



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.

Don't let your real estate license lapse! New sales agents are required to complete **98-Hours** within the first two years of receiving their Real Estate Sales Agent 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. Go to www.ChampionsSchool.com/real-estate/tx/sae to enroll.

TREC's Requirements for First Time Sales Agents License Renewal

All active and inactive sales agents, who are under the Sales Agent Apprentice Education (SAE) requirement, must show evidence of having completed a minimum of 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 278 hours. 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.**

Course Delivery Options

- Blended Classroom
- ChampionsLive
- Online Correspondence
- Correspondence
- Online Interactive
- Classroom

Learn More About Delivery Methods at www.ChampionsSchool.com

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) See Page 10 - 18 for Campus Schedules	98		\$575 \$495 SAVE \$80
90-Hour SAE Renewal Program • 3 TREC SAE Renewal Courses (90 Hours) • REMINDER: 8 Hours of Legal Update is Required for License Renewal	90		\$495 \$435 SAVE \$60
Individual 30 Hour SAE Courses	30		\$165
Legal Update I & Legal Update II See Page 27 for Legal Update I and II Schedules	8		\$80

30-Hour QE, SAE Renewal and Broker Individual Courses

Courses	Delivery	Course #	Hours	Courses	Delivery	Course #	Hours
Law of Agency		1151	30	Real Estate Finance		451	30
Law of Contracts		1251	30	Real Estate Law		335	30
Real Estate Marketing: Power House Training		527	30	Real Estate Investment		935	30
Principles of Real Estate 1		121	30	Real Estate Marketing: Commercial Real Estate		545	30
Principles of Real Estate 2		122	30	Real Estate Math		651	30
Promulgated Contract Forms		351	30	Real Estate Marketing		551	30
Property Management		851	30	Residential Inspection for Real Estate Agents		1035	30
Real Estate Brokerage		751	30	Real Estate Appraisal: Fundamentals		226	30

REAL ESTATE BROKER LICENSING

Champions School of Real Estate has all the classes you need for Broker Licensing requirements. Earning a Broker License is something we encourage our students to work towards once they become a licensed real estate agent. A broker license will give you instant credibility, and it is the only designation the general public recognizes!

Why should you get your Brokers license?

- If you have a Bachelor's degree or higher, you may need only three additional courses with your college hours to sit for your broker's test
- Broker associates can stay with their current firm or open their own brokerage
- It is only an additional \$7.67 per week or \$33.33 per month to renew as a broker-associate 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 Realtors®) Start working towards your 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 Broker License	150		\$725 SAVE \$100
Broker Exam Prep Course See Pages 20 - 21 for Details and Schedule			\$120

Texas Real Estate Broker License Requirements

- 360 experience points in 4 of the last 5 years using the TREC point system (see sidebar to 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
 - ✔ check Pre-license and SAE courses
 - ✔ check 30-hour Texas Real Estate Brokerage course; the Real Estate Brokerage course cannot be taken more than two years before applying for the Broker license
- **630 hours of classroom hours in related courses**
 - ✔ A Bachelor's degree will count for 630 hours towards your 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 broker education licensing

Calculating the 360 Experience Points

You must accumulate at least 360 points to qualify for a 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 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., which clearly demonstrates the active participation of the applicant in each transaction.

TRY OUR NEW INTERACTIVE BROKER PLAN OF ATTACK

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