONSLIVE

Essential Topics: 3-Hour Contract Review is held in the virtual classroom every Tuesday from 8:30 AM to 11:30 AM and every Wednesday from 4:30 PM to 7:30 PM.

3-Hour Contracts | 50096

NEW

2-HOUR CE BEYOND THE VERDICT THE NAR SETTLEMENT EXPLAINED

This beneficial course provides a deeper understanding of the recent commission lawsuit settlements and the subsequent mandatory practice changes resulting from those settlements.

By understanding these policy changes and how they are reflected in recent TXR form updates, you will gain the information needed to adapt your own practice to new policies, such as obtaining written agreements from buyers before showing a home and navigating compensation negotiations.

TREC Course #50508



CHAMPIONSLIVE

Jan 28	Tue	7PM - 9PM
Mar 8	Sat	2PM - 4PM
May 28	Wed	3PM - 5PM
Jul 22	Tue	7PM - 9PM
Sep 20	Sat	2PM - 4PM
Nov 26	Wed	3PM - 5PM

8-HOUR CE PROGRAM

LEGAL UPDATE I & II (2024-2025)

\$60

Brush up on crucial legal issues and get key updates. This program TREC's satisfies 8-hour legal update, requirement for continuing education.

AUSTIN

Feb 13	Thu
Mar 13	Thu
Apr 17	Thu
May 15	Thu
Jun 19	Thu
Jul 17	Thu

HOUSTON GALLERIA

Jan 8	Wed
Jan 20	Mon
Feb 3	Mon
Feb 17	Mon
Mar 17	Mon
Mar 24	Mon
Apr 9	Wed
Apr 17	Thu
May 14	Wed
May 19	Mon
Jun 7	Sat
Jun 16	Mon
Jul 9	Wed
Jul 21	Mon

HOUSTON NORTH

Jan 30	Thu
Feb 20	Thu
Feb 27	Thu
Mar 13	Thu
Mar 27	Thu
Apr 10	Thu
May 15	Thu
Jun 12	Thu
Jun 26	Thu
Jul 17	Thu
Jul 28	Mon
Aug 28	Thu
Sep 22	Mon

DALLAS

Jan 23	Thu
Feb 20	Thu
Mar 20	Thu
Apr 24	Thu
May 22	Thu
Jun 26	Thu
Jul 24	Thu

SAN ANTONIO

Feb 13	Thu
Mar 20	Thu
Apr 24	Thu
May 22	Thu
Jun 26	Thu
Jul 24	Thu

FORT WORTH

Feb 13	Thu
Mar 13	Thu
Apr 10	Thu
May 15	Thu
Jun 12	Thu
Jul 10	Thu

CHAMPIONSLIVE

8-Hour TREC Legal Update I & II is held in the virtual classroom every Monday from 8:30 AM to 5:30 PM.

Day 1 Schedule

8:30 AM - 12:30 PM
Legal Update I | 47600

1:30 PM - 5:30 PM
Legal Update II | 47601



NEW! 18-HOUR Online Interactive™ CE Program

A self-guided delivery method that can be completed remotely on any desktop or mobile device.

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



AVAILABLE NOW! NAVIGATING THE NEW ERA OF REAL ESTATE

- Legal Update I & II (8 Hours)
- Technology Update (2 Hours)
- Essential Topics: Contract Review (3 Hours)
- 3-Hour Real Estate Market Movers
- 2-Hour Beyond the Verdict: The NAR Settlement Explained

DESIGNATIONS AND CERTIFICATIONS

	DELIVERY	COURSE #	CE HOURS
Seller Representative Specialist	📺	32071	15
Accredited Buyer's Representative	📺	33447	15
Accredited Luxury Home Specialist	📺	47951	10
Marketing Strategy & Lead Generation	📺	48085	8
Home Finance Resource	📺	49686	8
Real Estate Professional Assistant	📺	46938	15
New Home Construction	📺	32072	8
Real Estate Negotiation Expert	📺	40073	15
Seniors Real Estate Specialist	📺	31836	15
Pricing Strategies: Mastering the CMA	📺	33058	8
Military Relocation Professional	📺	47858	8
Certified Home Marketing Specialist	📺	49377	8

Course Delivery Options

To learn more about delivery methods, go to ChampionsSchool.com/resources/delivery-methods/

- 👤 Classroom
- 📺 ChampionsLive
- 🎮 Online Interactive
- 💻 Online Correspondence

REAL ESTATE CE	DELIVERY	COURSE #	HOURS
Farm and Ranch Real Estate	💻	47919	10
Commercial Real Estate	💻	46727	10
Prospering with Trends and Strategies	💻	49378	10
Risk Reduction Assessment	💻	48772	10
The 3 T's to Success: Tools, Trends & Technology	💻	48771	10
Property Management	💻	47602	10
Prospering In The Hot Texas Market	💻	48773	10
Real Estate Trends and Disruptors	💻📺	48127, 48126	8
Ownership Variations and Valuations	💻📺	50052, 50053	7
Selected Topics in Commercial Real Estate	💻📺	50798, 50799	7
Selected Topics in Farm and Ranch	💻📺	50826, 50827	7
Selected Topics in Property Management	💻📺	50829, 50830	7
Broker Responsibility Course (2025-2026)	👤🎮📺📺	50498	6
Eye on Real Estate: Trends and Disruptors	💻📺	50788, 50789	5
Success Strategies	💻	47859	4
Texas Common Legal Issues in Real Estate	💻	50921, 50922	4
Legal Update I (2024-2025)	👤🎮📺📺	47600	4
Legal Update II (2024-2025)	👤🎮📺📺	47601	4
Emotional Intelligence in Real Estate	💻📺	46138, 46432	3
Essential Topics: 3-Hour Contract Review	👤🎮📺📺	50096, 50097, 50086	3
NEW! Real Estate Market Movers	👤🎮📺📺	50753, 50752	3
NEW! Beyond the Verdict: The NAR Settlement Explained	👤🎮📺📺	50508, 50599	2
Buying Power: Interest Rates Exposed	💻	49706	2
Easy Steps for Using the Buyer's Representation Agreement	💻	47918	2
Flood Red Flags	💻	48134	2
How to Prepare Your Personal Business Plan	💻	46301	2
Know Your Landlord and Tenant Rights	💻	51237, 51238	2
Polish and Professionalism in Real Estate	💻	48609	2
Property Tax Remedies	💻	48132	2
Introduction to Artificial Intelligence	💻	50970	2
Real Estate Investing	💻	48130	2
Real Estate Disruptors	💻	48128	2
Real Estate Trends	💻	48136	2
Selling to Different Generations	💻	48757	2
NEW! Success with Short Term Rentals: Vacancy to Value	💻	50926, 50927	2
Technology Update	👤🎮📺📺	50087, 47860, 47564	2
The Truth-In-Lending Disclosures	💻	48140	2
Writing and Understanding a Policies and Procedures Manual	💻	49274	2
Avoiding Costly Fair Housing Mistakes	💻	51314	1
Positively Outstanding Client Service	💻	49269	1
Technology in Real Estate	👤🎮📺📺	50088, 50847, 50849	1



TREC PROVIDER
#4530 | #0005

DESIGNATIONS AND CERTIFICATIONS

STAND OUT FROM THE CROWD BY ADDING SPECIALIZED CREDENTIALS TO YOUR LICENSE!

