

**NEW
FOR
2025**

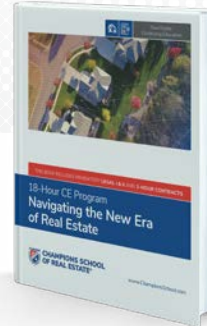
18-HOUR CE PROGRAM

NAVIGATING THE NEW ERA OF REAL ESTATE

\$119



MEET ALLAN HANCOCK
Our esteemed instructor with nearly 40 years of instructional experience at Champions School of Real Estate. With a wealth of expertise in various areas, he has been instrumental in teaching a wide range of continuing and qualifying education courses across Texas!



Navigating the New Era of Real Estate is an 18-hour program designed to meet all TREC continuing education requirements, and covers a wide range of topics, including mandatory TREC legal updates and ethical guidance, the use of technology in real estate, essential contract information for all agents, a breakdown of how recent legal battles have shaped continuing changes to best practices for agents, brokers and brokerages, and a critical overview of trends in the real estate industry.

Learn about

- Emerging technologies and their effect on the real estate industry
- Buyer's agent value propositions under the NAR settlement
- Data management and data theft protection

CE program includes:

- 3-Hour Real Estate Market Movers
- 2-Hour Beyond the Verdict: The NAR Settlement Explained
- 2-Hour Technology Update
- 3-Hour Essential Topics: 3-Hour Contract Review
- 8-Hour Legal Update I & II

AUSTIN	
Feb 13 - 14	Thu/Fri
Mar 13 - 14	Thu/Fri
Apr 17 - 18	Thu/Fri
May 15 - 16	Thu/Fri
Jun 19 - 20	Thu/Fri
Jul 17 - 18	Thu/Fri
Aug 14 - 15	Thu/Fri
Sep 18 - 19	Thu/Fri

FORT WORTH	
Feb 13 - 14	Thu/Fri
Mar 13 - 14	Thu/Fri
Apr 10-11	Thu/Fri
May 15-16	Thu/Fri
Jun 12-13	Thu/Fri
Jul 10-11	Thu/Fri
Aug 7-8	Thu/Fri
Sep 18-19	Thu/Fri

HOUSTON NORTH	
Jan 16 - 17	Thu/Fri
Jan 30 - 31	Thu/Fri
Feb 20 - 21	Thu/Fri
Feb 27 - 28	Thu/Fri
Mar 13 - 14	Thu/Fri
Mar 27 - 28	Thu/Fri
Apr 10 - 11	Thu/Fri
May 15 - 16	Thu/Fri
Jun 12 - 13	Thu/Fri
Jun 26 - 27	Thu/Fri
Jul 17 - 18	Thu/Fri
Jul 28 - 29	Mon/Tue
Aug 14 - 15	Thu/Fri
Aug 28 - 29	Thu/Fri
Sep 11 - 12	Thu/Fri
Sep 22 - 23	Mon/Tue

CHAMPIONSLIVE WITH ALLAN HANCOCK	
Jan 27 - 28	Mon/Tue
Feb 3 - 4	Mon/Tue
Feb 10 - 11	Mon/Tue
Feb 24 - 25	Mon/Tue
Mar 3 - 4	Mon/Tue
Mar 24 - 25	Mon/Tue
Apr 7 - 8	Mon/Tue
Apr 14 - 15	Mon/Tue
Apr 21 - 22	Mon/Tue
May 5 - 6	Mon/Tue
May 12 - 13	Mon/Tue
Jun 2 - 3	Mon/Tue
Jun 9 - 10	Mon/Tue
Jun 23 - 24	Mon/Tue
Jul 2 - 3	Wed/Thu
Jul 7 - 8	Mon/Tue
Jul 14 - 15	Mon/Tue
Aug 4 - 5	Mon/Tue
Aug 11 - 12	Mon/Tue
Aug 25 - 26	Mon/Tue
Sep 8 - 9	Mon/Tue
Sep 15 - 16	Mon/Tue

