



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

Hours

Delivery

Price

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

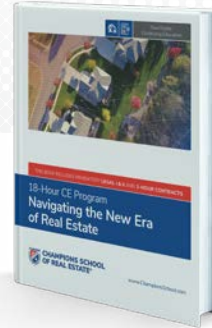
Navigating the New Era of Real Estate is an 18-hour program designed to meet all TREC continuing education requirements, and covers a wide range of topics, including mandatory TREC legal updates and ethical guidance, the use of technology in real estate, essential contract information for all agents, 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 |

FORT WORTH

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

HOUSTON NORTH

| | |
|--------|-----|
| Feb 21 | Fri |
| Feb 28 | Fri |
| Mar 14 | Fri |
| Mar 28 | Fri |
| Apr 11 | Fri |
| Apr 29 | Tue |
| May 16 | Fri |
| May 29 | Thu |
| Jun 13 | Fri |
| Jun 27 | Fri |
| Jul 18 | Fri |
| Jul 29 | Tue |

3-Hour Contracts | 50096

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.

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 |

DALLAS

| | |
|--------|-----|
| Jan 23 | Thu |
| Feb 20 | 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 |

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 |

SAN ANTONIO

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

HOUSTON NORTH

| | |
|--------|-----|
| Jan 30 | Thu |
| Feb 20 | Thu |
| Feb 27 | Thu |
| Mar 13 | Thu |
| Mar 27 | Thu |
| Apr 10 | Thu |
| Apr 28 | Mon |
| May 15 | Thu |
| May 28 | Wed |
| Jun 12 | Thu |
| Jun 26 | Thu |
| Jul 17 | Thu |
| Jul 28 | Mon |

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 |

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 14 - 15 | 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 7 - 8 | Wed/Thu |
| Jun 11 - 2 | 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 20 - 21 | 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 HFR: 49686 | 8:30 AM - 5:15 PM MSLG: 48085 |
| \$139 8 CE Hours ABR & SRS Elective | \$139 8 CE Hours 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

