



Real Estate Designations & Certifications



All tuition fees include your first year membership dues into designation associations.

Accredited Buyer Representative*

15-HOUR ELECTIVE CE

- 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
- Get listed in the REBAC Relocation Directory

* Experience requirement – Show proof you have represented 5 buyers within a 36-month period, or anytime prior.



ABR/Elective Program Savings of \$18!	\$280
Accredited Buyer Representation (15 hours of elective CE)	\$199
New-Home Constructions (8 hours of elective CE) or Military Relocation Professional (10 hours of elective CE)	\$99

AUSTIN/ROUND ROCK CAMPUS	
Jul 24 - 25	Mon/Tue
Aug 29 - 30	Tue/Wed

DALLAS CAMPUS	
Aug 9 - 10	Wed/Thu
Oct 11 - 12	Wed/Thu
Dec 4 - 5	Mon/Tue

FORT WORTH CAMPUS	
Jul 12 - 13	Wed/Thu
Sep 26 - 27	Tue/Wed
Nov 15 - 16	Wed/Thu
Jan 17 - 18	Wed/Thu

HOUSTON GALLERIA CAMPUS	
Jul 5 - 6	Wed/Thu
Sep 11 - 12	Mon/Tue
Nov 27 - 28	Mon/Tue
Jan 10 - 11	Wed/Thu

HOUSTON NORTH CAMPUS	
Aug 16 - 17	Wed/Thu
Oct 16 - 17	Mon/Tue
Dec 4 - 5	Mon/Tue

HOUSTON WEST CAMPUS	
Jul 31 - Aug 1	Mon/Tue
Nov 1 - 2	Wed/Thu
Jan 31 - Feb 1	Wed/Thu

SAN ANTONIO CAMPUS	
Jul 31 - Aug 1	Mon/Tue
Sep 20 - 21	Wed/Thu
Nov 8 - 9	Wed/Thu
Jan 24 - 25	Wed/Thu

ChampionsLive!	
Jul 19 - 20	Wed/Thu
Sep 6 - 7	Wed/Thu
Nov 20 - 21	Mon/Tue
Jan 3 - 4	Wed/Thu

ABR: 8:30 AM – 5:15 PM

ABR 15-00-059-32481; Provider: 0005

Military Relocation Professional

10-HOUR ELECTIVE CE, ABR ELECTIVE COURSE



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.

MRP certification students must also complete (two) 1-hour webinars available at MilitaryRelocationPro.org and be an NAR member in good standing. The application fee is \$195.

SAN ANTONIO CAMPUS	
Aug 2	Wed
Sep 22	Fri
Nov 10	Fri
Jan 26	Fri

ChampionsLive!	
Aug 3	Thu
Oct 19	Thu
Dec 7	Thu

8:30 AM - 6:15 PM

MRP: 10-00-028-30194; TREC Provider: 0005

\$99

Add TREC Legal Update I & II for \$60

CHAMPIONS Live! Designations

Call 866-272-5962 or go to ChampionsSchool.com/Live to Enroll Today!

Pricing Strategy: Mastering the CMA

8-HOUR ELECTIVE CE, ABR ELECTIVE COURSE



This Pricing Strategies: Mastering the CMA course covers comparative market analyses or CMA's, and their purpose, impact and terminology.

\$99

Add TREC Legal Update I & II for \$60

8:30 AM - 5:00 PM

PSA: 08-00-097-29351; TREC Provider: 0005

ChampionsLive!	
Jul 28	Fri
Sep 14	Thu
Nov 15	Wed
Jan 30	Tue

Seller Representative Specialist (SRS)

14-HOUR ELECTIVE CE, ABR ELECTIVE

Increase listings and grow your business. Demonstrate and Communicate Your Value program to seller clients.



How to Earn the SRS Designation: Successful Completion of the SRS Designation Course; Successful Completion of one SRS Elective Course; Proof of 5 completed transactions in which you acted solely as a Sellers Representative.

\$199

Add TREC Legal Update I & II for \$60

8:30 AM - 5:15 PM

SRS: 14-00-048-30535; TREC Provider: 0005

ChampionsLive!	
Jul 26 - 27	Wed/Thu
Oct 2 - 3	Mon/Tue
Jan 15 - 16	Mon/Tue

Seniors Real Estate Specialist (SRES)

14-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.



\$199

Add TREC Legal Update I & II for \$60

8:30 AM - 5:00 PM

SRES: 31320; TREC Provider: 0005

ChampionsLive!	
Jul 17 - 18	Mon/Tue
Aug 23 - 24	Wed/Thu
Oct 4 - 5	Wed/Thu

Real Estate Negotiation Expert (RENE)

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.

