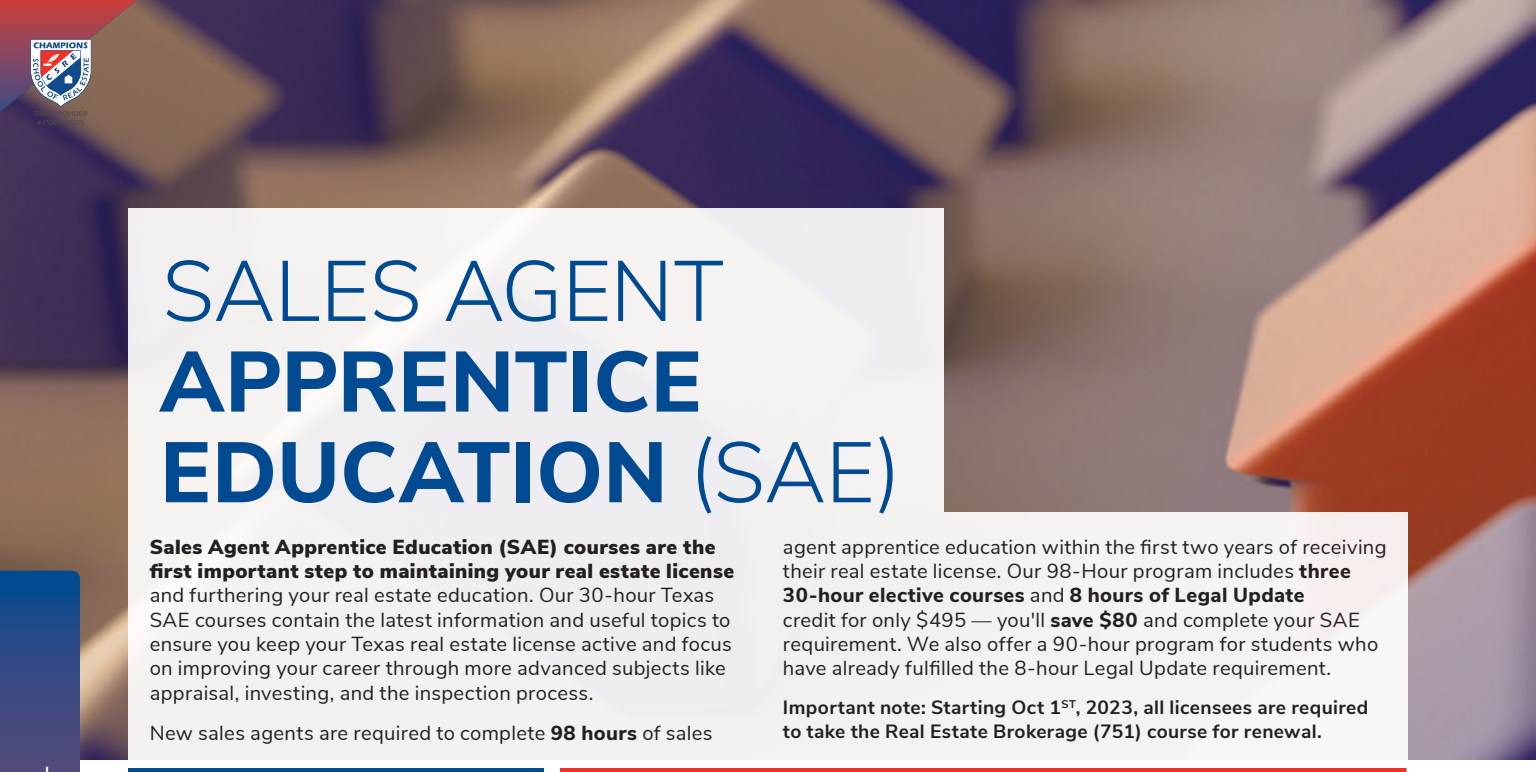


SALES AGENT **APPRENTICE EDUCATION** (SAE)

Sales Agent Apprentice Education (SAE) courses are the first important step to maintaining your real estate license and furthering your real estate education. Our 30-hour Texas SAE courses contain the latest information and useful topics to ensure you keep your Texas real estate license active and focus on improving your career through more advanced subjects like appraisal, investing, and the inspection process.

