



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	
Jan 18 - 19	Wed/Thu
Feb 27 - 28	Mon/Tue
May 1 - 2	Mon/Tue
Jul 24 - 25	Mon/Tue

DALLAS CAMPUS	
Feb 27 - 28	Mon/Tue
Apr 10 - 11	Mon/Tue
Jun 26 - 27	Mon/Tue

FORT WORTH CAMPUS	
Mar 29 - 30	Wed/Thu
May 24 - 25	Wed/Thu
Jul 12 - 13	Wed/Thu

HOUSTON GALLERIA CAMPUS	
Mar 13 - 14	Mon/Tue
May 17 - 18	Wed/Thu
Jul 5 - 6	Wed/Thu

HOUSTON NORTH CAMPUS	
Jan 11 - 12	Wed/Thu
Feb 6 - 7	Mon/Tue
Apr 10 - 11	Mon/Tue
Jun 7 - 8	Wed/Thu

HOUSTON WEST CAMPUS	
Jan 25 - 26	Wed/Thu
Mar 22 - 23	Wed/Thu
May 31 - Jun 1	Wed/Thu

SAN ANTONIO CAMPUS	
Jan 30 - 31	Mon/Tue
Mar 8 - 9	Wed/Thu
May 22 - 23	Mon/Tue
Jul 31 - Aug 1	Mon/Tue

ChampionsLive!	
Jan 30 - 31	Mon/Tue
Mar 6 - 7	Mon/Tue
Mar 25 - 26	Sat/Sun
Apr 17 - 18	Mon/Tue
May 15 - 16	Mon/Tue
Jun 21 - 22	Wed/Thu
Jul 19 - 20	Wed/Thu

ABR: 8:30 AM – 5:15 PM
ABR 15-00-067-28818; 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	
Feb 1	Wed
Mar 10	Fri
May 24	Wed
Aug 2	Wed

ChampionsLive!	
Feb 17	Fri
Mar 16	Thu
Apr 26	Wed
May 9	Tue
Jun 26	Mon

\$99 Add TREC Legal Update I & II for \$60

8:30 AM - 6:15 PM
MRP: 10-00-028-30194; TREC Provider: 0005

CHAMPIONSLive! Designations

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

Pricing Strategy Advisor (PSA)

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!	
Jan 20	Fri
Feb 8	Wed
Mar 17	Fri
May 8	Mon
Jun 14	Wed
Jul 28	Fri

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!	
Feb 6 - 7	Mon/Tue
Mar 14 - 15	Tue/Wed
Apr 24 - 25	Mon/Tue
Jun 12 - 13	Mon/Tue
Jun 24 - 25	Sat/Sun
Jul 26 - 27	Wed/Thu

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!	
Feb 20 - 21	Mon/Tue
Apr 20 - 21	Thurs/Fri
Jun 7 - 8	Wed/Thu
Jul 17 - 18	Mon/Tue

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!	
Apr 29 - 30	Sat/Sun

Call a Campus to Enroll

Austin/Round Rock
ChampionsLive!

512-244-3545
866-272-5962

Dallas Campus
Fort Worth
Houston Galleria
Houston North

972-867-4100
214-687-0000
713-629-4543
281-893-4484

Houston West
National
Online
San Antonio

281-496-7386
800-284-1525
512-246-2773
210-349-7600

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

8-HOUR ELECTIVE CE, ABR ELECTIVE

\$99

Add TREC Legal
Update I & II
for \$60

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



AUSTIN/ROUND ROCK CAMPUS	
Jan 20	Fri
Mar 1	Wed
May 3	Wed
Jul 26	Wed

HOUSTON NORTH CAMPUS	
Jan 13	Fri
Feb 8	Wed
Apr 12	Wed
Jun 9	Fri

DALLAS CAMPUS	
Mar 1	Wed
Apr 12	Wed
Jun 28	Wed

HOUSTON WEST CAMPUS	
Jan 27	Fri
Mar 24	Fri
Jun 2	Fri

FORT WORTH CAMPUS	
Mar 31	Fri
May 26	Fri
Jul 14	Fri

ChampionsLive!	
Feb 1	Wed
Mar 8	Wed
Apr 19	Wed
May 10	Wed
Jun 23	Fri
Jul 21	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	
Apr 26 - 27	Wed/Thu

HOUSTON GALLERIA CAMPUS	
Feb 15 - 16	Wed/Thu
Apr 10 - 11	Mon/Tue
Jun 5 - 6	Mon/Tue

DALLAS CAMPUS	
Feb 16 - 17	Thu/Fri
Apr 20 - 21	Thu/Fri
Jun 19 - 20	Mon/Tue

HOUSTON NORTH CAMPUS	
Jan 18 - 19	Wed/Thu
Mar 29 - 30	Wed/Thu
Jun 28 - 29	Wed/Thu

FORT WORTH CAMPUS	
Jan 12 - 13	Thu/Fri
Mar 23 - 24	Thu/Fri
May 11 - 12	Thu/Fri

HOUSTON WEST CAMPUS	
May 24 - 25	Wed/Thu

SAN ANTONIO CAMPUS	
Jan 30 - 31	Mon/Tue
Mar 1 - 2	Wed/Thu
Jul 24 - 25	Mon/Tue

ChampionsLive!	
Mar 20 - 21	Mon/Tue
May 17 - 18	Wed/Thu
Jul 12 - 13	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	
Apr 28	Fri

HOUSTON NORTH CAMPUS	
Jan 20	Fri
Mar 31	Fri
Jun 30	Fri

DALLAS CAMPUS	
Jan 13	Fri
Mar 17	Fri
May 5	Fri
Jul 14	Fri

HOUSTON WEST CAMPUS	
May 26	Fri

FORT WORTH CAMPUS	
Feb 3	Fri
Apr 21	Fri
Jun 9	Fri

SAN ANTONIO CAMPUS	
Feb 1	Wed
Mar 3	Fri
Jul 26	Wed

HOUSTON GALLERIA CAMPUS	
Feb 17	Fri
Apr 12	Wed
Jun 7	Wed

ChampionsLive!	
Mar 22	Wed
May 19	Fri
Jul 14	Fri

8:30 AM – 6:15 PM

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