



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"> 3 TREC SAE renewal courses (90 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"> 3 TREC SAE renewal courses (90 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 **three 30-hour elective courses** 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

IMPORTANT NOTE
Starting Oct 1ST, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.

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

May 4 - 5	Sat - Sun	Brokerage
May 6 - 9	Mon - Thu PM	Commercial
May 22 - 23	Wed - Thu	Investments
Jun 3 - 4	Mon - Tue	Brokerage
Jun 12 - 13	Wed - Thu	RE Mort Finance
Jun 15 - 16	Sat - Sun	Power House
Jul 8 - 11	Mon - Thu PM	Marketing
Jul 10 - 11	Wed - Thu	Brokerage
Jul 20 - 21	Sat - Sun	Property Mgmt
Jul 31 - Aug 1	Wed - Thu	Power House
Aug 10 - 11	Sat - Sun	Investments
Aug 19 - 20	Mon - Tue	Brokerage
Sep 11 - 12	Wed - Thu	Inspection
Sep 16 - 19	Mon - Thu PM	RE Mort Finance
Sep 21 - 22	Sat - Sun	Brokerage
Oct 9 - 10	Wed - Thu	Brokerage
Oct 12 - 13	Sat - Sun	Property Mgmt
Oct 21 - 22	Mon - Tue	Power House

DALLAS

May 1 - 2	Wed - Thu	Appraisal
May 11 - 12	Sat - Sun	Brokerage
May 20 - 21	Mon - Tue	Inspection
Jun 1 - 2	Sat - Sun	Investments
Jun 12 - 13	Wed - Thu	Marketing
Jun 17 - 18	Mon - Tue	Brokerage
Jul 10 - 11	Wed - Thu	Property Mgmt
Jul 15 - 16	Mon - Tue	Brokerage
Jul 20 - 21	Sat - Sun	Power House
Aug 5 - 6	Mon - Tue	Commercial
Aug 10 - 11	Sat - Sun	Brokerage
Aug 19 - 20	Mon - Tue	RE Mort Finance
Sep 11 - 12	Wed - Thu	Brokerage
Sep 14 - 15	Sat - Sun	Power House
Sep 23 - 24	Mon - Tue	Marketing
Oct 9 - 10	Wed - Thu	Brokerage
Oct 19 - 20	Sat - Sun	Investments
Oct 28 - 29	Mon - Tue	Appraisal

FORT WORTH

May 4 - 5	Sat - Sun	Brokerage
May 8 - 9	Wed - Thu	RE Mort Finance
May 13 - 14	Mon - Tue	Commercial
Jun 3 - 4	Mon - Tue	Power House
Jun 19 - 20	Wed - Thu	Brokerage
Jun 29 - 30	Sat - Sun	Inspection
Jul 8 - 9	Mon - Tue	Marketing
Jul 13 - 14	Sat - Sun	Brokerage
Jul 17 - 18	Wed - Thu	Commercial
Aug 5 - 6	Mon - Tue	Power House
Aug 10 - 11	Sat - Sun	Appraisal
Aug 14 - 15	Wed - Thu	Brokerage
Sep 9 - 10	Mon - Tue	Commercial
Sep 18 - 19	Wed - Thu	RE Mort Finance
Sep 21 - 22	Sat - Sun	Brokerage
Oct 5 - 6	Sat - Sun	Investments
Oct 23 - 24	Wed - Thu	Property Mgmt
Oct 28 - 29	Mon - Tue	Brokerage

HOUSTON GALLERIA

May 6 - 7	Mon - Tue	Property Mgmt
May 20 - 21	Mon - Tue	Brokerage
May 22 - 23	Wed - Thu	Power House
May 25 - 26	Sat - Sun	Power House
Jun 8 - 9	Sat - Sun	RE Mort Finance
Jun 22 - 23	Sat - Sun	Brokerage
Jun 26 - 27	Wed - Thu	Commercial
Jul 8 - 9	Mon - Tue	Brokerage
Jul 13 - 14	Sat - Sun	Brokerage
Jul 24 - 25	Wed - Thu	Investments
Jul 27 - 28	Sat - Sun	RE Mort Finance
Aug 14 - 15	Wed - Thu	Brokerage
Aug 19 - 20	Mon - Tue	Property Mgmt
Aug 24 - 25	Sat - Sun	Power House
Sep 5 - 6*	Thu - Fri	Commercial
Sep 14 - 15	Sat - Sun	Brokerage
Sep 23 - 24	Mon - Tue	Appraisal
Sep 25 - 26	Wed - Thu	RE Mort Finance
Oct 12 - 13	Sat - Sun	Brokerage
Oct 19 - 20	Sat - Sun	Investments
Oct 30 - 31	Wed - Thu	RE Mort Finance

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: \$38

Property Management — 851

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: \$40

Real Estate Appraisal: Fundamentals — 226

This course helps you understand today's ever-changing appraisal marketplace. Using an effective blend of theory and practice, this course explores relevant legislation, key environmental considerations, and the increasing role of technology in the industry. This course includes the purpose and functions of an appraiser, the social and economic determinants of value, case studies, and the market data approach. Textbook: \$65

