



# REAL ESTATE CONTINUING EDUCATION (CE)

## Strategies for Career Excellence

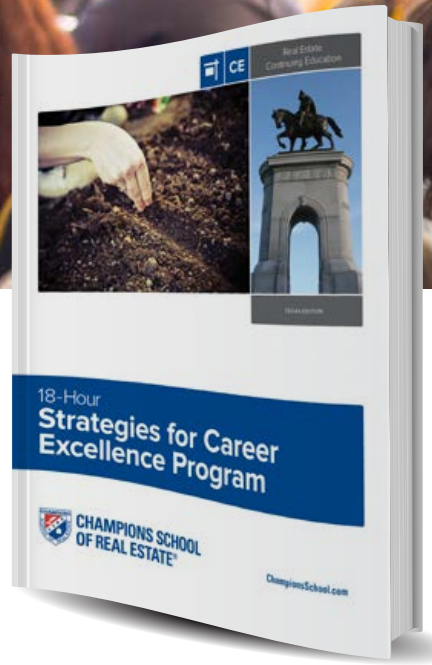
**\$119 | 18-HOUR CE PROGRAM**

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II
5:30 PM - 6:45 PM	Tech Update
Day 2 Schedule	
8:30 AM - 5:30 PM	Strategies for Career

**Designed to meet 2019 TREC Continuing Education requirements**, this program covers a myriad of topics, including TREC legal updates, current and emerging technologies and their effect on business, and tips on how to make your business more successful in a changing world.

**Classroom CE Program Includes:**

- Strategies for Career Excellence
- Technology Update
- Mandatory Legal Update I & II



AUSTIN	
Jan 10 - 11	Thu/Fri
Feb 7 - 8	Thu/Fri
Mar 7 - 8	Thu/Fri
Apr 11 - 12	Thu/Fri
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri

FORT WORTH	
Jan 22 - 23	Tue/Wed
Feb 14 - 15	Thu/Fri
Mar 18 - 19	Mon/Tue
Apr 13 - 14	Sat/Sun
May 14 - 15	Tue/Wed
Jun 18 - 19	Tue/Wed
Jul 16 - 17	Tue/Wed

HOUSTON NORTH	
Jan 14 - 15	Mon/Tue
Jan 28 - 29	Mon/Tue
Feb 11 - 12	Mon/Tue
Feb 25 - 26	Mon/Tue
Mar 25 - 26	Mon/Tue
Apr 8 - 9	Mon/Tue
Apr 22 - 23	Mon/Tue
May 6 - 7	Mon/Tue
May 28 - 29	Tue/Wed
Jun 24 - 25	Mon/Tue
Jul 8 - 9	Mon/Tue
Jul 29 - 30	Mon/Tue

HOUSTON WEST	
Jan 7 - 8	Mon/Tue
Feb 4 - 5	Mon/Tue
Mar 11 - 12	Mon/Tue
Apr 4 - 5	Thu/Fri
May 13 - 14	Mon/Tue
Jun 10 - 11	Mon/Tue
Jul 15 - 16	Mon/Tue

DALLAS	
Jan 24 - 25	Thu/Fri
Feb 21 - 22	Thu/Fri
Mar 21 - 22	Thu/Fri
Apr 25 - 26	Thu/Fri
May 23 - 24	Thu/Fri
Jun 27 - 28	Thu/Fri
Jul 25 - 26	Thu/Fri

HOUSTON GALLERIA	
Jan 21 - 22	Mon/Tue
Feb 18 - 19	Mon/Tue
Mar 18 - 19	Mon/Tue
Apr 15 - 16	Mon/Tue
May 20 - 21	Mon/Tue
Jun 17 - 18	Mon/Tue
Jul 22 - 23	Mon/Tue

Strategies: 08-00-129-33534; Legal Update I: 04-04-129-33197; Legal Update II: 04-04-129-33198; Tech: 02-00-129-33533;

SAN ANTONIO	
Jan 17 - 18	Thu/Fri
Feb 14 - 15	Thu/Fri
Mar 14 - 15	Thu/Fri
Apr 18 - 19	Thu/Fri
May 16 - 17	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 18 - 19	Thu/Fri

### 18-Hour Texas CE

**\$99 | ONLINE CE PROGRAM**

**Online CE Program Includes:**

- Success Strategies (4-hours)
- Common Legal Issues (4-hours)
- Generational Selling (2-Hours)
- Mandatory Legal Update I & II
- Commercial, Farm & Ranch, and Broker options available

Learn at your own pace  
**ENROLL TODAY!**

## Adult Education Instructor Training Course

**\$79 | MANDATORY TREC**

Effective January 1, 2016: TREC requires all instructors to show proof of completion from an adult education instructor training course of at least 8 hours.

