



DESIGNATIONS & CERTIFICATIONS

Accredited Buyer Representative

\$219 | 15-HOUR ELECTIVE CE
\$318 | ABR ELECTIVE PROGRAM | **SAVE \$20**

- 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



CHAMPIONSLIVE

Jan 5 - 6	Wed/Thu
Feb 9 - 10	Wed/Thu
Mar 9 - 10	Wed/Thu
Apr 6 - 7	Wed/Thu

May 4 - 5	Wed/Thu
Jun 1 - 2	Wed/Thu
Jul 6 - 7	Wed/Thu

Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
ABR: 39438	

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

- 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/



CHAMPIONSLIVE

Jan 7	Fri
Feb 25	Fri
Mar 11	Fri
Apr 8	Fri
May 6	Fri
Jun 3	Fri
Jul 8	Fri

Schedule

8:30 AM - 5:15 PM
NHC: 32072

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.



Schedule

8:30 AM - 5:15 PM
MRP: 42557

CHAMPIONSLIVE

Jan 14	Fri
Feb 18	Fri
Mar 18	Fri
Apr 15	Fri
May 13	Fri
Jun 10	Fri
Jul 15	Fri



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



DESIGNATIONS & CERTIFICATIONS BUNDLED PROGRAMS

We've Bundled Designations to Maximize Value

In addition to offering individual courses, Champions School of Real Estate has bundled multiple designations and certifications into programs to give you larger discounts and the ability to expand your real estate knowledge and specializations.

Legal Update I: 04-04-121-42039; Legal Update II: 04-04-121-42040; Contract Review: 03-00-102-40030

	CE Hours	Price
10-Course Designation Program • ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS	110	\$1821 \$1641 <i>SAVE \$180!</i>
5-Course Designation Program • CHMS, NHC, RENE, PSA, and either ABR or SRS	47	\$895 \$820 <i>SAVE \$75!</i>
3-Course Designation Program • PSA, RENE, and either ABR or SRS	31	\$557 \$527 <i>SAVE \$30!</i>
TREC Legal Update I & Legal Update II Plus 3-Hour Contract Review	11	\$80
TREC Legal Update I & Legal Update II	8	\$60



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

CHAMPIONSLIVE	
Jan 21	Fri
Feb 25	Fri
Mar 25	Fri
Apr 22	Fri
May 20	Fri

Schedule	
8:30 AM - 5:15 PM	
PSA: 33058	
Jun 17	Fri
Jul 22	Fri



Seller Representative Specialist

\$219 | 15-HOUR ELECTIVE CE | ABR ELECTIVE

This course is designed to help agents reinvent how they work with sellers in today's market. By earning the SRS® designation, a REALTOR® has demonstrated that they possess the necessary knowledge to apply methods, tools, and techniques to provide support and services that sellers want. Agents will also be required to successfully complete one SRS elective courses and proof of three completed transactions in which the agent acted solely as a seller representative. *Seller Representative Specialist (SRS) Designation Course* is also available for 15 hours of TREC Elective CE.

CHAMPIONSLIVE	
Jan 12 - 13	Wed/Thu
Feb 16 - 17	Wed/Thu
Mar 16 - 17	Wed/Thu
Apr 13 - 14	Wed/Thu
May 11 - 12	Wed/Thu

Schedule	
8:30 AM - 4:45 PM	
SRS: 32071	
Jun 8 - 9	Wed/Thu
Jul 13 - 14	Wed/Thu



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



CHAMPIONSLIVE	
Jan 26 - 27	Wed/Thu
Feb 17 - 18	Thu/Fri
Mar 23 - 24	Wed/Thu
Apr 19 - 20	Tue/Wed
May 25 - 26	Wed/Thu
Jun 23 - 24	Thu/Fri
Jul 19 - 20	Tue/Wed

Probably one of the best courses I have taken to date. The instructor knows how to engage the class and gets meaningful participation from each student (no bumps on the log allowed here!) I plan to have all of my agents take this course, regardless of whether they pursue the designation, as I believe it will benefit them.

— Ronald S. McKeithen
M&M Texas Properties

Day 1 and 2 Schedule
8:30 AM - 4:45 PM
ALHS: 42551

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



CHAMPIONSLIVE	
Jan 6	Thu
Mar 10	Thu
Apr 7	Thu
May 18	Wed
July 7	Thu

Schedule
8:30 AM - 5:15 PM
CHMS: 39452



DESIGNATIONS & CERTIFICATIONS

Marketing Strategy and Lead Generation

\$119 | 8-HOUR ELECTIVE CE | ABR ELECTIVE



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

CHAMPIONSLIVE	
Jan 28	Fri
Mar 4	Fri
Apr 29	Fri
May 27	Fri
Jun 24	Fri
Jul 29	Fri
Schedule	
8:30 AM - 5:15 PM	
MS&LG: 38540	



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.



Day 1 and 2 Schedule

8:30 AM - 4:45 PM

RENE: 32213

CHAMPIONSLIVE	
Jan 19 - 20	Wed/Thu
Feb 23 - 24	Wed/Thu
Mar 28 - 29	Mon/Tue
Apr 25 - 26	Wed/Thu
May 18 - 19	Wed/Thu
Jun 15 - 16	Wed/Thu
Jul 25 - 26	Wed/Thu



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.



Day 1 and 2 Schedule

8:30 AM - 4:45 PM

SRES: 31836

CHAMPIONSLIVE	
Jan 24 - 25	Mon/Tue
Mar 2 - 3	Wed/Thu
Apr 27 - 28	Wed/Thu
May 25 - 26	Wed/Thu
Jun 22 - 23	Wed/Thu
Jul 27 - 28	Wed/Thu



NEW! Real Estate Professional Assistant Certificate

\$219 | 15-HOUR ELECTIVE CE

The 2-day Real Estate Professional Assistant Certificate course is designed to sharpen current professional assistants' skills or jumpstart an aspiring assistant's career. With the skills learned in this course, students will have the ability and know-how to become an irreplaceable part of an agent's business plan or team and help manage risk.



CHAMPIONSLIVE	
Jan 26 - 27	Wed/Thu
Mar 21 - 22	Mon/Tue
May 16 - 17	Mon/Tue
Jun 29 - 30	Wed/Thu
Day 1 and 2 Schedule	
8:30 AM - 4:45 PM	
REPA: 41902	