\$199

Add TREC Legal Update I & II for \$60

8:30 AM - 5:00 PM

RENE: 31826

ChampionsLive!	
Jul 26 - 27	Wed/Thu
Sep 25 - 26	Mon/Tue
Oct 30 - 31	Mon/Tue
Jan 17 - 18	Wed/Thu



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

8-HOUR ELECTIVE CE, ABR ELECTIVE

\$99

Are you ready for this next wave of real estate? Learn where and how to find new home sales business; understand how the development and 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 groundbreaking to walkthroughs, inspections, and closing



Add TREC Legal Update I & II for \$60

AUSTIN/ROUND ROCK CAMPUS	
Jul 26	Wed
Aug 31	Thu

DALLAS CAMPUS	
Aug 11	Fri
Oct 13	Fri
Dec 6	Wed

FORT WORTH CAMPUS	
Jul 14	Fri
Sep 28	Thu
Nov 17	Fri
Jan 19	Fri

HOUSTON GALLERIA CAMPUS	
Jul 7	Fri
Sep 13	Wed
Nov 29	Wed
Jan 12	Fri

HOUSTON NORTH CAMPUS	
Aug 14	Mon
Oct 18	Wed
Dec 6	Wed

HOUSTON WEST CAMPUS	
Aug 2	Wed
Nov 3	Fri
Feb 2	Fri

ChampionsLive!	
Jul 21	Fri
Sep 8	Fri
Nov 22	Wed
Jan 5	Fri

NHC: 8:30 AM – 5:00 PM

NHC: 08-00-117-29385; TREC Provider: 0005

Accredited Luxury Home Specialist (ALHS)

10-HOUR ELECTIVE CE

\$250

Add TREC Legal Update I & II for \$60

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



8:30 AM – 4:45 PM

ALHS 10-00-028-30150; TREC Provider: 0005

Experience requirement – You must complete two transactions in the luxury home field; defined as representing a buyer or seller, in at least two transactions, where the purchase price is at least two times the average sales price in the market. The transactions must take place within 24 months of taking the course or anytime prior to taking the course.



AUSTIN/ROUND ROCK CAMPUS	
Nov 13 - 14	Mon/Tue

DALLAS CAMPUS	
Aug 30 - 31	Wed/Thu
Oct 16 - 17	Mon/Tue
Dec 7 - 8	Thu/Fri

FORT WORTH CAMPUS	
Sep 14 - 15	Thu/Fri
Nov 9 - 10	Thu/Fri
Jan 11 - 12	Thu/Fri

HOUSTON GALLERIA CAMPUS	
Aug 14 - 15	Mon/Tue
Oct 23 - 24	Mon/Tue

HOUSTON NORTH CAMPUS	
Aug 30 - 31	Wed/Thu
Nov 6 - 7	Mon/Tue

HOUSTON WEST CAMPUS	
Sep 25 - 26	Mon/Tue

SAN ANTONIO CAMPUS	
Jul 24 - 25	Mon/Tue
Oct 4 - 5	Wed/Thu
Jan 29 - 30	Mon/Tue

ChampionsLive!	
Jul 12 - 13	Wed/Thu
Aug 28 - 29	Mon/Tue
Oct 16 - 17	Mon/Tue
Nov 29 - 30	Wed/Thu

Certified Home Marketing Specialist (CHMS)

9-HOUR ELECTIVE CE

\$199

Add TREC Legal Update I & II for \$60

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



AUSTIN/ROUND ROCK CAMPUS	
Nov 15	Wed

DALLAS CAMPUS	
Jul 14	Fri
Sep 8	Fri
Nov 3	Fri
Jan 12	Fri

FORT WORTH CAMPUS	
Aug 11	Fri
Oct 6	Fri
Dec 1	Fri

HOUSTON GALLERIA CAMPUS	
Aug 16	Wed
Oct 25	Wed

HOUSTON NORTH CAMPUS	
Sep 1	Fri
Nov 8	Wed

HOUSTON WEST CAMPUS	
Sep 27	Wed

SAN ANTONIO CAMPUS	
Jul 26	Wed
Oct 6	Fri
Jan 31	Wed

ChampionsLive!	
Jul 14	Fri
Aug 30	Wed
Oct 18	Wed
Dec 1	Fri

8:30 AM – 6:15 PM

CHMS 09-00-078-31123; TREC Provider: 0005