Designations and certifications demonstrate exceptional skill and commitment to the industry and are awarded by esteemed institutions such as the National Association of REALTORS® (NAR) and the Real Estate Business Institute® (REBI).

ACCREDITED BUYER'S REPRESENTATIVE



Improve your marketability as a buyer's agent.

LEARN HOW TO

- Help aspiring homeowners with every step of the process
- Hold buyer counseling sessions and build trust with new clients
- Negotiate for your home buyers and formulate competitive offers

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

*Free Tuition no longer available, ABR course costs \$250

CHAMPIONSLIVE	CHAMPIONSLIVE
Dec 4 - 5 Wed/Thu	Jun 25 - 26 Wed/Thu
Dec 11 - 12 Wed/Thu	Jul 23 - 24 Wed/Thu
Dec 16 - 17 Mon/Tue	Aug 27 - 28 Wed/Thu
Jan 8 - 9 Wed/Thu	Sep 24 - 25 Wed/Thu
Feb 5 - 6 Wed/Thu	Oct 8 - 9 Wed/Thu
Mar 3 - 4 Mon/Tue	Day 1 & 2 Schedule
Apr 2 - 3 Wed/Thu	8:30 AM - 4:45 PM
May 28 - 29 Wed/Thu	ABR: 33447

~~\$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 above.

\$250

15
CE Hours

ABR Course

In order to receive the ABR designation on your license, you must also meet the other requirements. This course is also eligible for TREC CE credit for an additional cost. Call for more information.

HOW TO EARN THE ABR DESIGNATION

- **Complete the ABR course & an elective course:** The two-day, 15-hour Accredited Buyer's Representative (ABR) course can be completed in the virtual classroom at Champions School of Real Estate. The elective course must be ABR-approved and worth at least 8 credit hours. Most electives may also be used for CE credit.
- **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.
- **Maintain active status:** Remain in good standing with the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS® (NAR).

Seller Representative Specialist



Become a highly sought-after seller's agent.

LEARN HOW TO

- 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

CHAMPIONSLIVE	CHAMPIONSLIVE
Dec 4 - 5 Wed/Thu	Aug 13 - 14 Wed/Thu
Jan 29 - 30 Wed/Thu	Sep 17 - 18 Wed/Thu
Feb 26 - 27 Wed/Thu	Oct 29 - 30 Wed/Thu
Mar 26 - 27 Wed/Thu	Day 1 & 2 Schedule
Apr 23 - 24 Wed/Thu	8:30 AM - 4:45 PM
May 19 - 20 Wed/Thu	SRS: 32071
Jun 4 - 5 Wed/Thu	Annual dues are waived for the first year. Fee is \$99 thereafter.
Jul 30 - 31 Wed/Thu	

~~\$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 above.

\$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.

HOW TO EARN THE SRS DESIGNATION

- **Complete the SRS course & an elective course:** The two-day, 15-hour Seller Representative Specialist Designation course may be completed in the virtual classroom at Champions School of Real Estate. The elective course must be SRS-approved and worth at least 8 credit hours. Most electives may also be used for CE credit.
- **Submit an Application:** Submit the SRS designation application to the Real Estate Business Institute (REBI). Annual dues are waived for the first year.
- **Maintain active status:** Remain in good standing with the National Association of REALTORS® (NAR) and in Real Estate Business Institute (REBI).

DESIGNATION & CERTIFICATION BUNDLED PROGRAMS

We've Bundled Designations to Maximize Value

In addition to offering individual courses, Champions School of Real Estate has bundled multiple designations and certifications into programs to give you larger discounts and the ability to expand your real estate knowledge and specializations.

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

PROGRAM	CE Hours	Price
10-Course Designation Program <ul style="list-style-type: none"> ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS 	110	\$2084 \$1904 SAVE \$180!
5-Course Designation Program <ul style="list-style-type: none"> CHMS, NHC, RENE, PSA, and ABR or SRS 	47	\$1017 \$942 SAVE \$75!
3-Course Designation Program <ul style="list-style-type: none"> PSA, RENE, and ABR or SRS 	31	\$639 \$609 SAVE \$30!
2-Course ABR or SRS Program <ul style="list-style-type: none"> ABR or SRS and one 8-HR Elective (See Page 32) 	23	\$389 \$369 SAVE \$20!
		
TREC Legal Update I & Legal Update II Plus 3-Hour Contract Review	11	\$80
TREC Legal Update I & Legal Update II	8	\$60

NHC

MRP

PSA

RENE

CHAMPIONSLIVE	
Feb 7	Fri
Mar 7	Fri
Apr 4	Fri
May 30	Fri
Jun 27	Fri
Jul 25	Fri
Schedule	
8:30 AM - 5:15 PM	
NHC: 32072	
\$139	8 CE Hours
ABR Elective	

CHAMPIONSLIVE	
Feb 28	Fri
Mar 28	Fri
Apr 18	Fri
May 16	Fri
Jun 20	Fri
Jul 18	Fri
Schedule	
8:30 AM - 5:15 PM	
MRP: 47858	
\$139	8 CE Hours
ABR & SRS Elective	

CHAMPIONSLIVE	
Feb 14	Fri
Mar 14	Fri
Apr 11	Fri
May 9	Fri
Jun 13	Fri
Jul 11	Fri
Schedule	
8:30 AM - 5:15 PM	
PSA: 33058	
\$139	8 CE Hours
ABR Elective	

CHAMPIONSLIVE	
Feb 12 - 13	Wed/Thu
Mar 12 - 13	Wed/Thu
Apr 16 - 17	Wed/Thu
May 27 - 28	Wed/Thu
Jun 11 - 12	Wed/Thu
Jul 9 - 10	Wed/Thu
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
RENE: 40073	
\$250	15 CE Hours
ABR & SRS Elective	

NEW HOME CONSTRUCTION

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

MILITARY RELOCATION PROFESSIONAL

Help veterans and service members navigate relocation, DoD housing policy, and financing.

LEARN HOW TO

- Interpret how Department of Defense policies impact service members' housing
- Guide service members through the permanent change-of-station (PCS) process
- Compare military basic allowance for housing (BAH) rates to market area home prices, mortgage rates, and rents

PRICING STRATEGY ADVISOR

Nail down the Comparative Market Analysis (CMA) to become an expert counsel to both sellers and buyers.

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

REAL ESTATE NEGOTIATION EXPERT

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

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)

DESIGNATIONS & CERTIFICATIONS



CHAMPIONSLIVE		
Feb 19 - 20	Wed/Thu	
Mar 19 - 20	Wed/Thu	
Apr 23 - 24	Wed/Thu	
May 21 - 22	Wed/Thu	
Jun 25 - 26	Wed/Thu	
Jul 23 - 24	Wed/Thu	
Day 1 & 2 Schedule		
8:30 AM - 5:15 PM		
ALHS: 47951		
\$289	10	CE Hours

CHAMPIONSLIVE		
Feb 5	Wed	
Mar 5	Wed	
Apr 8	Tue	
May 6	Tue	
Jun 10	Tue	
Jul 10	Fri	
Schedule		
8:30 AM - 5:15 PM		
CHMS: 49377		
\$239	8	CE Hours

CHAMPIONSLIVE		
Mar 17 - 18	Mon/Tue	
May 21 - 22	Wed/Thu	
Jul 16 - 17	Wed/Thu	
Sep 3 - 4	Wed/Thu	
Day 1 & 2 Schedule		
8:30 AM - 4:45 PM		
SRES: 31836		
\$250	15	ABR & SRS Elective

CHAMPIONSLIVE		
Feb 17 - 18	Mon/Tue	
Apr 9 - 10	Wed/Thu	
Jun 18 - 19	Wed/Thu	
Aug 13 - 14	Wed/Thu	
Oct 15 - 16	Wed/Thu	
Day 1 & 2 Schedule		
8:30 AM - 4:45 PM		
REPA: 46938		
\$250	15	ABR Elective

ACCREDITED LUXURY HOME SPECIALIST

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

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
- Cater your services to various luxury consumer types

CERTIFIED HOME MARKETING SPECIALIST

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

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

SENIORS REAL ESTATE SPECIALIST

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

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

REAL ESTATE PROFESSIONAL ASSISTANT

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.