New sales agents are required to complete **98 hours** of sales agent apprentice education within the first two years of receiving their real estate license. Our 98-Hour program includes **three 30-hour elective courses** and **8 hours of Legal Update** credit for only $495 — you'll **save $80** and complete your SAE requirement. We also offer a 90-hour program for students who have already fulfilled the 8-hour Legal Update requirement.

Important note: Starting Oct 1ST, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.

Course Delivery Options

- Blended Classroom
- Virtual Classroom
- Online Interactive
- Online Correspondence

Learn More About Delivery Methods at www.ChampionsSchool.com

2-Day SAE Classes	
Day 1 & 2	8:30 AM - 4:45 PM
4-Day Evening Classes	
Mon - Thu	6:00 PM - 9:45 PM

SAE Renewal Program	Hours	Delivery	Price
98-Hour SAE Renewal Program • 3 TREC SAE renewal courses (90 Hours) • TREC Legal Update I and Legal Update II (8 Hours)	98		~~$575~~ **$495** SAVE $80
90-Hour SAE Renewal Program • 3 TREC SAE renewal courses (90 Hours) *8 hours of Legal Update is still required for license renewal*	90		~~$495~~ **$435** SAVE $60
Individual 30-Hour SAE Courses	30		**$165**
Legal Update I & Legal Update II See page 25 for Legal Update I and II schedules	8		**$80**

AUSTIN		
Aug 7 - 8	Mon - Tue	Appraisal
Aug 14 - 17	Mon - Thu PM	Marketing
Aug 19 - 20	Sat - Sun	Power House
Sep 6 - 7	Wed - Thu	**Brokerage**
Sep 11 - 14	Mon - Thu PM	RE Mort Finance
Sep 16 - 17	Sat - Sun	Property Mgmt
Oct 2 - 5	Mon - Thu PM	Investments
Oct 16 - 17	Mon - Tue	Commercial
Oct 21 - 22	Sat - Sun	Inspection
Nov 6 - 9	Mon - Thu PM	Property Mgmt
Nov 18 - 19	Sat - Sun	RE Mort Finance
Nov 20 - 21	Mon - Tue	Power House
Dec 4 - 5	Mon - Tue	**Brokerage**
Dec 13 - 14	Wed - Thu	Investments
Dec 18 - 21	Mon - Thu PM	Power House
Jan 2 - 5	Tue - Fri PM	Inspection
Jan 8 - 9	Mon - Tue	Appraisal
Jan 20 - 21	Sat - Sun	Commercial

DALLAS		
Jul 31 - Aug 1	Mon - Tue	RE Mort Finance
Aug 14 - 15	Mon - Tue	Power House
Aug 19 - 20	Sat - Sun	Investments
Sep 5 - 6	Tue - Wed	Property Mgmt
Sep 9 - 10	Sat - Sun	**Brokerage**
Sep 23 - 24	Sat - Sun	Commercial
Oct 2 - 5	Mon - Thu PM	Investments
Oct 14 - 15	Sat - Sun	**Brokerage**
Oct 21 - 22	Sat - Sun	Appraisal
Nov 6 - 7	Mon - Tue	Commercial
Nov 13 - 14	Mon - Tue	Power House
Nov 18-19	Sat - Sun	Inspection
Dec 13 - 14	Wed-Thur	Commercial
Dec 22 - 23*	Fri - Sat	**Brokerage**
Dec 27- 28*	Wed - Thu	RE Mort Finance
Jan 6 - 7	Sat - Sun	Appraisal
Jan 15 - 16	Mon - Tue	**Brokerage**
Jan 20 - 21	Sat - Sun	Inspection

