



DESIGNATIONS AND CERTIFICATIONS

STAND OUT FROM THE CROWD BY ADDING SPECIALIZED CREDENTIALS TO YOUR LICENSE!

Designations and certifications demonstrate exceptional skill and commitment to the industry and are awarded by esteemed institutions such as the National Association of REALTORS® (NAR) and the Real Estate Business Institute® (REBI).

ACCREDITED BUYER'S REPRESENTATIVE

Improve your marketability as a buyer's agent.

LEARN HOW TO

- Help aspiring homeowners with every step of the process
- Hold buyer counseling sessions and build trust with new clients
- Negotiate for your home buyers and formulate competitive offers

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

*Free Tuition no longer available, ABR course costs \$250

CHAMPIONSLIVE	CHAMPIONSLIVE
Sep 23 - 24 Mon/Tue	Dec 12 - 13 Thu/Fri
Oct 2 - 3 Wed/Thu	Dec 16 - 17 Mon/Tue
Oct 9 - 10 Wed/Thu	Jan 8 - 9 ^{\$} Wed/Thu
Oct 21 - 22 Mon/Tue	Feb 5 - 6 ^{\$} Wed/Thu
Nov 7 - 8 Thu/Fri	Mar 3 - 4 ^{\$} Mon/Tue
Nov 11 - 12 Mon/Tue	Day 1 & 2 Schedule 8:30 AM - 4:45 PM ABR: 39438
Nov 14 - 15 Thu/Fri	
Dec 4 - 5 Wed/Thu	

\$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 also eligible for TREC CE credit for an additional cost. Call for more information.

HOW TO EARN THE ABR DESIGNATION

- **Complete the ABR course & an elective course:** The two-day, 15-hour Accredited Buyer's Representative (ABR) course can be completed in the virtual classroom at Champions School of Real Estate. The elective course must be ABR-approved and worth at least 8 credit hours. Most electives may also be used for CE credit.
- **Finalize at least 5 transactions:** You must complete at least 5 transactions as a buyer's representative (no dual agency). This may include up to 2 leases.
- **Maintain active status:** Remain in good standing with the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS® (NAR).

SELLER REPRESENTATIVE SPECIALIST

Become a highly sought-after seller's agent.

LEARN HOW TO

- 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

CHAMPIONSLIVE	Annual dues are waived for the first year. Fee is \$99 thereafter.
Oct 23 - 24 Wed/Thu	
Nov 20 - 21 Wed/Thu	
Dec 4 - 5 Wed/Thu	
Jan 29 - 30 Wed/Thu	
Feb 26 - 27 Wed/Thu	
Mar 26 - 27 Wed/Thu	
Day 1 & 2 Schedule 8:30 AM - 4:45 PM SRS: 32071	

\$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.

HOW TO EARN THE SRS DESIGNATION

- **Complete the SRS course & an elective course:** The two-day, 15-hour Seller Representative Specialist Designation course may be completed in the virtual classroom at Champions School of Real Estate. The elective course must be SRS-approved and worth at least 8 credit hours. Most electives may also be used for CE credit.
- **Submit an Application:** Submit the SRS designation application to the Real Estate Business Institute (REBI). Annual dues are waived for the first year.
- **Maintain active status:** Remain in good standing with the National Association of REALTORS® (NAR) and in Real Estate Business Institute (REBI).

DESIGNATION & CERTIFICATION 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.

PROGRAM	CE Hours	Price
10-Course Designation Program <ul style="list-style-type: none"> ABR, ALHS, CHMS, MRP, MS&LG, NHC, PSA, RENE, SRES, and SRS 	110	\$2084 \$1904 SAVE \$180!
5-Course Designation Program <ul style="list-style-type: none"> CHMS, NHC, RENE, PSA, and ABR or SRS 	47	\$1017 \$942 SAVE \$75!
3-Course Designation Program <ul style="list-style-type: none"> PSA, RENE, and ABR or SRS 	31	\$639 \$609 SAVE \$30!
2-Course ABR or SRS Program <ul style="list-style-type: none"> ABR or SRS and one 8-HR Elective (See Page 32) 	23	\$389 \$369 SAVE \$20!
ADD ON TO ANY DESIGNATION		
TREC Legal Update I & Legal Update II Plus 3-Hour Contract Review	11	\$80
TREC Legal Update I & Legal Update II	8	\$60



CHAMPIONSLIVE

Oct 4	Fri
Nov 1	Fri
Dec 6	Fri
Jan 3	Fri
Feb 7	Fri
Mar 7	Fri

Schedule

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

\$139 **8** CE Hours **ABR** Elective

CHAMPIONSLIVE

Oct 25	Fri
Nov 22	Fri
Dec 27	Fri
Jan 24	Fri
Feb 28	Fri
Mar 28	Fri

Schedule

8:30 AM - 5:15 PM
MRP: 47858

\$139 **8** CE Hours **ABR & SRS** Elective

CHAMPIONSLIVE

Oct 11	Fri
Nov 8	Fri
Dec 13	Fri
Jan 10	Fri
Feb 14	Fri
Mar 14	Fri

Schedule

8:30 AM - 5:15 PM
PSA: 33058

\$139 **8** CE Hours **ABR** Elective

CHAMPIONSLIVE

Oct 9 - 10	Wed/Thu
Nov 20 - 21	Wed/Thu
Dec 4 - 5	Tue/Wed
Jan 15 - 16	Wed/Thu
Feb 12 - 13	Wed/Thu
Mar 12 - 13	Wed/Thu

