

DESIGNATIONS

STAND OUT FROM THE CROWD AND ADD A DESIGNATION OR CERTIFICATION TO YOUR LICENSE! AT CHAMPIONS SCHOOL OF REAL ESTATE, YOU CAN CHOOSE FROM MANY SPECIALIZED CREDENTIALS.



ACCREDITED BUYER'S REPRESENTATIVE

Improve your marketability as a buyer's agent with this widely-recognized credential.

LEARN HOW TO

- Help aspiring homeowners with every step of the process
- Define your value to clients as a buyer's representative
- Hold buyer counseling sessions and build trust with new clients
- Troubleshoot to fix any issue that might arise
- Negotiate for your homebuyers and formulate competitive offers

Annual dues are waived for the first year. Fee is \$110 thereafter.

CHAMPIONSLIVE		CHAMPIONSLIVE	
Mar 25 - 26	Mon/Tue	Jun 24 - 25	Mon/Tue
Mar 27 - 28	Wed/Thu	Jul 10 - 11	Wed/Thu
Apr 3 - 4	Wed/Thu	Jul 20 - 21	Sat/Sun
Apr 22 - 23	Mon/Tue	Jul 30 - 31	Tue/Wed
Apr 27 - 28	Sat/Sun	Aug 7 - 8	Wed/Thu
May 8 - 9	Wed/Thu	Aug 28 - 29	Wed/Thu
May 15 - 16	Wed/Thu	Day 1 & 2 Schedule	
May 22 - 23	Wed/Thu	8:30 AM - 4:45 PM	
Jun 5 - 6	Wed/Thu	ABR: 39438	
Jun 17 - 18	Mon/Tue		

ABR Course Options

~~\$369~~
\$139
SAVE \$230!

23
CE Hours

ABR Program
Course + Elective

This program includes the individual ABR course and a required 8-hour elective. Choose from one of the following courses:

- New Home Construction
- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Marketing Strategy and Lead Generation
- Home Finance Resource

There are other courses that satisfy the ABR elective requirement, but they are longer than 8 hours and thus not included with this program. The ABR electives we offer are identified above.

FREE!

15
CE Hours

ABR Course

In order to receive the ABR designation on your license, you must also meet the other requirements. This course is eligible for TREC CE credit for an additional cost. Call for more information.



SELLER REPRESENTATIVE SPECIALIST

Become a highly sought-after seller's agent with this invaluable designation.

LEARN HOW TO

- Craft a value proposition that identifies why clients should choose you over the competition
- Prepare for listing presentations and seller meetings
- Identify probable buyers for specific properties using statistics and contemporary methods
- Design marketing assets that create high consumer engagement
- Arrange improvements, remodeling, and property staging
- Navigate all challenges during the closing process

Annual dues are waived for the first year. Fee is \$99 thereafter.

CHAMPIONSLIVE	
Jan 17 - 18	Wed/Thu
Feb 21 - 22	Wed/Thu
Mar 13 - 14	Wed/Thu
Apr 17 - 18	Wed/Thu
May 29 - 30	Wed/Thu
Jun 26 - 27	Wed/Thu
Jul 31 - Aug 1	Wed/Thu
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
SRS: 32071	

SRS Course Options

~~\$389~~
\$369
SAVE \$20!

23
CE Hours

SRS Program
Course + Elective

This program includes the individual SRS course and a required 8-hour elective. Choose from one of the following courses:

- Military Relocation Professional
- Pricing Strategies: Mastering the CMA
- Home Finance Resource

There are other courses that satisfy the SRS elective requirement, but they are longer than 8 hours and thus not included with this program. The SRS electives we offer are identified above.

\$250

15
CE Hours

SRS Course

You may take this course by itself for CE credit. In order to receive the SRS designation on your license, you must also meet the other requirements.

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.

TREC requires 18 hours of CE, including 8-Hour Legal Update I & II and 3-Hour Contract Review. These can be added to any designation at a discounted price.

