



# 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 core Texas SAE courses contain the latest information and useful topics to help you not only keep your Texas real estate license active but also to focus on improving your career.

## 98-Hour SAE Renewal Program for \$490

Don't let your real estate license lapse. Within the first two years of gaining your Real Estate Sales Agent License, you are required to complete **98-Hours** of Salesperson Apprentice Education courses. This program includes **three 30-hour elective courses** and **8-hours of Legal Update** credit for only \$490 - you'll **save \$55** and complete your SAE requirement.

## 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. **Courses are reported by the licensee and not the education provider.**

### Course Delivery Options

- Blended Classroom
- ChampionsLive!** Broadcast
- Online Correspondence
- Online
- Classroom

[Learn More About Delivery Methods on page 47](#)

### SAE Renewal Program

#### Sales Agent Apprentice Education (SAE) Program

- 3 TREC SAE Renewal Courses (90 Hours)
  - TREC Legal Update I and Legal Update II (8 Hours)
- See Page 9 - 17 for Campus Schedules

Hours      Delivery      Price

**98**           **\$490**  
**Save \$55!**

#### Individual 30 Hour SAE Courses

**30**           **\$155**

#### Legal Update I & Legal Update II

See Page 23 for Legal Update I and II Schedules

**8**           **\$80**

## 30-Hour QE, SAE Renewal and Broker Individual Courses

Courses	Delivery	Course #	Hours
Law of Agency		1151	30
Law of Contracts		1251	30
Real Estate Marketing: Power House Training		527	30
Principles of Real Estate 1		121	30
Principles of Real Estate 2		122	30
Promulgated Contract Forms		351	30
Property Management		851	30
Real Estate Appraisal: Fundamentals		226	30
Real Estate Brokerage		751	30

Courses	Delivery	Course #	Hours
Real Estate Finance		451	30
Real Estate Law		311	30
Real Estate Investments		911	30
Real Estate Marketing: Commercial		528	30
Real Estate Marketing		551	30
Residential Inspection for Real Estate Agents		1021	30
Real Estate Appraisal		211	30
Real Estate Appraisal: Procedures		222	30
Real Estate Appraisal: Sales Comparison & Income Approaches		225	30



# REAL ESTATE BROKER LICENSING

## Champions 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 Bachelors degree or higher, you may need only three additional core 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 salesperson
- No college required. Ask a career counselor for a complimentary "Broker Plan of Attack!"
- Champions offers **Eighteen 30-hour elective courses** that can be applied towards your broker education

### Broker Program

	Hours	Delivery	Price
<b>10-Course Broker Program</b> (for licensed Realtors®) Start working towards your Broker License today and receive \$30 off each course when purchasing this package!	300		<b>\$1250</b> Save \$300
<b>5-Course Broker Program</b> (for licensed Realtors®) Choose any 5 core courses towards your Broker License.	150		<b>\$675</b> Save \$100
<b>Broker Exam Prep Course</b> See Pages 18 - 19 for Details and Schedule			<b>\$120</b>

## Texas Real Estate Broker License Requirements

- 3600 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
    - Pre-license and SAE courses
    - 30-hour Texas Real Estate Brokerage course – As of January 1, 2016, 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 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

## Call a Counselor to Receive Your Complimentary Broker Plan of Attack

Austin/Round Rock	512-244-3545
ChampionsLive!	866-272-5962
Dallas Campus	972-867-4100
Fort Worth	214-687-0000
Houston Galleria	713-629-4543
Houston North	281-893-4484
Houston West	281-496-7386
National	800-284-1525
Online	512-246-2773
San Antonio	210-349-7600

## Calculating the 3600 Experience Points

- 1) Residential Transactions:
    - Closed purchase or sale = 300 pts\*
    - Lease = 50 pts\*
    - Property Mgmt (collection of rent) = 25 pts per property
  - 2) Commercial Transactions:
    - Closed purchase or sale = 450 pts\*
    - Lease = 100 pts\*
    - Property Management (collection of rent) = 100 pts per property
  - 3) Farm and Ranch Transaction
    - Closed purchase or sale = 300 pts\*
  - 4) Brokerage Branch Office or Team Management = 20 pts per month with a maximum of 1200 pts
  - 5) Listing or Buyer Rep Agreement = 10 pts each
- \* points per transaction