FORT WORTH		
Jul 22 - 23	Sat - Sun	Investments
Aug 7 - 8	Mon - Tue	Property Mgmt
Aug 19 - 20	Sat - Sun	Inspection
Aug 30 - 31	Wed - Thu	Marketing
Sep 6 - 7	Wed - Thu	Commercial
Sep 11 - 12	Mon - Tue	Investments
Sep 23 - 24	Sat - Sun	RE Mort Finance
Oct 2 - 3	Mon - Tue	Marketing
Oct 7 - 8	Sat - Sun	**Brokerage**
Oct 16 - 17	Mon - Tue	Power House
Nov 8 - 9	Wed - Thu	Investments
Nov 20 - 21	Mon - Tue	Property Mgmt
Dec 2 - 3	Sat - Sun	Inspection
Dec 16 - 17	Sat - Sun	**Brokerage**
Dec 27 - 28*	Wed - Thu	RE Mort Finance
Jan 8 - 9	Mon - Tue	**Brokerage**
Jan 17 - 18	Wed - Thu	Investments
Jan 27 - 28	Sat - Sun	Power House

98-HOUR SAE ONLINE INTERACTIVE PROGRAM

Accessible via any tablet, desktop, or smartphone via our mobile web app, Online Interactive courses are entirely self-paced. Complete your sales agent apprentice education requirements on your own time with this new delivery method.

Courses included:

- Real Estate Brokerage (mandatory after Oct 1)
- Real Estate Marketing: Power House Training
- Real Estate Marketing: Commercial Real Estate
- 8-Hours TREC Legal 1 & 2 (mandatory)
- 90-Hour Program Available without Legal 1 & 2

Modules include:

- Informative videos to promote understanding
- Engaging activities for experiential learning
- Automatic progress-saving during lessons
- Instant feedback on quizzes and assessments
- Course accessibility 24/7, 365 days a year

Enroll Now!

Try Our New Online Interactive SAE Classes!

HOUSTON GALLERIA		
Jul 26 - 27	Wed - Thu	RE Mort Finance
Jul 31 - Aug 1	Mon - Tue	Commercial
Aug 5 - 6	Sat - Sun	**Brokerage**
Aug 7 - 8	Mon - Tue	Property Mgmt
Aug 16 - 17	Wed - Thu	Inspection
Sep 5 - 6	Tue - Wed	Inspection
Sep 16 - 17	Sat - Sun	Commercial
Sep 25 - 26	Mon - Tue	Property Mgmt
Oct 4 - 5	Wed - Thu	**Brokerage**
Oct 9 - 10	Sat - Sun	RE Mort Finance
Oct 23 - 24	Mon - Tue	Appraisal
Nov 6 - 7	Mon - Tue	Investments
Nov 8 - 9	Wed - Thu	Power House
Nov 20 - 21	Mon - Tue	**Brokerage**
Dec 11 - 12	Mon - Tue	RE Mort Finance
Dec 13 - 14	Mon - Tue	Inspection
Dec 18 - 19	Mon - Tue	**Brokerage**
Jan 6 - 7	Sat - Sun	Investments
Jan 15 - 16	Mon - Tue	RE Mort Finance
Jan 17 - 18	Wed - Thu	Appraisal

HOUSTON NORTH		
Aug 12 - 13	Sat - Sun	Marketing
Aug 14 - 15	Mon - Tue	Property Mgmt
Aug 30 - 31	Wed - Thu	Commercial
Sep 6 - 7	Wed - Thu	RE Mort Finance
Sep 16 - 17	Sat - Sun	Investments
Sep 18 - 19	Mon - Tue	Power House
Oct 9 - 10	Mon - Tue	**Brokerage**
Oct 21 - 22	Sat - Sun	Commercial
Oct 25 - 26	Wed - Thu	Marketing
Nov 4 - 5	Sat - Sun	RE Mort Finance
Nov 6 - 7	Mon - Tue	**Brokerage**
Nov 15 - 16	Wed - Thu	Power House
Dec 2 - 3	Sat - Sun	Inspection
Dec 13 - 14	Wed - Thu	Marketing
Dec 20 - 21	Wed - Thu	**Brokerage**
Jan 13 - 14	Sat - Sun	Power House
Jan 15 - 16	Mon - Tue	**Brokerage**
Jan 17 - 18	Wed - Thu	RE Mort Finance