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



CERTIFICATIONS



CHAMPIONS LIVE		CHAMPIONS LIVE	
Mar 21	Fri	Mar 21	Fri
May 23	Fri	Jun 6	Fri
Jul 3	Thu	Sep 19	Fri
Schedule		Schedule	
8:30 AM - 5:15 PM		8:30 AM - 5:15 PM	
HFR: 49686		MSLG: 48085	
\$139	8 CE Hours	\$139	8 CE Hours
	ABR & SRS Elective		ABR Elective

HOME FINANCE RESOURCE

Help aspiring homeowners navigate the complicated process of home financing.

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

MARKETING STRATEGY & LEAD GENERATION

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
- Determine your target market and carry out appropriate marketing techniques to reach your audience
- Leverage social media for marketing purposes and lead generation



**NEW
DESIGNATION
FOR 2025**

Certified International Property Specialist

This Designation will help agents unlock global real estate opportunities, teaching them the skills and information needed to cater to diverse audiences such as international investors, U.S. residents exploring new markets, and local clients eyeing overseas property investments. The CIPS designation equips the agent with essential knowledge, research capabilities, a valuable network, and tools for business expansion. This designation includes access to the exclusive CIPS Network, a community of 4,000+ real estate professionals across 50 countries, reserved for CIPS-designated members of the National Association of REALTORS®, establishing the agent as a trusted guide for global market navigation.

WHY EARN YOUR CIPS DESIGNATION?

- Immediate access to business-enhancing products and services that are offered exclusively to CIPS designees
- Use prestigious and internationally-recognized CIPS logo and brand
- Invitations to Exclusive Events at NAR Meetings
- Access to a private Facebook group for facilitating referral and knowledge exchange

GLOBAL REAL ESTATE: LOCAL MARKETS | 35821

Jan 29	Wed
Mar 27	Thu

GLOBAL REAL ESTATE: TRANSACTION TOOLS | 35820

Jan 30	Thu
Mar 28	Fri

THE AMERICAS AND INT. REAL ESTATE | 35819

Feb 20	Thu
Apr 17	Thu

ASIA-PACIFIC AND INT. REAL ESTATE | 35733

Feb 21	Fri
Apr 18	Fri

EUROPE AND INT. REAL ESTATE | 35732

Mar 20	Thu
May 15	Thu



CIPS DESIGNATION OPTIONS

CIPS Program Courses + Elective

\$725
\$550
SAVE \$175!

40
CE Hours
Total

This program includes the 2 core and 3 international electives.

Individual CIPS Courses

\$145

8
CE Hours per
course

In order to receive the CIPS designation on your license, you must also meet the other requirements. These courses are also eligible for TREC CE credit. Call or go to website for more information.

CHAMPIONS LIVE

8:30 AM - 5:15 PM



5 STEPS TO A TEXAS LICENSE IN MORTGAGE LOAN ORIGINATION

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 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 — Mortgage Loan 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 (\$125), recovery fund (\$20), and sponsorship fee (\$25)











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

Course Delivery Options

-  Virtual Classroom
-  Online Interactive
-  Online Correspondence
-  Classroom

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
Mortgage Loan Originator Exam Prep course 	24		\$235
8- Hour SAFE Comprehensive: Keeping You Current (16158)	8		\$135
8- Hour SAFE Comprehensive: Latest and Greatest (Late CE 15537)	8		\$135
Mortgage Loan Originator Flashcards — Practice over 400 of the most essential terms in loan origination!			\$35
Mobile Flashcard App — Study essential loan origination terms on an iPhone.			\$2⁹⁹

MORTGAGE LOAN ORIGINATION LICENSING

20-HOUR SAFE COMPREHENSIVE MORTGAGE LOAN FUNDAMENTALS

With 3-Hour TX SML SAFE: Texas Law & Practice

This required course satisfies Texas and federal education requirements to become a licensed mortgage loan originator and includes federal law, ethics, non-traditional mortgage lending, and information pertinent to becoming a professional mortgage loan originator. This course is required of anyone wishing to be certified under the Texas Department of Savings and Mortgage Lending.

\$339

 23-Hour TX
Program

\$289

 20-Hour
Only

\$50

 3-Hour
Only


20-Hr SAFE

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


3-Hr TX SML

Day 3: 1:30 PM – 4:30 PM

Note: You will need to bring your NMLS ID number to class. To obtain your ID number, please visit: stateregulatoryregistry.org/NMLS

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

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.**

DALLAS

Jan 3 - 5	Fri - Sun
Feb 7 - 9	Fri - Sun
Mar 7 - 9	Fri - Sun
Apr 4 - 6	Fri - Sun
May 8 - 10	Thu - Sat
Jun 6 - 8	Fri - Sun
Jul 11 - 13	Fri - Sun
Aug 1 - 3	Fri - Sun

HOUSTON GALLERIA

Jan 24 - 26	Fri - Sun
Mar 7 - 9	Fri - Sun
Apr 25 - 27	Fri - Sun
Jun 20 - 22	Fri - Sun
Aug 29 - 31	Fri - Sun

HOUSTON NORTH

Feb 6 - 8	Thu - Sat
Mar 28 - 30	Fri - Sun
May 16 - 18	Fri - Sun
Jul 11 - 13	Fri - Sun
Sep 26 - 28	Fri - Sun

SAN ANTONIO

Jan 24 - 26	Fri - Sun
Feb 21 - 23	Fri - Sun
Mar 28 - 30	Fri - Sun
Apr 16 - 18	Wed - Fri
May 16 - 18	Fri - Sun
Jun 20 - 22	Fri - Sun
Jul 18 - 20	Fri - Sun
Aug 15 - 17	Fri - Sun

CHAMPIONSLIVE

Jan 3 - 5	Fri - Sun
Jan 13 - 15	Mon - Wed
Feb 3 - 5	Mon - Wed
Feb 24 - 26	Mon - Wed
Mar 17 - 19	Mon - Wed
Apr 4 - 6	Fri - Sun
Apr 14 - 16	Mon - Wed
May 5 - 7	Mon - Wed
May 30 - Jun 1	Fri - Sun
Jun 9 - 11	Mon - Wed
Jun 30 - Jul 2	Mon - Wed
Jul 21 - 23	Mon - Wed
Aug 8 - 10	Fri - Sun
Aug 18 - 20	Mon - Wed

MORTGAGE LOAN ORIGINATION

EXAM PREP

Your Key to Passing the National Exam!

