



SALES AGENT APPRENTICE EDUCATION (SAE)

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 core Texas SAE courses contain the latest information and useful topics to help you not only keep your Texas real estate license active but also to focus on improving your career.

98-Hour SAE Renewal Program for \$495

Don't let your real estate license lapse. Within the first two years of gaining your Real Estate Sales Agent License, you are required to complete **98-Hours** of Salesperson Apprentice Education courses. This 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.

TREC's Requirements for First Time Sales Agents License Renewal

All active and inactive sales agents, who are under the Sales Agent Apprentice Education (SAE) requirement, must show evidence of having completed a minimum of 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 278 hours. 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. **Courses are reported by the licensee and not the education provider.**

Course Delivery Options

- Blended Classroom
- ChampionsLive!**
- Online Correspondence
- Correspondence
- Online
- Classroom

Learn More About Delivery Methods on page 47 or ChampionsSchool.com

SAE Renewal Program

Sales Agent Apprentice Education (SAE) Program

- 3 TREC SAE Renewal Courses (90 Hours)
 - TREC Legal Update I and Legal Update II (8 Hours)
- See Page 9 - 17 for Campus Schedules

Hours Delivery Price

98 **\$495**
Save \$80!

Individual 30 Hour SAE Courses

30 **\$165**

Legal Update I & Legal Update II

See Page 23 for Legal Update I and II Schedules

8 **\$80**

30-Hour QE, SAE Renewal and Broker Individual Courses

Courses	Delivery	Course #	Hours
Law of Agency		1151	30
Law of Contracts		1251	30
Real Estate Marketing: Power House Training		527	30
Principles of Real Estate 1		121	30
Principles of Real Estate 2		122	30
Promulgated Contract Forms		351	30
Property Management		851	30
Real Estate Brokerage		751	30
Real Estate Finance		451	30

Courses	Delivery	Course #	Hours
Real Estate Law: Principles		330	30
Real Estate Investment: Principles		930	30
RE Marketing: Commercial Real Estate		545	30
Real Estate Marketing		551	30
Residential Inspection for Real Estate Agents		1035	30
Real Estate Appraisal: Principles		240	30
Real Estate Appraisal: RE Procedures		222	30
Real Estate Appraisal: Residential Sales Comparison & Income Approaches		225	30
Real Estate Appraisal: Fundamentals		226	30



REAL ESTATE BROKER LICENSING

Champions has all the classes you need for Broker Licensing requirements.

Earning a Broker License is something we encourage our students to work towards once they become a licensed real estate agent. A broker license will give you instant credibility and it is the only designation the general public recognizes!

Why should you get your Brokers license?

- If you have a Bachelors degree or higher, you may need only three additional core courses with your college hours to sit for your broker's test
- Broker associates can stay with their current firm or open their own brokerage
- It is only an additional \$7.67 per week or \$33.33 per month to renew as a broker-associate versus a sales agent
- No college required. Ask a career counselor for a complimentary "Broker Plan of Attack!"
- Champions offers **Eighteen 30-hour elective courses** that can be applied towards your broker education

**TRY OUR NEW
INTERACTIVE BROKER PLAN OF ATTACK**
Championsschool.com/Real-Estate/Tx/Broker/Interactive.php

Calculating the 3600 Experience Points

\$535.56 Education and Experience Requirements for a Broker License

1) Residential transactions including single family, condo, co-op unit, multi-family (1 to 4-unit) and apartment unit leases:

- A) Closed purchase or sale-300 pts*.
- B) An Executed Lease, renewal or extension for a landlord or tenant-50 pts*.
- C) Rental Property Management rent collection-25 pts per property per year.
- D) Exclusive Right to Sell Listings-10 pts*.
- E) Buyer or Tenant Representation Agreements-10 pts*.
- F) Closed purchase or sale of an unimproved residential lot-50 pts*.

2) Commercial transactions, including apartments (5 units or more), office, retail, industrial, mixed use, hotel/motel, parking facility/garage, and specialty:

- A) Closed purchase or sale-500 pts*.
- B) An Executed Lease, renewal or extension for a landlord or tenant-100 pts per year of the lease, renewal or extension up to a five year maximum per transaction.
- C) Rental Property Management rent collection-150 pts per property per year.
- D) Listings-20 pts*.
- E) Buyer or Tenant Representation Agreements-20 pts*.

3) Farm and Ranch and unimproved land transactions:

- A) Closed purchase or sale-300 pts*.
- B) An executed lease, renewal or extension for a landlord or tenant-50 pts*.
- C) Rental Property Management rent collection-50 pts per property per year.
- D) Listings-10 pts*.
- E) Buyer or Tenant Representation Agreements-10 pts*.

4) Branch Office or Team Management

20 pts per month with a maximum of 1200 pts credit toward the 3,600 pts total requirement.

*points per transaction

Broker Program	Hours	Delivery	Price
10-Course Broker Program (for licensed Realtors®) Start working towards your Broker License today and receive \$30 off each course when purchasing this package!	300		\$1350 Save \$300
5-Course Broker Program (for licensed Realtors®) Choose any 5 core courses towards your Broker License.	150		\$725 Save \$100
Broker Exam Prep Course See Pages 18 - 19 for Details and Schedule			\$120

Texas Real Estate Broker License Requirements

- 3600 experience points in 4 of the last 5 years using the TREC point system (see sidebar to 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-license and SAE courses
 - 30-hour Texas Real Estate Brokerage course - As of January 1, 2016, the Real Estate Brokerage course cannot be taken more than two years before applying for the Broker license.
- **630 hours of classroom hours in related courses**
 - A Bachelor degree will count for 630 hours towards your 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 broker education licensing