



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
<b>98-Hour SAE Renewal Program</b> <ul style="list-style-type: none"><li>2 SAE elective courses (60 Hours)</li><li>1 SAE Brokerage course (30 Hours)</li><li>TREC Legal Update I and Legal Update II (8 Hours)</li></ul>	98		<del>\$575</del> <b>\$495</b> <b>SAVE \$80</b>
<b>90-Hour SAE Renewal Program</b> <ul style="list-style-type: none"><li>2 SAE elective courses (60 Hours)</li><li>1 SAE Brokerage course (30 Hours)</li><li><i>8 hours of Legal Update is still required for license renewal</i></li></ul>	90		<del>\$495</del> <b>\$435</b> <b>SAVE \$60</b>
<b>Individual 30-Hour SAE Courses</b>	30		<b>\$165</b>
<b>Legal Update I &amp; Legal Update II</b> See page 26 for Legal Update I and II schedules	8		<b>\$60</b>

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](http://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.<sup>92</sup>/month to renew.

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