This 3-day course is an intense preparation course for the National Exam. Our intensive prep material is similar to the actual exam and updated regularly to help our students benefit from a high passing rate on their first attempt! The material covers all sections of the loan Originator National exam. Our course is designed to increase your powers of recall and confidence, and help renew your learned skills fast!

This course includes math, test taking techniques, discussion questions, terminology and mock exams, all designed to enable you to target the most relevant topics and thoroughly understand all of the materials.

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!

\$235

 3-Day
National

Course Delivery Options:


**Virtual
Classroom**

**Online
Correspondence**

Learn more about delivery methods at ChampionsSchool.com

CHAMPIONSLIVE

Jan 10 - 12	Fri - Sun
Jan 20 - 22	Mon - Wed
Jan 31 - Feb 2	Fri - Sun
Feb 10 - 12	Mon - Wed
Feb 21 - 23	Fri - Sun
Mar 3 - 5	Mon - Wed
Mar 14 - 16	Fri - Sun
Mar 24 - 26	Mon - Wed
Apr 11 - 13	Fri - Sun
Apr 21 - 23	Mon - Wed
May 2 - 4	Fri - Sun
May 12 - 14	Mon - Wed
May 23 - 25	Fri - Sun
Jun 16 - 18	Mon - Wed
Jun 27 - 29	Fri - Sun
Jul 7 - 9	Mon - Wed
Jul 18 - 20	Fri - Sun
Jul 28 - 30	Mon - Wed
Aug 15 - 17	Fri - Sun
Aug 25 - 27	Mon - Wed

8:30 AM – 4:45 PM

MLO VIRTUAL STUDY HALL

FREE!

Mortgage Loan Originator Prep students can attend **free Study Hall sessions** where they can ask instructor direct questions about the material.

CHAMPIONSLIVE

Jan 7	May 13
Jan 21	May 27
Feb 4	Jun 10
Feb 18	Jun 24
Mar 4	Jul 8
Mar 18	Jul 22
Apr 1	Aug 5
Apr 15	Aug 19
Apr 29	Sep 2

TUESDAYS: 6:00 PM – 9:00 PM

MORTGAGE LOAN ORIGINATION ESSENTIAL DEVELOPMENT

The mortgage industry is complex. As a licensed mortgage loan originator, 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.



CHAMPIONSLIVE

Jan 8 - 9	Wed - Thu
Feb 13 - 14	Thu - Fri
Mar 12 - 13	Wed - Thu
Apr 9 - 10	Wed - Thu
May 8 - 9	Thu - Fri
Jun 4 - 5	Wed - Thu
Jul 16 - 17	Wed - Thu
Aug 13 - 14	Wed - Thu
Sep 10 - 11	Wed - Thu
2 Days 8:30 AM – 4:45 PM	

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 and underwriting guidelines
- The Texas One to Four Family Residential Contract

CHAMPIONSLIVE

Jan 16	Thu
Feb 20	Thu
Mar 20	Thu
Apr 17	Thu
May 22	Thu
Jun 19	Thu
Jul 24	Thu
Aug 21	Thu
Sep 18	Thu

9:00 AM – 12:00 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 the 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.



Additional study tools available for Mortgage Loan Exam Prep Students



MLO FLASH CARDS \$35

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.

MORTGAGE LOAN ORIGATION CONTINUING EDUCATION

8-HOUR CE SAFE COMPREHENSIVE: KEEPING YOU CURRENT (LATE)

\$135

The 8 hour SAFE Keeping You Current CE course is 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.

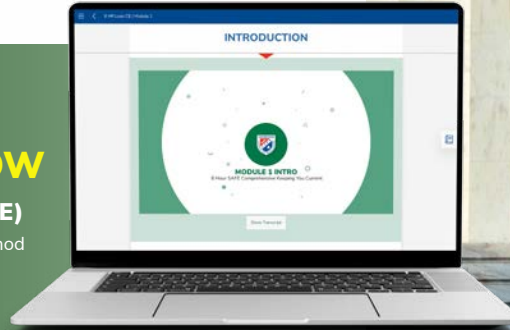


8-Hour CE SAFE Comprehensive: 16792

ONLINE INTERACTIVE AVAILABLE NOW

8-HOUR CE SAFE (LATE)

A self-guided course delivery method done entirely on your desktop or laptop and saves your progress automatically.



NATIONAL MORTGAGE LOAN 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 MORTGAGE LOAN ORIGATION

\$VARIES

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

Available in All 50 States!

7 STEPS TO A TEXAS APPRAISER LICENSE PROGRAM

1

Take the Required Courses at Champions Appraisal School®

Appraiser Trainee Program (79 hrs)

Courses must be completed before submitting application for approval as an appraiser trainee to TALCB.

- **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)

It is recommended students purchase and bring an HP 17B or HP 12C calculator with them to class.

Appraiser License Options

If you are currently an appraiser trainee and want to upgrade your license, we offer the courses you'll need.

- **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)

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.

Courses can be completed during 1000 hour accrual experience.

2

Submit 79 Hours of Education and Appraiser Trainee Application to TALCB

- Submit all education hours and your appraisal trainee application to TALCB.
- Once you have completed the Appraiser Trainee Program's 79 hours, you must submit your education and Application for Approval 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.

3

Complete Your 1,000 Hours of Experience Over a Minimum of a 6-Month Period

The TALCB requires that you legally complete 1,000 hours of experience supported by written reports prior to receiving your license. This generally equates to 250–300 residential appraisals. You must be sponsored and supervised by a Certified Appraiser. **1500** hours over a minimum of a 12 month period are required to upgrade to a certified residential appraiser license and **3000** hours over a minimum of 18 months are required to upgrade to a certified general appraiser license. <https://www.talcb.texas.gov/potential-license-holder/appraiser-trainee>

4

Complete Your Qualifying Education

As you undertake your experience hours as an appraisal trainee, you will also complete the required qualifying education courses. To become a licensed residential appraiser, you'll **complete the 75-Hour Licensed Residential Appraiser courses**: Market Analysis and Highest and Best Use, Residential Valuation: Site Valuation and Cost Approach, Residential Valuation: Sales Comparison Approach and Income Approach, and Residential Valuation: Report Writing and Case Studies.

See Appraiser License Upgrades on following page (41) for licensing options. 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. Courses can be completed during your 1000 hour accrual experience.

5

Submit Your Licensed Residential Appraiser Application to TALCB

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 before filing your application.

6

Take the Exam Prep Class | Your Key to Passing the National Exam.

Choose a date from the [ChampionsLive](#) Appraisal Prep schedule and complete the course to prepare for the state exam.

7

Take the National Exam at Pearson VUE

- Your 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.






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.

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 highest-quality education available in a variety of convenient study formats. Our comprehensive education is created and taught by award-winning instructors and ensures you receive the most accurate and up-to-date information!