Day 1 & 2 Schedule

8:30 AM - 4:45 PM
RENE: 32213

\$250 **15** CE Hours **ABR & SRS** Elective

NEW HOME CONSTRUCTION

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

Help veterans and service members navigate relocation, DoD housing policy, and 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

Nail down the Comparative Market Analysis (CMA) to become an expert 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

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	CHAMPIONSLIVE	CHAMPIONSLIVE	CHAMPIONSLIVE
Oct 16 - 17 Wed/Thu	Oct 29 Tue	Sep 23 -24 Mon/Tue	Oct 30 - 31 Mon/Tue
Nov 20 - 21 Wed/Thu	Nov 14 Thu	Nov 25 - 26 Mon/Tue	Dec 9 - 10 Mon/Tue
Dec 17 - 18 Tue/Wed	Dec 10 Tue	Jan 6 - 7 Mon/Tue	Feb 17 - 18 Mon/Tue
Jan 22 - 23 Wed/Thu	Jan 7 Tue	Mar 17 - 18 Mon/Tue	
Feb 19 - 20 Wed/Thu	Feb 5 Wed		
Mar 19 - 20 Wed/Thu	Mar 5 Wed		
Day 1 & 2 Schedule	Schedule	Day 1 & 2 Schedule	Day 1 & 2 Schedule
8:30 AM - 5:15 PM	8:30 AM - 5:15 PM	8:30 AM - 4:45 PM	8:30 AM - 4:45 PM
ALHS: 47951	CHMS: 49377	SRES: 31836	REPA: 46938
\$289	\$239	\$250	\$250
10 CE Hours	8 CE Hours	15 CE Hours	15 CE Hours
		ABR & SRS Elective	ABR Elective

ACCREDITED LUXURY HOME SPECIALIST

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

CERTIFIED HOME MARKETING SPECIALIST

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 pests
- Stage homes using low-cost, high-impact techniques
- Use color to increase buyer appeal
- Take attractive photos for advertising purposes

SENIORS REAL ESTATE SPECIALIST

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 finance and loan schemes that target seniors

REAL ESTATE PROFESSIONAL ASSISTANT

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



CERTIFICATIONS



CHAMPIONSLIVE		CHAMPIONSLIVE	
Nov 15	Fri	Oct 18	Fri
Jan 17	Fri	Jan 17	Fri
Mar 21	Fri	Mar 21	Fri
Schedule		Schedule	
8:30 AM - 5:15 PM		8:30 AM - 5:15 PM	
HFR: 49686		MSLG: 48085	
\$139	8 CE Hours	8 CE Hours	ABR & SRS Elective
\$139	8 CE Hours	8 CE Hours	ABR Elective

HOME FINANCE RESOURCE

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

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



Certified International Property Specialist

This Designation will help agents unlock global real estate opportunities, teaching them the skills and information needed to cater to diverse audiences such as international investors, U.S. residents exploring new markets, and local clients eyeing overseas property investments. The CIPS designation equips the agent with essential knowledge, research capabilities, a valuable network, and tools for business expansion. This designation includes access the exclusive CIPS Network, a community of 4,000+ real estate professionals across 50 countries, reserved for CIPS-designated members of the National Association of REALTORS®, establishing the agent as a trusted guide for global market navigation.



WHY EARN YOUR CIPS DESIGNATION?

- Immediate access to business-enhancing products and services that are offered exclusively to CIPS designees
- Use prestigious and internationally-recognized CIPS logo and brand
- Access to a private Facebook group for facilitating referral and knowledge exchange
- Invitations to Exclusive Events at NAR Meetings

CIPS DESIGNATION OPTIONS

\$725 \$550 SAVE \$175!	40 CE Hours	CIPS Program Course + Elective
---	-----------------------	--

This program includes the 2 core and 3 international electives.

\$145	8 CE Hours	Individual CIPS Courses
--------------	----------------------	--------------------------------

In order to receive the CIPS designation on your license, you must also meet the other requirements. These courses are also eligible for TREC CE credit. Call or go to website for more information.

CHAMPIONSLIVE	
8:30 AM - 5:15 PM	
GLOBAL REAL ESTATE: LOCAL MARKETS 35821	
Sep 17	Tue
Jan 29	Wed



GLOBAL REAL ESTATE: TRANSACTION TOOLS 35820	
Sep 18	Wed
Jan 30	Thu

EUROPE AND INT. REAL ESTATE 35732	
Oct 22	Tue
Mar 20	Thu

THE AMERICAS AND INT. REAL ESTATE 35819	
Oct 10	Thu
Feb 20	Thu

ASIA-PACIFIC AND INT. REAL ESTATE 35733	
Nov 14	Thu
Feb 21	Fri