HOUSTON WEST		
Jul 22 - 23	Sat - Sun	**Brokerage**
Jul 26 - 27	Wed - Thu	Appraisal
Aug 9 - 10	Wed - Thu	Power House
Aug 21 - 22	Mon - Tue	RE Mort Finance
Sep 6 - 7	Wed - Thu	Property Mgmt
Sep 13 - 14	Wed - Thu	Investments
Sep 27 - 28	Wed - Thu	Commercial
Oct 7 - 8	Sat - Sun	Marketing
Oct 18 - 19	Wed - Thu	Power House
Oct 28 - 29	Sat - Sun	**Brokerage**
Nov 6 - 7	Mon - Tue	Marketing
Nov 15 - 16	Wed - Thu	Appraisal
Dec 6 - 7	Wed - Thu	**Brokerage**
Dec 13 - 14	Wed - Thu	Inspection
Dec 20 - 21	Wed - Thu	Power House
Jan 8 - 9	Mon - Tue	Marketing
Jan 20 - 21	Sat - Sun	RE Mort Finance
Jan 22 - 23	Mon - Tue	**Brokerage**

SAN ANTONIO		
Jul 29 - 30	Sat - Sun	Investments
Aug 9 - 10	Wed - Thu	Marketing
Aug 19 - 20	Sat - Sun	Power House
Aug 21 - 22	Mon - Tue	Property Mgmt
Sep 9 - 10	Sat - Sun	Investments
Sep 11 - 12	Mon - Tue	Inspection
Sep 20 - 21	Wed - Thu	**Brokerage**
Sep 30 - Oct 1	Sat - Sun	Commercial
Oct 2 - 3	Mon - Tue	Marketing
Oct 21 - 22	Sat - Sun	**Brokerage**
Oct 23 - 24	Mon - Tue	RE Mort Finance
Nov 1 - 2	Wed - Thu	Investments
Nov 11 - 12	Sat - Sun	Inspection
Nov 20 - 21	Mon - Tue	Power House
Dec 4 - 5	Mon - Tue	Marketing
Dec 11 - 12	Mon - Tue	**Brokerage**
Dec 20 - 21	Wed - Thu	Commercial
Jan 2 - 3	Tue - Wed	Inspection
Jan 10 - 11	Wed - Thu	Power House
Jan 15 - 16	Mon - Tue	Investments
Jan 27 - 28	Sat - Sun	RE Mort Finance

TREC's Requirements for First Time Sales Agent License Renewal

All active and inactive sales agents who are under the Sales Agent Apprentice Education (SAE) requirement, must complete 90 hours in qualifying real estate education and 4 hours in Legal Update I and 4 hours in Legal Update II **prior to the first two-year license term renewal**, for a total of 98 hours. **Important note: Starting Oct 1ST, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.**

The 98 additional SAE hours must be submitted **at least ten days** prior to the date of renewal and on the TREC system by the end of the second year of licensure. **Champions will electronically report course certificates to TREC within 24–48 hours of completion of the course.**

2-Day SAE Classes	
Day 1 & 2	8:30 AM - 4:45 PM
4-Day Evening Classes	
Mon - Thu	6:00 PM - 9:45 PM

SALES AGENT **APPRENTICE EDUCATION** (SAE)

2-Day SAE Classes	
Day 1 & 2	8:30 AM - 4:45 PM
4-Day Evening Classes	
Mon - Thu	6:00 PM - 9:45 PM