QUALIFYING EDUCATION (QE)	Hours	Delivery	Price*
154-Hour Licensed Residential Appraiser Upgrade Program The complete program to get you started as a Licensed Residential Appraiser. See below descriptions for all courses included in this program.	154		\$2400 \$1790 SAVE \$610
79-Hour Appraiser Supervisor Trainee Program This program is the first step in your appraisal career. After completing these courses, you can begin your apprenticeship as an appraisal trainee, gaining hands-on experience under an sponsoring appraiser. These three courses are prerequisites for the licensing program. <ul style="list-style-type: none"> • 2024-2025 15-Hour National USPAP Course (15 hrs) • Real Estate Appraisal: Principles (30 hrs) • Real Estate Appraisal: Practices and Procedures (30 hrs) • Texas Appraising for the Supervisor and Trainee (4 hrs) 	79		\$1290 \$950 SAVE \$340
75-Hour Licensed Residential Appraiser Upgrade Program Once you've finished, you'll start the 75-Hour Licensed Residential Appraiser Program, which prepares you for the National Licensed Residential Real Property exam. After completing the coursework, passing the exam, and logging 1,000 experience hours, you'll earn your residential appraiser license. <ul style="list-style-type: none"> • Market Analysis and Highest and Best Use (15 hrs) • Residential Valuation: Sales Comparison Approach and Income Approach (30 hrs) • Residential Valuation: Site Valuation and Cost Approach (15 hrs) • Residential Valuation: Report Writing and Case Studies (15 hrs) 	+75 154 Total		\$1110 \$840 SAVE \$270
QUALIFYING EDUCATION ONLINE PROGRAMS	Hours	Delivery	Price*
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. See website for courses required.	+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. See website for courses required.	+225 304 Total		\$3234 \$2630 SAVE \$604

Course Delivery Options

-  Virtual Classroom
-  Online Interactive
-  Online Correspondence

Learn more about delivery methods
at ChampionsSchool.com

CONTINUING EDUCATION (CE)

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

- 7-Hour National USPAP Update Course
- 7-Hour Ownership Variations and Valuations
- 14-Hour Market Analysis and Highest and Best Use

Hours	Delivery	Price*
28		\$658 \$550 SAVE \$108

APPRAISER QUALIFYING EDUCATION

WE OFFER EVERY COURSE YOU NEED TO BECOME A LICENSED 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 CE PROGRAM UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE

\$315

CHAMPIONSLIVE	
Jan 27 - 28	Mon/Tue
Mar 10 - 11	Mon/Tue
May 5 - 6	Mon/Tue
Jul 7 - 8	Mon/Tue
8:30 AM - 4:45 PM	

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.

TEXAS APPRAISAL QUALIFYING EXAM PREP

\$199

**The essential preparation tool
for the state exam!**

CHAMPIONSLIVE	
Jan 25 - 26	Sat/Sun
Feb 22 - 23	Sat/Sun
Mar 22 - 23	Sat/Sun
Apr 26 - 27	Sat/Sun
May 31 - Jun 1	Sat/Sun
Jul 12 - 13	Sat/Sun
Aug 23 - 24	Sat/Sun
8:30 AM - 4:45 PM	

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.

CHAMPIONSLIVE				
Date	Days	Course	Hours	Course
Jan 22 - 23	Wed/Thu	Residential Valuation: Report Writing and Case Studies	48173	15
Jan 24	Fri	Appraising for the Supervisor and Trainee	48788	4
Jan 25 - 26	Sat/Sun	Appraisal Exam Prep		
Jan 27 - 28	Mon/Tue	2024-2025 15-Hour National USPAP	48107	15
Jan 29 - 30	Wed/Thu	Market Analysis and Highest and Best Use	49741	15
Feb 3 - 6	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	50212	30
Feb 10 - 11	Mon/Tue	Residential Valuation: Advanced Applications and Case Studies	49745	15
Feb 12 - 13	Wed/Thu	Residential Valuation: Site Valuation and Cost Approach	48183	15
Feb 19 - 20	Wed/Thu	Residential Valuation: Report Writing and Case Studies	48173	15
Feb 21	Fri	Appraising for the Supervisor and Trainee	48788	4
Feb 22 - 23	Sat/Sun	Appraisal Exam Prep		
Feb 24 - 27	Mon - Thu	Real Estate Appraisal: Principles	48182	30
Mar 3 - 6	Mon - Thu	Real Estate Appraisal: Practices and Procedures	48172	30
Mar 7 - 8	Fri/Sat	Statistical Analysis and RE Finance	48731	15
Mar 10 - 11	Mon/Tue	2024-2025 15-Hour National USPAP	48107	15
Mar 12 - 13	Wed/Thu	Market Analysis and Highest and Best Use	49741	15
Mar 19 - 20	Wed/Thu	Residential Valuation: Report Writing and Case Studies	48173	15
Mar 21	Fri	Appraising for the Supervisor and Trainee	48788	4
Mar 22 - 23	Sat/Sun	Appraisal Exam Prep		
Mar 24 - 27	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	50212	30
Mar 31 - Apr 1	Mon/Tue	Residential Valuation: Advanced Applications and Case Studies	49745	15
Apr 2 - 3	Wed/Thu	Residential Valuation: Site Valuation and Cost Approach	48183	15
Apr 7 - 10	Mon - Thu	Real Estate Appraisal: Principles	48182	30
Apr 12 - 13	Sat/Sun	Statistical Analysis and RE Finance	48731	15
Apr 14 - 17	Mon - Thu	Real Estate Appraisal: Practices and Procedures	48172	30
Apr 18	Fri	Appraising for the Supervisor and Trainee	48788	4
Apr 23 - 24	Wed/Thu	Residential Valuation: Report Writing and Case Studies	48173	15
Apr 26 - 27	Sat/Sun	Appraisal Exam Prep		
Apr 28 - May 1	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	50212	30
May 5 - 6	Mon/Tue	2024-2025 15-Hour National USPAP	48107	15
May 7 - 8	Wed/Thu	Market Analysis and Highest and Best Use	49741	15
May 12 - 15	Mon - Thu	Real Estate Appraisal: Principles	48182	30
May 16	Fri	Appraising for the Supervisor and Trainee	48788	4
May 21 - 22	Wed/Thu	Residential Valuation: Report Writing and Case Studies	48173	15
May 27 - 30	Tue - Fri	Real Estate Appraisal: Practices and Procedures	48172	30
May 31 - Jun 1	Sat/Sun	Appraisal Exam Prep		
Jun 2 - 3	Mon/Tue	Residential Valuation: Advanced Applications and Case Studies	49745	15
Jun 4 - 5	Wed/Thu	Statistical Analysis and RE Finance	48731	15
Jun 9 - 12	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	50212	30
Jun 14 - 15	Sat/Sun	Residential Valuation: Site Valuation and Cost Approach	48183	15
Jun 16 - 19	Mon - Thu	Real Estate Appraisal: Principles	48182	30
Jun 20	Fri	Appraising for the Supervisor and Trainee	48788	4
Jun 25 - 26	Wed/Thu	Residential Valuation: Report Writing and Case Studies	48173	15
Jun 30 - Jul 3	Mon - Thu	Real Estate Appraisal: Practices and Procedures	48172	30
Jul 7 - 8	Mon/Tue	2024-2025 15-Hour National USPAP	48107	15
Jul 9 - 10	Wed/Thu	Market Analysis and Highest and Best Use	49741	15

APPRAISER QUALIFYING EDUCATION COURSE DESCRIPTIONS

79-Hour Trainee Program Courses

2024-2025 15-Hour National USPAP provides critical information regarding the Uniform Standards of Professional Appraisal Practice. The course details ethical standards, explains how USPAP concepts apply to everyday situations, and drives home the importance of impartiality.

Real Estate Appraisal: Principles covers real property concepts and characteristics, legal considerations, value influences, real estate finance, appraisal ethics, and more. With theory, case studies, and examples, this is an essential first step toward mastery of basic appraisal principles.