Real Estate Brokerage — 751

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: \$58

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: \$38



STATEWIDE CLASS SCHEDULE

SAE CLASSROOM & LIVE

HOUSTON NORTH		
May 1 - 2	Wed - Thu	Inspection
May 15 - 16	Wed - Thu	Marketing
May 18 - 19	Sat - Sun	Brokerage
Jun 5 - 6	Wed - Thu	Investments
Jun 10 - 11	Mon - Tue	Brokerage
Jun 17 - 18	Mon - Tue	RE Mort Finance
Jul 10 - 11	Wed - Thu	Brokerage
Jul 24 - 25	Wed - Thu	Power House
Aug 3 - 4	Sat - Sun	Property Mgmt
Aug 5 - 6	Mon - Tue	Inspection
Aug 17 - 18	Sat - Sun	Brokerage
Aug 21 - 22	Wed - Thu	Commercial
Sep 5 - 6*	Thu - Fri	Marketing
Sep 14 - 15	Sat - Sun	RE Mort Finance
Sep 18 - 19	Wed - Thu	Brokerage
Oct 2 - 3	Wed - Thu	Power House
Oct 12 - 13	Sat - Sun	Investments
Oct 21 - 22	Mon - Tue	Brokerage

SAN ANTONIO		
May 8 - 9	Wed - Thu	RE Mort Finance
May 13 - 14	Mon - Tue	Brokerage
May 25 - 26	Sat - Sun	Property Mgmt
Jun 5 - 6	wed - Thu	Inspection
Jun 10 - 11	Mon - Tue	Marketing
Jun 22 - 23	Sat - Sun	Commercial
Jul 10 - 11	wed - Thu	Brokerage
Jul 15 - 16	Mon - Tue	Power House
Jul 27 - 28	Sat - Sun	Investments
Aug 7 - 8	wed - Thu	Commercial
Aug 12 - 13	Mon - Tue	RE Mort Finance
Aug 24 - 25	Sat - Sun	Inspection
Sep 11 - 12	Wed - Thu	Brokerage
Sep 16 - 17	Mon - Tue	Investments
Sep 28 - 29	Sat - Sun	Power House
Oct 9 - 10	Wed - Thu	Marketing
Oct 14 - 15	Mon - Tue	Brokerage
Oct 26 - 27	Sat - Sun	Property Mgmt

CHAMPIONSLIVE		
May 8 - 9	Wed - Thu	Marketing
May 11 - 12	Sat - Sun	Brokerage
May 13 - 14	Mon - Tue	Property Mgmt
May 20 - 23	Mon - Thu PM	Appraisal
May 22 - 23	Wed - Thu	Brokerage
May 25 - 26	Sat - Sun	Commercial
May 28 - 29*	Tue - Wed	Power House
Jun 3 - 6	Mon - Thu PM	Brokerage
Jun 5 - 6	Wed - Thu	Inspection
Jun 8 - 9	Sat - Sun	Investment
Jun 10 - 11	Mon - Tue	Marketing
Jun 17 - 20	Mon - Thu PM	Marketing
Jun 19 - 20	Wed - Thu	Brokerage
Jun 22 - 23	Sat - Sun	Power House
Jun 24 - 25	Mon - Tue	Property Mgmt
Jul 1 - 3*	Mon - Wed	Power House
Jul 3 & 5	Wed & Fri	Math
Jul 6 - 7	Sat - Sun	Marketing
Jul 8 - 9	Mon - Tue	Brokerage
Jul 15 - 18	Mon - Thu PM	Investment
Jul 17 - 18	Wed - Thu	Power House
Jul 20 - 21	Sat - Sun	Brokerage
Jul 22 - 23	Mon - Tue	Inspection
Jul 29 - Aug 1	Mon - Thu PM	Brokerage
Jul 31 - Aug 1	Wed - Thu	Marketing
Aug 3 - 4	Sat - Sun	Property Mgmt
Aug 5 - 6	Mon - Tue	RE Mort Finance
Aug 12 - 15	Mon - Thu PM	Commercial
Aug 14 - 15	Wed - Thu	Brokerage
Aug 17 - 18	Sat - Sun	Power House
Aug 19 - 20	Mon - Tue	Marketing
Aug 26 - 29	Mon - Thu PM	Inspection
Aug 28 - 29	Wed - Thu	Investment
Aug 31 - Sep 1	Sat - Sun	Property Mgmt
Sep 3 - 4*	Tue - Wed	Brokerage
Sep 9 - 12	Mon - Thu PM	Power House
Sep 11 - 12	Wed - Thu	Marketing
Sep 14 - 15	Sat - Sun	Math

CHAMPIONSLIVE (CONTINUED)		
Sep 16 - 17	Mon - Tue	Inspection
Sep 23 - 26	Mon - Thu PM	Marketing
Sep 25 - 26	Wed - Thu	Investment
Sep 28 - 29	Sat - Sun	Brokerage
Sep 30 - Oct 1	Mon - Tue	Power House
Oct 7 - 10	Mon - Thu PM	Brokerage
Oct 9 - 10	Wed - Thu	Appraisal
Oct 12 - 13	Sat - Sun	Marketing
Oct 14 - 15	Mon - Tue	Property Mgmt
Oct 21 - 24	Mon - Thu PM	Inspection
Oct 23 - 24	Wed - Thu	Brokerage
Oct 26 - 27	Sat - Sun	Power House
Oct 28 - 29	Mon - Tue	Investment