REAL ESTATE **SAE** RENEWAL

CHAMPIONSLIVE		
Jul 31 - Aug 1	Mon - Tue	Property Mgmt
Aug 5 - 6	Sat - Sun	Commercial
Aug 7 - 10	Mon - Thu PM	Investments
Aug 9 - 10	Wed - Thu	Appraisal
Aug 14 - 15	Mon - Tue	**Brokerage**
Aug 19 - 20	Sat - Sun	Power House
Aug 21 - 24	Mon - Thu PM	Power House
Aug 23 - 24	Wed - Thu	Math
Aug 28 - 29	Mon - Tue	RE Mort Finance
Sep 2 - 3	Sat - Sun	Inspection
Sep 6 - 7	Wed - Thu	Power House
Sep 11 - 12	Mon - Tue	Marketing
Sep 16 - 17	Sat - Sun	Appraisal
Sep 18 - 21	Mon - Thu PM	RE Mort Finance
Sep 20 - 21	Wed - Thu	**Brokerage**
Sep 25 - 26	Mon - Tue	Power House
Sep 30 - Oct 1	Sat - Sun	Inspection

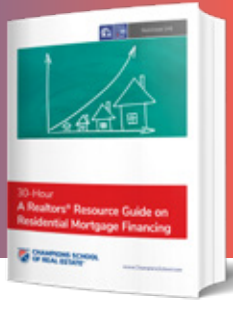
CHAMPIONSLIVE		
Oct 2 - 5	Mon - Thu PM	Power House
Oct 4 - 5	Wed - Thu	Appraisal
Oct 9 - 10	Mon - Tue	Commercial
Oct 14 - 15	Sat - Sun	Investments
Oct 16 - 19	Mon - Thu PM	Inspection
Oct 18 - 19	Wed - Thu	**Brokerage**
Oct 23 - 24	Mon - Tue	RE Mort Finance
Oct 28 - 29	Sat - Sun	Marketing
Oct 30 - Nov 2	Mon - Thu PM	Property Mgmt
Nov 1 - 2	Wed - Thu	Power House
Nov 6 - 7	Mon - Tue	Property Mgmt
Nov 11 - 12	Sat - Sun	Math
Nov 13 - 16	Mon - Thu PM	Marketing
Nov 15 - 16	Wed - Thu	RE Mort Finance
Nov 20 - 21	Mon - Tue	**Brokerage**
Nov 25 - 26	Sat - Sun	Power House
Nov 27 - 28	Mon - Tue	Inspection

CHAMPIONSLIVE		
Dec 4 - 7	Mon - Thu PM	Commercial
Dec 6 - 7	Wed - Thu	Power House
Dec 9 - 10	Sat - Sun	Property Mgmt
Dec 11 - 12	Mon - Tue	Appraisal
Dec 18 - 21	Mon - Thu PM	Investments
Dec 20 - 21	Wed - Thu	Marketing
Jan 3 - 4	Wed - Thu	Inspection
Jan 6 - 7	Sat - Sun	Power House
Jan 8 - 9	Mon - Tue	Math
Jan 15 - 18	Mon - Thu PM	Power House
Jan 17 - 18	Wed - Thu	Commercial
Jan 20 - 21	Sat - Sun	Marketing
Jan 22 - 23	Mon - Tue	**Brokerage**
Jan 29 - Feb 1	Mon - Thu PM	RE Mort Finance
Jan 31 - Feb 1	Wed - Thu	Appraisal
Feb 3 - 4	Sat - Sun	Inspection

HIGHLY RATED!
A REALTORS Resource Guide on Residential Mortgage Financing

This course builds upon students' prior knowledge of the residential real estate market and introduces them to the activities and knowledge necessary for mortgage loan originators to make informed decisions on what is best for their clients' futures. Get a more detailed understanding of the process and products available to homebuyers.

Available in all campuses and on ChampionsLive!



Sales Agent Apprentice Education	Delivery	Course #	Hours
Real Estate Marketing: Power House Training		527	30
Property Management		851	30
Real Estate Brokerage*		751	30
Real Estate Law		335	30
Real Estate Investment		935	30
Real Estate Marketing: Commercial Real Estate		545	30
Real Estate Math		651	30
Real Estate Marketing		551	30
Residential Inspection for Real Estate Agents		1035	30
A REALTORS® Resource Guide on Residential Mortgage Financing		426	30
Real Estate Appraisal: Fundamentals		226	30

* Mandatory after Oct 1st, 2023

REAL ESTATE BROKER LICENSING

Champions School of Real Estate has all the classes you need to meet the education requirements for a real estate broker license. We encourage our students to work towards a real estate broker license once they become licensed real estate agents. A real estate broker license will give you instant credibility because it is recognized by the general public.