Real Estate Appraisal: Practices and Procedures expands upon basic appraisal principles and covers appraisal development processes, property data analysis, building processes and construction terminology, the reconciliation process, and an overview of Fannie Mae forms.

Appraising for the Supervisor and Trainee covers many topics, from national appraisal regulatory bodies to the roles and duties of trainees and supervisory appraisers. With a comprehensive overview of appraisal ethics and best practices, this course is replete with crucial concepts.

75-Hour Licensed Residential Appraiser Upgrade Program

Market Analysis and Highest and Best Use delves into market fundamentals, including supply and demand analyses. This comprehensive study encompasses the application of market analysis in evaluating the four tests of highest and best use, also known as test constraints.

Residential Valuation: Site Valuation and Cost Approach covers a broad variety of concepts that build upon basic knowledge, including site analysis and land valuation methods, valuation of improvements, developing the cost approach, estimating depreciation, and reconciling final costs.

Residential Valuation: Sales Comparison Approach and Income Approach encompasses a wide array of topics, including comparable sale selection, data analysis, market value and valuation principles, appraisal calculations, investment properties, and utilizing the "income approach."

Residential Valuation: Report Writing and Case Studies provides aspiring appraisers with a comprehensive overview of the report-writing process, an essential skill for anyone in the profession. This course covers USPAP compliance, report requirements, addenda and other forms, and more.

Appraisal Exam Prep streamlines the studying process for the National Licensed Residential Real Property exam, covering all essential material and providing online mock exams to aid in preparation. Your enrollment grants a year of free retakes, allowing you to retake the course until you feel fully prepared.

TEXAS APPRAISER CONTINUING EDUCATION

RENEW YOUR LICENSE EVERY TWO YEARS TO MAINTAIN AN ACTIVE LICENSE

\$550

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.

28-HOUR CE PROGRAM

Day Delivery

7-Hour National USPAP Update Course

Mon



7-Hour Ownership Variations and Valuations

Tue



14-Hour Residential Valuation: Report Writing and Case Studies

Wed/Thu



CHAMPIONS LIVE



Feb 17 - 20 Mon - Thu

Mar 17 - 20 Mon - Thu

Apr 21 - 24 Mon - Thu

May 19 - 22 Mon - Thu

Jun 23 - 26 Mon - Thu

Jul 21 - 24 Mon - Thu

Aug 18 - 21 Mon - Thu

8:30 AM - 4:45 PM

CONTINUING EDUCATION (CE)

ACE Hours Delivery Price

2024-2025 7-Hour National USPAP Update Course	47870	7	▶	\$235
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
Green Building Concepts for Appraisers	41255	7	▶	\$135
The Cost Approach	34338	7	▶	\$135
VA and USPAP Appraising	49693	7	▶	\$135
Valuation of Residential Green Buildings	41246	4	▶	\$105
Fair Housing, Bias, and Discrimination	43157	4	▶	\$105
Supervisor — Trainee Course for Texas	48788	4	▶	\$105
Best Practices for Completing Bifurcated and Hybrid Appraisals	40544	3	▶	\$79



6 STEPS TO A TEXAS INSPECTOR LICENSE

EVERYTHING YOU NEED TO KNOW TO MEET THE TEXAS HOME INSPECTOR LICENSE REQUIREMENTS!

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. FREE instructor-led virtual (Zoom) and campus classroom supplemental courses in support of your online self-study.

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.

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.

Please Note - 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**

Please Note - 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.

TEXAS INSPECTOR QUALIFYING EDUCATION

QUALIFYING EDUCATION (QE)		Program Hours	Delivery	Price*
PROFESSIONAL REAL ESTATE INSPECTOR PROGRAMS				
194-HOUR PROFESSIONAL LICENSE PROGRAM W/ 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 Module10-Hour Business Operations and Professional Responsibilities ModuleInspector Exam Prep Course	194		\$5824 \$2999 SAVE \$2825!	
84-Hour Professional Inspector State Modules				
<ul style="list-style-type: none">24-Hour Texas Standards of Practice Module20-Hour Texas Law ModuleInspector Exam Prep Course40-Hour Texas Practicum				
154-HOUR 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 Module10-Hour Business Operations and Professional Responsibilities ModuleInspector Exam Prep Course	154		\$3725 \$2739 SAVE \$986!	
44-Hour Professional Inspector State Modules				
<ul style="list-style-type: none">24-Hour Texas Standards of Practice Module20-Hour Texas Law ModuleInspector Exam Prep Course				
REAL ESTATE INSPECTOR PROGRAMS				
NOTE A Real Estate Inspector must work under a Professional Home Inspector and cannot work on their own.				
154-HOUR REAL ESTATE INSPECTOR PROGRAM W/ 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 ModuleInspector Exam Prep Course	154		\$5034 \$2674 SAVE \$2360!	
64-Hour Real Estate Inspector State Modules				
<ul style="list-style-type: none">24-Hour Texas Standards of Practice Module40-Hour Texas PracticumInspector Exam Prep Course				
114-HOUR REAL ESTATE INSPECTOR PROGRAM W/O TEXAS PRACTICUM				
90-Hour Inspector National Modules (see course list above)				
	114		\$2935 \$1674 SAVE \$1261!	
24-Hour Real Estate Inspector State Modules				
<ul style="list-style-type: none">24-Hour Texas Standards of Practice ModuleInspector Exam Prep Course				
INDIVIDUAL COURSES				
40-Hour Texas Practicum	39929	40		\$2099
40-Hour Property and Building Inspection Module I	39925	40		\$700
40-Hour Property and Building Inspection Module II	39926	40		\$700
24-Hour 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





"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 H. Austin

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

— Nayron H. Houston

Course Delivery Options

-  Virtual Classroom
-  Online Correspondence
-  Correspondence
-  Classroom

Learn More About Delivery Methods at www.ChampionsSchool.com

TEXAS INSPECTOR 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.

SUPPLEMENTAL CLASSES


As a Home Inspection student taking your Qualifying Education courses, you can take advantage of an instructor-led virtual 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. Classes are designed to be taken in order:

- Property & Building Inspection | Module I
- Property & Building Inspection | Module II
- Analysis of Findings & Reporting Module
- Business Operations & Professional Responsibilities Module
- Texas Standards of Practice
- Texas Law

Property & Building Inspection – Module I	
8:30 AM – 5:30 PM	
CHAMPIONSLIVE 	
Feb 8 - 11	Sat - Tue
Feb 22 - 25	Sat - Tue
Mar 8 - 11	Sat - Tue
Mar 22 - 25	Sat - Tue
Apr 8 - 11	Tue - Fri
Apr 23 - 26	Wed - Sat
May 7 - 10	Wed - Sat
May 21 - 24	Wed - Sat
Jun 11 - 14	Wed - Sat
Jun 25 - 28	Wed - Sat
Jul 9 - 12	Wed - Sat
Jul 23 - 26	Wed - Sat
Aug 6 - 9	Wed - Sat
Aug 20 - 23	Wed - Sat
Sep 10 - 13	Wed - Sat
Sep 24 - 27	Wed - Sat
Oct 8 - 11	Wed - Sat
Oct 22 - 25	Wed - Sat
AUSTIN 	
Feb 22 - 25	Sat - Tue
Mar 22 - 25	Sat - Tue
Apr 8 - 11	Tue - Fri
May 21 - 24	Wed - Sat
Jun 25 - 28	Wed - Sat
Jul 23 - 26	Wed - Sat
Aug 20 - 23	Wed - Sat
Sep 24 - 27	Wed - Sat
Oct 22 - 25	Wed - Sat