	CE Hours	Price
10-Course Designation Program		\$2084
• ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS	110	\$1904 SAVE \$180!
5-Course Designation Program		\$1017
• CHMS, NHC, RENE, PSA, and ABR or SRS	47	\$942 SAVE \$75!
3-Course Designation Program		\$639
• PSA, RENE, and ABR or SRS	31	\$609 SAVE \$30!
2-Course ABR or SRS Program		\$389
• ABR or SRS and one 8-HR Elective (See Page 32)	23	\$369 SAVE \$20!
TREC Legal Update I & Legal Update II Plus 3-Hour Contract Review	11	\$80
TREC Legal Update I & Legal Update II	8	\$60

ADD ON
TO ANY
DESIGNATION

DESIGNATIONS

NHC




RENE

CHAMPIONSLIVE		
Jan 5	Fri	
Feb 9	Fri	
Mar 8	Fri	
Apr 5	Fri	
May 10	Fri	
Jun 7	Fri	
Jul 12	Fri	
Schedule		
8:30 AM - 5:15 PM		
NHC: 32072		
\$139	8	ABR
	CE Hours	Elective

CHAMPIONSLIVE		
Jan 12	Fri	
Feb 16	Fri	
Mar 15	Fri	
Apr 19	Fri	
May 31	Fri	
Jun 28	Fri	
Jul 26	Fri	
Schedule		
8:30 AM - 5:15 PM		
MRP: 47858		
\$139	8	ABR & SRS
	CE Hours	Elective

CHAMPIONSLIVE		
Jan 19	Fri	
Feb 23	Fri	
Mar 22	Fri	
Apr 26	Fri	
May 17	Fri	
Jun 14	Fri	
Jul 19	Fri	
Schedule		
8:30 AM - 5:15 PM		
PSA: 33058		
\$139	8	ABR
	CE Hours	Elective

CHAMPIONSLIVE		
Jan 2 - 3	Mon/Tue	
Feb 5 - 6	Mon/Tue	
Mar 6 - 7	Wed/Thu	
Apr 10 - 11	Wed/Thu	
May 15 - 16	Wed/Thu	
Jun 12 - 13	Wed/Thu	
Jul 17 - 18	Wed/Thu	
Day 1 & 2 Schedule		
8:30 AM - 4:45 PM		
RENE: 32213		
\$250	15	ABR & SRS
	CE Hours	Elective

NEW HOME CONSTRUCTION COURSE INFORMATION

Guide clients through the process of building and customizing a new home.

LEARN HOW TO

- Guide buyers through the purchase transaction of a new construction
- Evaluate builders and help clients choose the right one for their needs
- Work with the builder's sales representative and develop a mutually beneficial relationship for the homebuyer

MILITARY RELOCATION PROFESSIONAL COURSE INFORMATION

Help veterans and active-duty service members navigate relocation, DoD housing policy, and home financing.

LEARN HOW TO

- Interpret how Department of Defense policies impact service members' housing
- Guide service members through the permanent change-of-station (PCS) process
- Compare military basic allowance for housing (BAH) rates to market area home prices, mortgage rates, and rents

PRICING STRATEGY ADVISOR COURSE INFORMATION

Nail down the comparative market analysis (CMA) and become an invaluable counsel to both sellers and buyers.

LEARN HOW TO

- Perform a CMA to estimate the probable selling price of a property
- Analyze neighborhoods, regional markets, and trends
- Adjust comparables using averages and cost data
- Discuss CMA conclusions and implications with clients

REAL ESTATE NEGOTIATION EXPERT COURSE INFORMATION

Enhance your communication tactics with the only NAR-recognized negotiation credential.

LEARN HOW TO

- Navigate through the different types and phases of negotiations
- Establish a strong bargaining position using various negotiation concepts
- Adjust communication styles on the fly to achieve optimal results
- Negotiate via all media (by phone, email, text, or video call)

DESIGNATIONS & CERTIFICATIONS



CHAMPIONSLIVE	
Jan 24 - 25	Wed/Thu
Feb 21 - 22	Wed/Thu
Mar 27 - 28	Wed/Thu
Apr 24 - 25	Wed/Thu
May 22 - 23	Wed/Thu
Jun 19 - 20	Wed/Thu
Jul 24 - 25	Wed/Thu
Aug 14 - 15	Wed/Thu
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
ALHS: 47951	
\$289	10 CE Hours

ACCREDITED LUXURY HOME SPECIALIST COURSE INFORMATION

Thrive in the world of luxury real estate and join the Luxury Home Council's registry of agents with this esteemed designation.

