TRENDS AND DISRUPTORS IN REAL ESTATE TODAY

$119 | 18-HOUR CE PROGRAM

Technologies are advancing, and the real estate industry is evolving before our eyes faster than ever before! Our exciting new Industry Trends and Disruptors 18-HR CE program will bring you up to speed with all of the current real estate trends and emerging industry disruptors.

CE Program includes:
• Green building and buying
• New financing models emerging
• Smart-home and artificial intelligence technologies
• Home design and construction trends
• New business models such as ibuyers
• Technology Update
• 8-Hour TREC Legal Update I & II

CHAMPIONS LIVE

Day 1 Schedule
8:30 AM - 12:30 PM
Legal Update I
04-04-121-37796
1:30 PM - 5:30 PM
Legal Update II
04-04-121-37797
5:30 PM - 6:45 PM
Tech Update
02-02-111-38145

Day 2 Schedule
8:30 AM - 5:30 PM
Trend and Disruptors
08-00-012-38491

TRENDS AND DISRUPTORS IN REAL ESTATE TODAY

| CHAMPIONS LIVE | AUSTIN
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<td>Dec 3 - 4</td>
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AUSTIN
Jan 14 - 15 Thu/Fri
Jan 18 - 19 Mon/Tue
Jan 4 - 5 Mon/Tue

HOUSTON NORTH
Jan 14 - 15 Thu/Fri
Jan 18 - 19 Mon/Tue

HOUSTON GALLERIA
Jan 14 - 15 Thu/Fri
Jan 18 - 19 Mon/Tue

IMPORTANT NOTICE:
Upcoming TREC CE Rule Changes: License holders with expiration dates after Jan 31st will be required to take a new 3-Hour Contracts course. This course will be available Feb 1st in the classroom, ChampionsLive and Online Delivery Methods.
PROPERTY MANAGEMENT

$119 | 18-HOUR CE PROGRAM

Property management is on the rise, and there is an entire segment of real estate professionals that have chosen to also specialize in professional property management, a path in which agents and brokers work directly with property owners who lease their properties.

**CE Program includes:**
- Working with property owners
- Relevant legal and insurance matters
- Creating management plans
- Budgeting and financial reporting
- Leasing and more
- 8-Hour TREC Legal Update I & II

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TENNESSEE 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.

**CE Program includes:**
- Regulatory aspects of management
- Business entities for ownership
- How to Write and Understand a Policies and Procedures Manual
- Records organization and retention
- Technology Update
- 8-Hour TREC Legal Update I & II
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

FARM & 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
• Mineral rights
• Environmental issues
• Farm & Ranch contracts
• Land and water rights

All CE Programs are also available to take in the Online format.
www.ChampionsSchool.com/real-estate/tex/ce
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.

18 HOUR CE ONLINE PROGRAMS

Includes Mandatory 8-Hours of TREC Legal Updates I & II

- Self-paced, no timer
- Saves your place while testing
- Courses never expire
- Downloadable PDF books
- Accessible from any internet-connected device
- Courses reported to TREC electronically
- Instructor support
- Instant homework and exam results

Upcoming TREC CE Rule Changes:

License holders with expiration dates after Jan 31st will be required to take a new 3-Hour Contracts course. This course will be available Feb 1st in the classroom, ChampionsLive and Online Delivery Methods.
DESIGNATIONS & CERTIFICATIONS

Accredited Buyer Representative

$219 | 15-HOUR ELECTIVE CE  | **SAVE $20**

$318 | ABR ELECTIVE PROGRAM  

- Learn how to use the buyer representation agreement
- Understand retainer fees, hourly fees, transaction fees
- Earn confidence in your client-level services to your buyers
- NAR® Recognized Designation

Choose an Elective for 23-Hour CE Program
- New Home Construction
- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Marketing Strategy and Lead Generation

For experience and application requirements go to ChampionsSchool.com/real-estate/designations/abr/