AUSTIN	
Jun 28	Fri

HOUSTON GALLERIA	
Jul 26	Fri

SAN ANTONIO	
Mar 1	Fri

DALLAS CAMPUS	
May 30	Thu

HOUSTON NORTH	
Apr 26	Fri

Day 1 Schedule	
8:30 AM - 5:30 PM	Adult Training

FORT WORTH	
Jan 11	Fri

HOUSTON WEST	
Feb 1	Fri

# Texas Complete with Broker Responsibility

**\$119 | 18-HOUR CE PROGRAM**

Brokers who sponsor sales agents, broker of an entity or those authorized to supervise other licensees are required to take a 6-hour course on broker responsibility. In addition to the Broker Responsibility course this program includes 8 hours of TREC Legal Update I & II, Tech Update, and the very informative 2-Hour elective **How to Write and Understand a Policies and Procedures Manual**.



**Day 1 Schedule**

8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II
5:30 PM - 6:45 PM	Tech Update

**Day 2 Schedule**

8:30 AM - 3:30 PM	Broker Responsibility
3:30 PM - 5:30 PM	Policies & Procedures Manual

AUSTIN		
Jan 10 -11	Thu/Fri	
Feb 7 - 8	Thu/Fri	
Mar 7 - 8	Thu/Fri	
Apr 11 - 12	Thu/Fri	
May 9 -10	Thu/Fri	
Jun 13 - 14	Thu/Fri	
Jul 11 -12	Thu/Fri	

FORT WORTH		
Jan 22 - 23	Tue/Wed	
Feb 14 - 15	Thu/Fri	
Mar 18 - 19	Mon/Tue	
Apr 13 - 14	Sat/Sun	
May 14 - 15	Tue/Wed	
Jun 18 - 19	Tue/Wed	
Jul 16 - 17	Tue/Wed	

HOUSTON NORTH		
Jan 14 - 15	Mon/Tue	
Jan 28 - 29	Mon/Tue	
Feb 11 - 12	Mon/Tue	
Feb 25 - 26	Mon/Tue	
Mar 25 - 26	Mon/Tue	
Apr 8 - 9	Mon/Tue	
Apr 22 - 23	Mon/Tue	
May 6 - 7	Mon/Tue	

SAN ANTONIO		
Jan 17 - 18	Thu/Fri	
Feb 14 -15	Thu/Fri	
Mar 14 - 15	Thu/Fri	
Apr 18 -19	Thu/Fri	
May 16 -17	Thu/Fri	
Jun 20 -21	Thu/Fri	
Jul 18 -19	Thu/Fri	

DALLAS		
Jan 24 - 25	Thu/Fri	
Feb 21 - 22	Thu/Fri	
Mar 21 - 22	Thu/Fri	
Apr 25 - 26	Thu/Fri	
May 23 - 24	Thu/Fri	
Jun 27 - 28	Thu/Fri	
Jul 25 - 26	Thu/Fri	

HOUSTON GALLERIA		
Jan 21 - 22	Mon/Tue	
Feb 18 - 19	Mon/Tue	
Mar 18 - 19	Mon/Tue	
Apr 15 - 16	Mon/Tue	
May 20 - 21	Mon/Tue	
Jun 17 - 18	Mon/Tue	
Jul 22 - 23	Mon/Tue	

HOUSTON WEST		
Jan 7 - 8	Mon/Tue	
Feb 4 - 5	Mon/Tue	
Mar 11 - 12	Mon/Tue	
Apr 4 - 5	Mon/Tue	
May 13 -14	Mon/Tue	
Jun 10 - 11	Mon/Tue	
Jul 15 - 16	Mon/Tue	

CHAMPIONSLIVE		
Jan 30 -31	Wed/Thu	
Feb 27 - 28	Wed/Thu	
Mar 27 - 28	Wed/Thu	
Apr 29 - 30	Mon/Tue	
May 29 - 30	Wed/Thu	
Jun 26 - 27	Wed/Thu	
Jul 24 - 25	Wed/Thu	

Legal Update I: 04-04-129-33197; Legal Update II: 04-04-129-33198; Tech: 02-00-129-33533; Broker Responsibility: 06-06-120-35367; Policies & Procedures Manual: 02-00-060-34738;

# TREC Legal Update I & II

**\$80 | 8-HOUR CE PROGRAM**

**Legal Update Part 1** covers various topics related to changes in regulations, forms and standards of practice including TREC statute and rule updates, legislative changes affecting property management, disclosures and unauthorized practice of law, and an overview of changes to promulgated contract and addenda forms.