LEARN HOW TO

- Market to affluent clients and develop a reliable luxury client base
- Negotiate as a luxury home specialist
- Master the first impression and make luxury clients feel special
- Cater your services to various luxury consumer types

CHAMPIONSLIVE	
Jan 9	Tue
Feb 8	Thu
Mar 19	Tue
Apr 16	Tue
May 2	Thu
Jun 25	Tue
Jul 16	Tue
Schedule	
8:30 AM - 5:15 PM	
CHMS: 43818	
\$239	8 CE Hours

CERTIFIED HOME MARKETING SPECIALIST COURSE INFORMATION

Become an expert in home staging and ensure buyer appeal with this credential, created by Martha Webb, author of "Dress Your House for Success."

LEARN HOW TO

- Properly stage homes to ensure they will sell
- Address awkward and difficult issues such as clutter, odors, and pets
- Stage homes using low-cost, high-impact techniques
- Use color to increase buyer appeal
- Take attractive photos for advertising purposes

CHAMPIONSLIVE	
Jan 31 - Feb 1	Wed/Thu
Mar 20 - 21	Wed/Thu
May 28 - 29	Tue/Wed
Jul 22 - 23	Mon/Tue
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
SRES: 31836	
\$250	15 CE Hours
ABR & SRS Elective	

SENIORS REAL ESTATE SPECIALIST COURSE INFORMATION

Support seniors in all housing issues and gain a thorough understanding of how government policies impact senior housing concerns.

LEARN HOW TO

- Differentiate between senior housing options, from age restricted communities to assisted living facilities
- Assist seniors with Housing for Older Persons Act (HOPA) applications
- Use of pensions, 401(k) accounts, and IRAs in real estate transactions
- Explain how Medicare, Medicaid, and Social Security affect real estate decisions
- Protect clients from mortgage financeandloanschemesthattarget seniors



CERTIFICATIONS



CHAMPIONSLIVE		
Jan 10 - 11	Wed/Thu	
Feb 28 - 29	Wed/Thu	
Apr 29 - 30	Mon/Tue	
Jun 17 - 18	Mon/Tue	
Day 1 & 2 Schedule		
8:30 AM - 4:45 PM		
REPA: 46938		
\$250	15 CE Hours	ABR Elective

CHAMPIONSLIVE		
Feb 15	Thu	
Apr 12	Fri	
May 3	Fri	
Jul 5	Fri	
Schedule		
8:30 AM - 5:15 PM		
HFR: 43988		
\$139	8 CE Hours	ABR & SRS Elective

CHAMPIONSLIVE		
Jan 26	Fri	
Mar 29	Fri	
May 24	Fri	
Schedule		
8:30 AM - 5:15 PM		
MSLG: 48085		
\$139	8 CE Hours	ABR Elective

REAL ESTATE PROFESSIONAL ASSISTANT COURSE INFORMATION

Both real estate assistants looking to optimize their potential and established agents hoping to provide their assistants with top-tier training benefit from this popular certification.

LEARN HOW TO

- Support a real estate agent or team in all operations
- Implement a marketing plan on behalf of an agent or team
- Prepare for and conduct client interviews
- Develop a strategy for post-transaction client engagement
- Work with vendors and service providers

HOME FINANCE RESOURCE COURSE INFORMATION

Help aspiring homeowners navigate the complicated process of home financing.

LEARN HOW TO

- Lead buyers through loan prequalification, preapproval, and financing processes
- Implement Fair Housing practices and the NAR Code of Ethics
- Communicate market conditions to buyers
- Explain the different types of mortgage products, processes, and application requirements

MARKETING STRATEGY & LEAD GENERATION COURSE INFORMATION

Stand out from the crowd and build a unique and balanced marketing strategy that works in today's market.

LEARN HOW TO

- Develop an effective marketing strategy and define your own brand
- Determine your target market and carry out appropriate marketing techniques to reach your audience
- Leverage social media for marketing purposes and lead generation