New-Home Construction and Buyer Representation: The Professional, Product, Process

$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

Learn how to find new home sales business, understand how the new-home sales processes work and the type of services the buyer needs.
- Gain an appreciation for the business of new homes from the perspective of the builder and sales representative
- Describe the role and responsibilities of the buyer's representative when the buyer client pursues new-home construction
- Explain how new homes are constructed from ground-breaking to walkthroughs, inspections, and closing

For experience and application requirements go to www.ChampionsSchool.com/real-estate/designations/nhc/

Military Relocation Professional

$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

This course focuses on working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. Learn how to provide the services that meet the needs of this niche market and win future referrals.

For experience and application requirements go to www.ChampionsSchool.com/real-estate/designations/mrp/
DESIGNATIONS & CERTIFICATIONS

Pricing Strategies: Mastering the CMA
$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

Designed for Real Estate professionals of all experience levels. Whether working with buyers or sellers, the National Association of REALTORS® Pricing Strategy Advisor (PSA) certification is designed to:

- Improve your skills in creating CMA’s
- Pricing properties
- Understanding home values
- Working with appraisers

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Seller Representative Specialist
$219 | 15-HOUR ELECTIVE CE | ABR ELECTIVE

Increase listings and grow your business. Demonstrate and communicate your value to seller clients. Agents will also be required to successfully complete one SRS elective course and proof of three completed transactions in which the agent acted solely as a sellers representative.

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<th>CHAMPIONS LIVE</th>
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Accredited Luxury Home Specialist
$269 | 10-HOUR ELECTIVE CE

Join the most elite agents in the country by specializing in working with affluent clients and the luxury home market. Increase your knowledge and hone your skills to attract upper-tier buyers and sellers by adding the ALHS designation!

- Luxury home market trends, needs and desires
- Presenting your services to luxury home buyers
- Servicing, marketing and showing the luxury home listing
- A one-year membership to the Luxury Home Council is included

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Certified Home Marketing Specialist
$219 | 8-HOUR ELECTIVE CE

Created by Martha Webb, author and producer of Dress Your House for Success, this course incorporates staging concepts and strategic marketing designed to create an increased level of real estate expertise—from dialogue that motivates sellers to ads and photos that motivate buyers.

- Address difficult issues – clutter, cleanliness, odors, pets
- No and low-cost staging techniques with big impact
- Color and buyer appeal
- Effective ads and improve photos that sell

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CHAMPIONS SCHOOL OF REAL ESTATE DESIGNATIONS

DESIGNATIONS & CERTIFICATIONS

Marketing Strategy and Lead Generation
$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE

Real estate professionals know how critical it is to employ a creative and memorable marketing approach to generate leads, while clearly communicating services and value based on the buyer’s needs and expectations. What is the best way to strike this balance? Do the same strategies work for different target markets?

This one-day course explores both traditional and cutting edge strategies to strengthen the real estate professional’s marketing efforts and take them to the next level. The course also examines various tools and technologies available to maximize lead generation and market impact.

The Marketing Strategy and Lead Generation Course counts as one REBAC elective course to be applied towards the ABR® Designation.

Course Goals:
- Understand and demonstrate your value to today’s buyer.
- Acquire the skills and resources to succeed as a buyer’s agent in a dynamic real estate market
- Help buyers find the right property at the right terms and price in both buyer’s and seller’s markets.

Real Estate Negotiation Expert
$219 | 15-HOUR ELECTIVE CE

In this NAR® Certification, agents will improve their negotiating skills and learn about behind-the-scenes issues and how to deal with them. Also learn how to handle a wide range of personalities and situations and how to sort out the competing objectives of the parties involved in a transaction.

Seniors Real Estate Specialist
$219 | 15-HOUR ELECTIVE CE

By earning the SRES® Designation, a REALTOR® has demonstrated necessary expertise to counsel senior clients through major financial and lifestyle transitions involved in relocating, refinancing or selling the family home.