**Legal Update Part 2** deals with ethics-related topics and those topics considered by TREC to be an important focus for sales agents. Topics include ethics requirements, fair housing and agency laws, DTPA, and various important legislative topics related to ethics, CFPB and tax laws.



8-Hour Online Course Available  
ChampionsSchool.com/Real-Estate/TX/CE

AUSTIN		
Jan 10	Thu	
Jan 25	Fri	
Feb 7	Thu	
Feb 22	Fri	
Mar 7	Thu	
Mar 22	Fri	
Apr 11	Thu	
Apr 26	Fri	
May 9	Thu	
May 24	Fri	
Jun 13	Thu	
Jun 28	Fri	
Jul 11	Thu	
Jul 26	Fri	

FORT WORTH		
Jan 22	Tue	
Feb 14	Thu	
Mar 18	Mon	
Apr 13	Sat	
May 14	Tue	
Jun 18	Tue	
Jul 16	Tue	

HOUSTON NORTH		
Jan 14	Mon	
Jan 28	Mon	
Feb 11	Mon	
Feb 25	Mon	
Mar 25	Mon	
Apr 8	Mon	
Apr 22	Mon	
May 6	Mon	
May 28	Tue	
Jun 24	Mon	
Jul 8	Mon	
Jul 29	Mon	

SAN ANTONIO		
Jan 17	Thu	
Feb 1	Fri	
Feb 14	Thu	
Mar 1	Fri	
Mar 14	Thu	
Apr 5	Fri	
Apr 18	Thu	
May 3	Fri	
May 16	Thu	
Jun 7	Fri	
Jun 20	Thu	
Jul 5	Fri	
Jul 18	Thu	

DALLAS		
Jan 11	Fri	
Jan 24	Thu	
Feb 8	Fri	
Feb 21	Thu	
Mar 8	Fri	
Mar 21	Thu	
Apr 12	Fri	
Apr 25	Thu	
May 3	Fri	
May 23	Thu	
Jun 7	Fri	
Jun 27	Thu	
Jul 12	Fri	
Jul 25	Thu	

HOUSTON GALLERIA		
Jan 21	Mon	
Feb 8	Fri	
Feb 18	Mon	
Feb 24	Sun	
Mar 8	Fri	
Mar 18	Mon	
Mar 24	Sun	
Apr 7	Sun	
Apr 15	Mon	
Apr 26	Fri	
May 12	Sun	
May 20	Mon	
May 24	Fri	
Jun 7	Fri	
Jun 17	Mon	
Jun 23	Sun	
Jul 12	Fri	
Jul 22	Mon	
Jul 28	Sun	

HOUSTON WEST		
Jan 7	Mon	
Jan 18	Fri	
Feb 4	Mon	
Feb 22	Fri	
Mar 11	Mon	
Mar 29	Fri	
Apr 4	Thu	
Apr 19	Fri	
May 13	Mon	
May 31	Fri	
Jun 10	Mon	
Jun 21	Fri	
Jul 15	Mon	
Jul 26	Fri	

CHAMPIONSLIVE		
Jan 30	Wed	
Feb 27	Wed	
Mar 27	Wed	
Apr 29	Mon	
May 29	Wed	
Jun 26	Wed	
Jul 24	Wed	

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

Legal Update I: 04-04-129-33197; Legal Update II: 04-04-129-33198;

## Farm and Ranch Real Estate

**\$119 | 18-HOUR CE PROGRAM**

This CE real estate course is perfect for the commercial real estate agent and covers all the areas a farm and ranch real estate agent needs to know. The course covers contracts, mineral rights, reservations in water rights and how they work within the state of Texas.