Property & Building Inspection – Module II	
8:30 AM – 5:30 PM	
CHAMPIONSLIVE 	
Jan 18 - 21	Sat - Tue
Feb 1 - 4	Sat - Tue
Mar 1 - 4	Sat - Tue
Apr 2 - 5	Wed - Sat
Apr 30 - May 3	Wed - Sat
Jun 4 - 7	Wed - Sat
Jul 9 - 12	Wed - Sat
Aug 1 - 4	Fri - Mon
Sep 3 - 6	Wed - Sat
Oct 1 - 4	Wed - Sat

Analysis of Findings & Reporting Module	
Day 1: 8:30 AM – 5:30 PM	
Day 2: 8:30 AM – 12:30 PM	
CHAMPIONSLIVE 	
Jan 30 - 31	Thu/Fri
Feb 22 - 23	Sat/Sun
Mar 22 - 23	Sat/Sun
Apr 14 - 15	Mon/Tue
May 12 - 13	Mon/Tue
Jun 16 - 17	Mon/Tue
Jul 14 - 15	Mon/Tue
Aug 11 - 12	Mon/Tue
Sep 15 - 16	Mon/Tue
Oct 13 - 14	Mon/Tue

Business Operations & Professional Responsibilities Module	
Half Day: 1:30 PM – 5:30 PM	
CHAMPIONSLIVE 	
Jan 31	Fri
Feb 23	Sun
March 23	Sun
Apr 15	Tue
May 13	Tue
Jun 17	Tue
Jul 15	Tue
Aug 12	Tue
Sep 16	Tue
Oct 14	Tue

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

– Nayron H, Houston



"Champions has all the resources you need to prepare you for the Home Inspection field. Roy Carter (Director of Inspector Education) is a great instructor and makes sure to answer any questions that you may have during your entire coursework. You are prepared to take the exam and have the confidence to pass when you arrive to take it. I would recommend Champions School of Real Estate to anyone looking to get into the field."

– Henry B

"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

40-HOUR TEXAS PRACTICUM

Prior to attending the 40-Hour Texas Practicum, all course modules must be completed.

Including attending a virtual supplemental class for Texas SOP.

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

\$2099

PROFESSIONAL INSPECTION EXAM PREP

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.

\$745

National Exam Prep

8:30 AM - 5:30 PM

CHAMPIONS LIVE

Jan 2 - 4 Thu - Sat

Jan 23 - 25 Thu - Sat

Feb 5 - 7 Wed - Fri

Feb 28 - Mar 2 Fri - Sun

Mar 17 - 19 Mon - Wed

Apr 1 - 3 Tue - Thu

Apr 21 - 23 Mon - Wed

May 5 - 7 Mon - Wed

May 27 - 29 Tue - Thu

Jun 9 - 11 Mon - Wed

Jun 30 - Jul 2 Mon - Wed

Jul 17 - 19 Thu - Sat

Aug 15 - 17 Fri - Sun

Sep 10 - 12 Wed - Fri

Sep 29 - Oct 1 Mon - Wed

Oct 10-12 Fri - Sun

Oct 27 - 29 Mon - Wed

AUSTIN

Jan 23 - 25 Thu - Sat

Feb 5 - 7 Wed - Fri

Feb 28 - Mar 2 Fri - Sun

Apr 1 - 3 Tue - Thu

Apr 21 - 22 Mon - Wed

May 27 - 29 Tue - Thu

Jun 30 - Jul 2 Mon - Wed

Jul 28 - 30 Mon - Wed

Sep 29 - Oct 1 Mon - Wed

State Exam Prep

8:30 AM - 1:00 PM

CHAMPIONS LIVE

Jan 5 Sun

Jan 26 Sun

Feb 8 Sat

Mar 3 Mon

Mar 20 Thu

Apr 4 Fri

Apr 24 Thu

May 14 Wed

May 30 Fri

Jun 12 Thu

Jul 3 Thu

Jul 20 Sun

Aug 18 Mon

Aug 28 Thu

Sep 13 Sat

Oct 2 Thu

Oct 13 Mon

Oct 30 Thu

AUSTIN

Jan 5 Sun

Jan 26 Sun

Feb 8 Sat

Mar 3 Mon

Apr 4 Fri

May 30 Fri

Jul 3 Thu

Jul 31 Thu

Oct 2 Thu

FREE CAREER NIGHTS!

Considering a Career in Home Inspection?

If you've thought about a home inspection career, we encourage you to attend an upcoming Career Night seminar. Champions School of RealEstate 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.

CHAMPIONS LIVE & AUSTIN

Feb 3 Mon

Feb 18 Mon

Mar 10 Mon

Mar 25 Tue

Apr 1 Tue

Apr 22 Tue

May 6 Tue

May 27 Tue

Jun 10 Tue

Jul 1 Tue

Jul 15 Tue

6:00 PM - 7:00 PM

FREE NEW STUDENT ORIENTATION

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

Using a webcam and microphone, students can get insight to the modules and topics they need help with and can interact directly with the instructor.

CHAMPIONS LIVE

Jan 16 Thu

Feb 6 Thu

Feb 20 Thu

Mar 6 Thu

Mar 20 Thu

Apr 3 Thu

Apr 17 Thu

May 8 Thu

May 22 Thu

Jun 5 Thu

Jun 19 Thu

6 PM - 8 PM

CALL A CAMPUS TO REGISTER!

Austin
512-244-3545

ChampionsLive
713-580-4946

INSPECTOR APPRECIATION DAY LUNCHEON & FREE MARKETING SEMINAR

CALL TO SAVE YOUR FREE SPOT
281-893-4484

LOCATION:
HOUSTON NORTH CAMPUS
7302 N Grand Pkwy W
Spring, TX 77379

Friday
March 7th
9:00 AM - 4:00 PM

TEXAS INSPECTOR CONTINUING EDUCATION

8-HOUR TEXAS INSPECTOR CE Inspector Legal & Ethics and SOP Review

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 46863
- 8 Credit Hours (TREC)
- Textbook(s) included

\$125



INSPECTOR CE COURSE	COURSE #	METHOD	HOURS	COST
Appliances ICE	48764 48765		8	\$125
Electrical Grounding vs Bonding	50627 48878		8	\$125
Home Pool Essentials	49404 49406		8	\$125
Legal & Ethics/Inspector SOP Review	46863		8	\$125
Landscape Irrigation	48766 50315		8	\$145
Performing Residential Building Inspection	47888		8	\$180
Certified Pool Operator	47515 47510		16	\$380
Red Flags Property Inspection	50316 48767		8	\$125
Road to Success for Inspectors	45455		16	\$195
TX SOP - Gen. Provisions	48762 48763		8	\$125
TX SOP - Report Writing	48760 48758		8	\$125
Soils and Foundations	48100 48101		16	\$195
Swimming Pool Inspector	48975		16	\$195



**Scan Code To Read
Course Descriptions at
ChampionsSchool.com**

32-HOUR TEXAS CE PROGRAM

\$385

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

Electives Available:

- **8-Hour Appliances** (Online), Grounding vs Bonding, Red Flags Property Inspection, SOP General Provisions, and SOP Report Writing, Home Pool Essentials, Stucco
- **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 Program!