Why should you get your real estate broker license?

- If you have a bachelor's degree or higher, you may need only one additional course with your college hours to take your broker's test
- Broker associates can stay with their current firm or open their own brokerage
- It is only an additional $10.41 per month to renew as an individual real estate broker versus a sales agent
- No college required — ask a career counselor for a complimentary "Broker Plan of Attack" or go online and use the interactive form

Broker Program	Hours	Delivery	Price
10-Course Broker Program (for licensed agents) Start working towards your real estate broker license today and receive $30 off each course when purchasing this package!	300		$1350 SAVE $300
5-Course Broker Program (for licensed REALTORS®) Choose any 5 core courses towards your real estate broker license.	150		$725 SAVE $100
Broker Exam Prep Course			$120

Texas Real Estate Broker License Requirements

- 360 experience points in 4 of the last 5 years using the TREC point system (see sidebar on the right)
- 900 total education hours — we have them for you!
  - **270 hours of core real estate courses**
    - ✔ Includes all core Texas real estate courses taken to date
    - ✔ Pre-licensing and SAE courses
    - ✔ 30-hour Texas Real Estate Brokerage course; the Real Estate Brokerage course cannot be taken more than two years before applying for the real estate broker license
  - **630 hours of related courses**
    - ✔ A bachelor's degree will count for 630 hours towards your real estate broker license
    - ✔ CE, designations, all electives, and core courses count if you are not using college credit — we have them at Champions!
    - ✔ Certificates and hours never expire towards real estate broker education licensing

Calculating the 360 Experience Points

You must accumulate at least 360 points to qualify for a real estate broker's license based on experience as a real estate license holder. An applicant must also be actively licensed as a real estate sales agent or broker for a minimum period of 4 years during the 5 years preceding the date the application is filed.

- Only experience gained during the period beginning 5 years before the date the broker application is filed may be used for this report. You must have performed at least one transaction per year for at least 4 of the last 5 years.
- Multiply the number of transactions performed by the point value indicated to arrive at the points earned for that transaction type.
- Add the points earned for each transaction type to arrive at your total points for that category.
- You must maintain documentation to support your claim for experience, which may include executed contracts, settlement statements, etc., that clearly demonstrate your active participation.

Go to **www.Championsschool.com/real-estate/tx/broker/license/** to get more details.

Category and Transaction Types*	Points Earned Per Transaction
Residential Single Family, Condo, Co-op Unit, Multi-family (1 to 4-unit), Apartment Unit Lease	
1. Closed purchase or sale — improved property	30
2. Closed purchase or sale — unimproved residential lot	30
3. Executed lease — landlord or tenant (new)	5
4. Property management — per property	2.5
Commercial Apartment (5+ units), Office, Retail, Industrial, Mixed Use, Hotel, Parking, Specialty, Other	
5. Closed purchase or sale — improved property	50
6. Closed purchase or sale — unimproved property	50
7. Executed lease — landlord or tenant (new, renewal)	10
8. Property management — per property	15
Farm and Ranch, Unimproved Land Farm and Ranch (With Residence, Improved, or Unimproved), or Unimproved Land	
9. Closed purchase or sale — improved property	30
10. Closed purchase or sale — unimproved residential lot	30
11. Executed lease — landlord or tenant (new)	5
12. Property management — (per property)	5
Brokerage Team Management, Delegated Supervision Written (Delegation by Broker Required, at Least 1 Agent Supervised)	
13. Number of months per year as a delegated supervisor	12

*All claimed transactions are subject to verification. In order to claim experience points, the applicant must be able to provide documentation, such as an executed contract, settlement statements, etc., that clearly demonstrates the active participation of the applicant in each transaction.

TRY OUR INTERACTIVE BROKER PLAN OF ATTACK

www.ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/interactive/