**CE Program includes:**

- 8-Hour TREC Legal Update I & II
- Farm & Ranch contracts
- Mineral rights
- Environmental issues concerning ranch land, Land and water rights
- Types of grasses

AUSTIN	
Feb 6 - 7	Wed/Thu
Apr 10 - 11	Wed/Thu
Jun 12 - 13	Wed/Thu
Aug 7 - 8	Wed/Thu

DALLAS	
Jan 23 - 24	Wed/Thu
Mar 20 - 21	Wed/Thu
May 22 - 23	Wed/Thu
Jul 24 - 25	Wed/Thu

FORT WORTH	
Feb 13 - 14	Wed/Thu
Apr 12 - 13	Fri/Sat
Jun 17 - 18	Mon/Tue

Farm & Ranch:  
10-00-119-33503

HOUSTON GALLERIA	
Jan 18 & 21	Fri & Mon
Mar 15 & 18	Fri & Mon
May 17 & 20	Fri & Mon
Jul 19 & 22	Fri & Mon

HOUSTON NORTH	
Jan 25 & 28	Fri & Mon
Mar 22 & 25	Fri & Mon
May 24 & 28	Fri & Tue
Jul 26 & 29	Fri & Mon

HOUSTON WEST	
Feb 1 & 4	Fri & Mon
Apr 3 - 4	Wed/Thu
Jun 7 & 10	Fri & Mon
Aug 2 & 5	Fri & Mon

SAN ANTONIO	
Jan 16 - 17	Wed/Thu
Mar 13 - 14	Wed/Thu
May 15 - 16	Wed/Thu
Jul 17 - 18	Wed/Thu

Day 1 Schedule	
8:30 AM - 6:45 PM	Farm & Ranch
Day 2 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II
Legal I: 04-04-129-33197; Legal II: 04-04-129-33198	



## Insider's Guide to Commercial Real Estate

**\$119 | 18-HOUR CE PROGRAM**

Understand the ins and outs of the commercial real estate business and become familiar with the terminology and mathematics. By the end you will have a better understanding of how this unique area of real estate works and see commercial real estate in a whole new way.

**CE Program includes:**

- 8-Hour TREC Legal Update I & II
- Investors and types of buyers
- Valuation of properties

AUSTIN	
Jan 9 - 10	Wed/Thu
Mar 6 - 7	Wed/Thu
May 8 - 9	Wed/Thu
Jul 10 - 11	Wed/Thu

DALLAS	
Feb 20 - 21	Wed/Thu
Apr 11 - 12	Thu/Fri
Jun 6 - 7	Thu/Fri
Aug 8 - 9	Thu/Fri

FORT WORTH	
Jan 21 - 22	Mon/Tue
May 13 - 14	Mon/Tue
July 15 - 16	Mon/Tue

Insider: 10-00-129-33555

HOUSTON GALLERIA	
Feb 15 & 18	Fri & Mon
Apr 12 & 15	Fri & Mon
Jun 14 & 17	Fri & Mon
Aug 16 & 19	Fri & Mon

HOUSTON NORTH	
Feb 22 & 25	Fri & Mon
Apr 5 & 8	Fri & Mon
Jun 21 & 24	Fri & Mon
Aug 23 & 26	Fri & Mon

HOUSTON WEST	
Jan 4 & 7	Fri & Mon
Mar 8 & 11	Fri & Mon
May 10 & 13	Fri & Mon
Jul 12 & 15	Fri & Mon

SAN ANTONIO	
Feb 13 - 14	Wed/Thu
Apr 17 - 18	Wed/Thu
Jun 19 - 20	Wed/Thu
Aug 14 - 15	Wed/Thu

Day 1 Schedule	
8:30 AM - 6:45 PM	Insiders Guide
Day 2 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II
Legal I: 04-04-129-33197; Legal II: 04-04-129-33198	



## Keeping Current with Texas RE

**\$119 | 18-HOUR CE PROGRAM**

Stay up-to-date on the most current practices and regulations in Texas real estate today. It includes the newest TREC and TAR contracts along with the latest figures from Fannie Mae and Freddie Mac, discussions on the latest environmental standards, bankruptcy rules pertaining to homestead exemptions, and new cases affecting the brokerage industry.