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

TREC'S REQUIREMENTS FOR FIRST TIME SALES AGENT LICENSE RENEWAL

All active and inactive sales agents who are under the Sales Agent Apprentice Education (SAE) requirement, must complete 90 hours in qualifying real estate education and 4 hours in Legal Update I and 4 hours in Legal Update II prior to the first two-year license term renewal, for a total of 98 hours.

IMPORTANT NOTE: Starting Oct 1st, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.

The 98 additional SAE hours must be submitted at least ten days prior to the date of renewal and on the TREC system by the end of the second year of licensure. **Champions will electronically report course certificates to TREC within 24-48 hours of completion of the course.**

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: \$38

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: \$38

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: \$34

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: \$65

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: \$38



SALES AGENT APPRENTICE EDUCATION (SAE)	DELIVERY	COURSE #	HOURS
A REALTORS® Resource Guide on Residential Mortgage Financing	  	426	30
Property Management	  	851	30
Real Estate Appraisal: Fundamentals	  	226	30
Real Estate Appraisal: Practices and Procedures		227	30
Real Estate Appraisal: Principle		240	30
Real Estate Brokerage	   	751	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 (for licensed agents) Save \$30 on each course.	300		\$1350 <i>SAVE \$300</i>
5-Course Broker Program (for licensed REALTORS®) Choose any 5 core courses towards your real estate broker license.	150		\$725 <i>SAVE \$100</i>
Broker Exam Prep Course			\$120

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

TRY OUR INTERACTIVE BROKER PLAN OF ATTACK

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



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.

ONLINE INTERACTIVE REAL ESTATE CLASSES

NOW AVAILABLE FOR ALL LEVELS OF REAL ESTATE EDUCATION

- Qualifying Education
- Sales Agent Apprentice,
- Continuing Education

WHAT IS A MOBILE WEB APP?

Any device with access to a web browser and a stable internet connection will give you access to our new real estate classes! There are no downloads or installations needed!

WHICH DELIVERY METHOD IS RIGHT FOR YOU?

The choice is yours! Based on your schedule or learning style, Champions School of Real Estate offers four unique delivery methods for your Texas real estate license courses. The best part? You don't have to pick just one, you can transfer between delivery methods at any time. That's the Champions Advantage!



CHECK OUT OUR NEW STUDENT ACCOUNT PAGE!

The updated features and tools are designed to facilitate your success as a real estate student. With an unmatched online experience, our student portal will empower you to take courses on your own time and from any device. It was specifically developed for student flexibility and provides an excellent user experience. Here's what you'll get:

- ✓ **A user-friendly Main Portal**
The launch pad of your real estate journey. From here you'll be able to enroll for more courses, view your schedule, or edit your student profile.
- ✓ **A new My Classes page**
Get your Zoom links for ChampionsLive classes, completion certificates, and approval numbers here. You can also check the completion status of every purchased class on this page.
- ✓ **How-to lists for completing classes**
On the information page of each class, you'll find a detailed list of to-dos that will guide you through completing the course.
- ✓ **Easy class navigation**
View and access each part of the course with no trouble. Materials, quizzes, and exams are easy to find, too.
- ✓ **A virtual video tour**
Need help getting started? Our tutorial video will show you how to make the most out of the student portal.
- ✓ **Virtual exam proctoring**
Take your tests from the comfort of your home with our free online proctoring feature.
- ✓ **Instructors that are reachable**
Through the student support form, you can reach out to instructors with content-related questions. At Champions, we strive to always respond within one business day.
- ✓ **Live online support specialists**
Having trouble with a course or schedule? Chat with a member of our support team and get technical issues fixed right away.
- ✓ **An accessible navigation menu**
You'll never waste time searching for it. The navigation menu stays at the top of the page no matter how far down you scroll.
- ✓ **Student Support FAQs**
A much-needed resource for new and veteran students alike.

EVERY STUDENT NOW HAS AN ONLINE PORTAL WITH ADDITIONAL STUDY RESOURCES

Immersive Online Interactive Course Features

- Engaging animations and videos
- Bookmarking/progress tracking
- 24/7 course access
- Cross platform compatibility
- Exam proctoring included

	Online Interactive	Online Correspondence
Cross-platform Software	✓	✓
Desktop / Tablet / Mobile	✓	✓
Online Exam Proctoring	✓	✓
24/7 Course Access	✓	✓
Engaging Videos	✓	
Animated Content	✓	
Interactive Content	✓	
Timed Chapter Modules	✓	
Progress Tracking	✓	
Downloadable Textbook		✓
Self-Paced		✓
Program	6-Course Licensing Program + Exam Prep	
Price	\$980	\$980
Savings	\$130	\$130