- **Specialty Programs Available** Commercial Inspection, Performing Residential Building Inspection, CPO/CPI Certification courses, Landscape Irrigation

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

CHAMPIONS LIVE				
Feb 18 - 19	Tue/Wed	Road to Success		16
Mar 4	Tue	Residential Building Inspections		8
Mar 5	Wed	Appliances		8
Mar 17	Mon	Legal & Ethics/SOP Review		8
Apr 11	Fri	Landscape Irrigation		8
May 3 - 4	Sat/Sun	Road to Success		16
May 17	Sat	Legal & Ethics/SOP Review		8
Jun 4	Wed	Home Pool Essentials		8
Jun 17	Tue	Standards of Practice Report Writing		8
Jul 8	Tue	TX SOP - Gen. Provisions		8
Aug 1 - 2	Fri/Sat	Road to Success		16
AUSTIN				
Apr 14 - 15	Mon/Tue	Pool & Spa Certification		16
DALLAS				
Mar 13 - 14	Thu/Fri	Pool & Spa Certification		16
Jun 3 - 4	Tue/Wed	Pool & Spa Certification		16
HOUSTON NORTH				
Feb 17 - 18	Mon/Tue	Pool & Spa Certification		16
May 12 -13	Mon/Tue	Pool & Spa Certification		16
SAN ANTONIO				
Mar 27 - 28	Thu/Fri	Pool & Spa Certification		16
8:30 AM – 4:45 PM				

**Scan Here To
Enroll in a CPO or
CPI Date**



SUCCESS THROUGH® BUSINESS ETIQUETTE

**A POLISHED, PROFESSIONAL DEMEANOR
IS THE EDGE YOU DESERVE**

Tell your partners and associates that you take their time and business seriously by demonstrating impeccable business etiquette.

COURSE TOPICS INCLUDE

- Dining etiquette
- Cultural mannerisms
- Personality profiling
- Organizational skills
- Powerful first impressions
- Dressing for success
- Body language
- Public speaking
- The job interview
- How to make introductions
- Etiquette in the workplace
- Strengthening your people skills
- Closing exercises

2-Day Success Through Business Etiquette Program

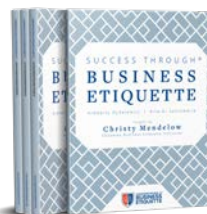
\$199

ChampionsLive

Online Correspondence



Christy Mendelow
Statewide Instructor



CHAMPIONS LIVE

Jan 25-26	Sat/Sun
Feb 22-23	Sat/Sun
Mar 29-30	Sat/Sun
Apr 26-27	Sat/Sun
May 17-18	Sat/Sun
Jun 21-22	Sat/Sun
Jul 26-27	Sat/Sun
Aug 23-24	Sat/Sun
Sep 20-21	Sat/Sun
Oct 25-26	Sat/Sun

SCHEDULE

9:00 AM – 4:00 PM

2-DAY PROGRAM INCLUDES

- Approved course materials
- Certificate of program acknowledgement
- Personalized letter of completion
- Online textbook

**30 DAYS TO SUCCESS
IN REAL ESTATE**
Video Coaching Program



**SUCCESS THROUGH
BUSINESS ETIQUETTE**
2-Day Program



**TWO-COURSE
COACHING PACKAGE**

\$258 (Save \$30)

30 DAYS to Success! IN REAL ESTATE

Rita Santamaria,
Founder/CEO,
Champions School
of Real Estate®



JUMP-START YOUR NEW CAREER!

\$79

The **30 Days to Success in Real Estate!** training workbook provides daily, hands-on exercises that will help you launch your new career. Included with each lesson is a complementary video in which Champions CEO Rita Santamaria provides in-depth explanations and tips. Watch the coaching videos alongside each lesson and learn how to thrive as a new agent. Over the course of just a month, you'll be miles ahead of your competitors. Whether you're a brand new agent or a seasoned professional in need of a refresher, this training will work for you!

COURSE INCLUDES

- 30 Days to Success in Real Estate training workbook—the day-to-day training course to get your new career off the ground
- Daily videos featuring your personal coach, Rita Santamaria
- How to create a financial business plan
- Ready-to-use scripts for common real estate situations

These professional development courses are not for TREC credit.

ENROLL TODAY! • Call 800-969-2599 • www.ChampionsSchool.com/coach

CHAMPIONS IS PROUD TO BE THE LARGEST REAL ESTATE SCHOOL IN TEXAS!

I have enjoyed every moment of school here at Champions! I started online and then switched to in person where I felt I learned the best and am so grateful. Champions is also very quick to respond when you need help online. I recommend Champions to everyone interested in getting their license!

- Alyssa

I loved my experience with Champions School of Real Estate! The teachers are knowledgeable and fun! I recommend taking the prep course and the prep exams they provide as they are very helpful. With Champions, I was able to pass both my national and state exam ON THE FIRST TRY! I highly recommend this school to anyone looking to start a career in real estate.

- Keke

From the day I walked into the office to consider becoming an agent to the day I passed my exam, I have been completely satisfied with the entire experience at Champions! To the friendly staff, helpful counselors, and the knowledgeable and incredible instructors, thank you!!! I am beyond excited to start my new career, and I look forward to coming back for my CE at Champions.

- Kristin

I've been a realtor going on 9 years, and I came back to Champions to pursue an inspectors license. I wouldn't trust anyone else to assist me in this process. Between the in school zoom classes, and the online education, this school does an amazing job at preparing you for the National and State exams. I'd like to give a special shout out to Roy Carter and his team of awesome instructor inspectors and the office staff for making "going back to school" so easy. Thank you!!

- Thomas

I had a world-class experience at Champions School of Real Estate. All the professors are incredibly knowledgeable and amazing, and I am truly grateful for the opportunity to meet each one of them. I'm especially thankful for the counselors who greet me every day with a smile and are always ready to help in any way. I am deeply appreciative of the school, for not only providing excellent education but also bringing in sponsors daily. These sponsors include brokers and loan officers who teach about their services, adding amazing value to the learning experience. This was a once in a lifetime opportunity, and I'm so thankful I was able to complete it in just two weeks. If you're looking for a place to start your journey, look no further. This is where you should go!

- Cristina

I've renewed my Brokers License for the last 10 years with Champions. Their courses are straight forward user friendly and relevant. Their customer service is also excellent but in all likelihood you will rarely need to use it.

- JK

Great school for Realtors! The exam prep for new agents is a MUST! I am currently doing my Broker Classes with Champions!

- Jenna

Champions is an exceptional Real Estate school. Their education practices, technology resources and customer service are second to none. I have struggled with traditional learning for my entire life and they have cracked the code for me! I actually enjoy learning and growing with Champions.

- Liz

Dealing with customer service can be quite frustrating these days, especially with so much reliance on AI chat and automated voicemail. However, I have to say that my experience with Champions has been exceptional. Their prompt responses, thorough answers to my questions, and assistance with scheduling my classes have been a huge help, allowing me to manage my busy life more effectively. I really appreciate their support and the great experience they have provided. Thank you, Champions!

- Grizelda

CHOOSE TO BE A CHAMPION®



**CHAMPIONS SCHOOL
OF REAL ESTATE®**

Champions School of Real Estate®

Corporate Office
7302 North Grand Parkway West
Spring, TX 77379
800-284-1525

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