**CE Program includes:**

- 8-Hour TREC Legal Update I & II
- Latest TREC and TAR contracts
- Environmental standards
- Bankruptcy rules pertaining to homestead exemptions
- New cases affecting the brokerage industry

**Byron Underwood - Instructor**

- Champions Instructor and Subject Matter Expert since 2003
- Specialist in Real Estate technology
- Licensed Broker
- Member of the HAR Educational Advisory Committee
- Communication Chair NAPMW



HOUSTON GALLERIA	
Jan 10 - 11	Thu/Fri
Jan 26 - 27	Sat/Sun
Feb 7 - 8	Thu/Fri
Feb 23 - 24	Sat/Sun
Mar 7 - 8	Thu/Fri
Mar 23 - 24	Sat/Sun
Apr 6 - 7	Sat/Sun
Apr 25 - 26	Thu/Fri
May 11 - 12	Sat/Sun
May 23 - 24	Thu/Fri
Jun 6 - 7	Thu/Fri
Jun 22 - 23	Sat/Sun
Jul 11 - 12	Thu/Fri
Jul 27 - 28	Sat/Sun
Aug 1 - 2	Thu/Fri
Aug 24 - 25	Sat/Sun



Day 1 Schedule	
8:30 AM - 3:30 PM	Broker Responsibility
3:30 PM - 6:45 PM	Common Legal Issues
Day 2 Schedule	
8:30 AM - 12:30 PM	Legal Update I
1:30 PM - 5:30 PM	Legal Update II





# OKLAHOMA CE

Our Oklahoma courses are offered by correspondence with online testing. Simply select the desired Correspondence-Online package, enroll, purchase, and complete.

- The correspondence-online method requires reading through the materials at your own pace before taking the homework and exam online.
- Students must pass with an 80% or higher to obtain a course completion certificate.
- Upon course completion, student's credit is posted within seven days to OREC.
- Education must be completed during the current license term and students can not repeat the same course within the same term.
- The OREC deadline for completing education is date stamped.
- **Avoid the \$10 Late Penalty Fee:** Complete your continuing education before the 10<sup>th</sup> of the month your license is due to expire.

Licensees who must complete the 21-hour requirement include Sales Associates, Brokers, Broker Managers, Proprietary Brokers, Branch Brokers, Non-Residents.

**Go to [ChampionsSchool.com/Real-Estate/OK/CE](http://ChampionsSchool.com/Real-Estate/OK/CE) to Register Today**

## Oklahoma Real Estate Online CE Program

**\$179 | 21-HOUR CE PROGRAM + BUSINESS ETIQUETTE**

**\$79 | 21-HOUR CE PROGRAM**

**\$59 | 15-HOUR BROKER IN CHARGE**

Full continuing education package for all license types requiring 21 hours every three years.

**21-Hour includes:**

- Broker in Charge (BIC) 15-Hr
- Broker Relationships Act (BRA) 1-Hr
- Broker Responsibilities (CAR) 1-Hr
- Contract Information Booklet (CON) 1-Hr
- Fair Housing (FHR) 1 hour
- The Truth-In-Lending Closing (HOT) 1-Hr
- NAR Code of Ethics (PSC) 1-Hr

Other CE Courses Available	Hours	\$
TILA-RESPA Integrated Disclosures (HOT)	6 hrs	\$60
OREC Contract Updates (CON)	3 hrs	\$30
Government Loans (FIN)	1 hr	\$10
How to Prepare Your Personal Business Plan (GEN)	1 hr	\$10
Technology Update (ICC)	1 hr	\$10

OREC Provider No. 172498; Approved by the Commission for Continued Education

**Enroll Today! 800-969-2599**

# FLORIDA CE

## Florida Real Estate Continuing Education (CE)

**\$18.50 | 14-HOUR CE COURSE**

This course explains why "Green" and other real estate trends are becoming popular with the consumer. The student learns why social media is a great resource for creating a marketable business. The student is given an overview of how the Loan Estimate works while looking at the actual forms. This course also brings back into focus the SAFE Act, consumer protection and the reduction of fraud issues. And finally, the student will look at the Florida Statutes and Administrative Codes pertaining to real estate license activities.

- The correspondence method requires reading through the materials before taking the homework and exam.
- **Course Expiration Date:** Students are notified of the course expiration date upon receipt of material.
- **Grading:** Champions may grade an exam within 15 days after the expiration date of the course, provided it is received prior to or on the date of the course expiration.
- **Passing Score:** For the 14-Hour CE Course, students must pass with a 80% or higher to obtain a course completion certificate. 70% or higher for the 28-Hour Reactivation Package.
- **Reporting credit to FREC:** Champions has 30 days or the day before the license is due to expire, whichever comes first.

**Go to [ChampionsSchool.com/Real-Estate/FL/CE](http://ChampionsSchool.com/Real-Estate/FL/CE) to Register Today**

Course #0016878; FREC provider No. 0006626.