DALLAS	
Jan 23 - 24	Thu/Fri
Feb 20-21	Thu/Fri
Mar 20 - 21	Thu/Fri
Apr 24-25	Thu/Fri
May 22 - 23	Thu/Fri
Jun 26-27	Thu/Fri
Jul 24 - 25	Thu/Fri
Aug 21-22	Thu/Fri
Sep 25 - 26	Thu/Fri

HOUSTON GALLERIA	
Jan 20 - 21	Mon/Tue
Feb 17 - 18	Mon/Tue
Mar 17 - 18	Mon/Tue
Apr 17 - 18	Thu/Fri
May 19 - 20	Mon/Tue
Jun 16 - 17	Mon/Tue
Jul 21 - 22	Mon/Tue
Aug 18 - 19	Mon/Tue
Sep 18 - 19	Thu/Fri

SAN ANTONIO	
Feb 13 - 14	Thu/Fri
Apr 24 - 25	Thu/Fri
Jun 26 - 27	Thu/Fri
Aug 21 - 22	Thu/Fri
Oct 23 - 24	Thu/Fri

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
5:30 PM - 7:30 PM	Technology Update 47564

Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: Contract Review 50096
12:30 PM - 2:30 PM	Beyond the Verdict 50508
2:30 PM - 5:30 PM	Real Estate Market Movers 50753

18-HOUR CE PROGRAM

TEXAS COMPLETE WITH BROKER RESPONSIBILITY

\$119

TAKE IN PERSON OR IN THE CHAMPIONSLIVE VIRTUAL CLASSROOM

The Broker Responsibility course included in this program is required by TREC for brokers who sponsor sales agents, brokers of entities that sponsor sales agents, and delegated supervisors of sales agents.

LEARN ABOUT

- Rules regarding teams, delegated supervisors, and broker associates
- Meeting competency and training requirements for agents
- Policy and procedure requirements for brokerages
- TREC advertising rules, enforcement, and complaints
- Includes mandatory Legal I & II and 3-Hour Contract Review

DALLAS	
Mar 20 - 21	Thu/Fri
Apr 24 - 25	Thu/Fri
May 22 - 23	Thu/Fri
Jun 26 - 27	Thu/Fri
Jul 24 - 25	Thu/Fri
Aug 21 - 22	Thu/Fri
Sep 25 - 26	Thu/Fri

SAN ANTONIO	
Jan 16 - 17	Thu/Fri
Mar 20 - 21	Thu/Fri
May 22 - 23	Thu/Fri
July 24 - 25	Thu/Fri
Sep 25 - 26	Thu/Fri

FORT WORTH	
Mar 13 - 14	Thu/Fri
Apr 10 - 11	Thu/Fri
May 15 - 16	Thu/Fri
Jun 12 - 13	Thu/Fri
Jul 10 - 11	Thu/Fri
Aug 7 - 8	Thu/Fri

CHAMPIONSLIVE	
Mar 10 - 11	Mon/Tue
Apr 28 - 29	Mon/Tue
May 19 - 20	Mon/Tue
May 27 - 28	Tue/Wed
Jun 16 - 17	Mon/Tue
Jul 21 - 22	Mon/Tue
Aug 18 - 19	Mon/Tue
Sep 22 - 23	Mon/Tue

HOUSTON GALLERIA	
Mar 24 - 25	Mon/Tue
Apr 9 - 10	Wed/Thu
May 14 - 15	Wed/Thu
Jun 7 - 8	Sat/Sun
Jul 9 - 10	Wed/Thu
Aug 27 - 28	Wed/Thu

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
5:30 PM - 6:30 PM	Technology in Real Estate 50847
Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: 3-Hour Contract Review 50096
12:30 PM - 6:30 PM	Broker Responsibility (2025-2024) 50498

HOUSTON NORTH	
Feb 20 - 21	Thu/Fri
Mar 13 - 14	Thu/Fri
Jun 26 - 27	Thu/Fri
Jul 28 - 29	Mon/Tue
Aug 28 - 29	Thu/Fri
Sep 22 - 23	Mon/Tue



18-HOUR CE PROGRAM SELECTED TOPICS IN COMMERCIAL REAL ESTATE

\$119

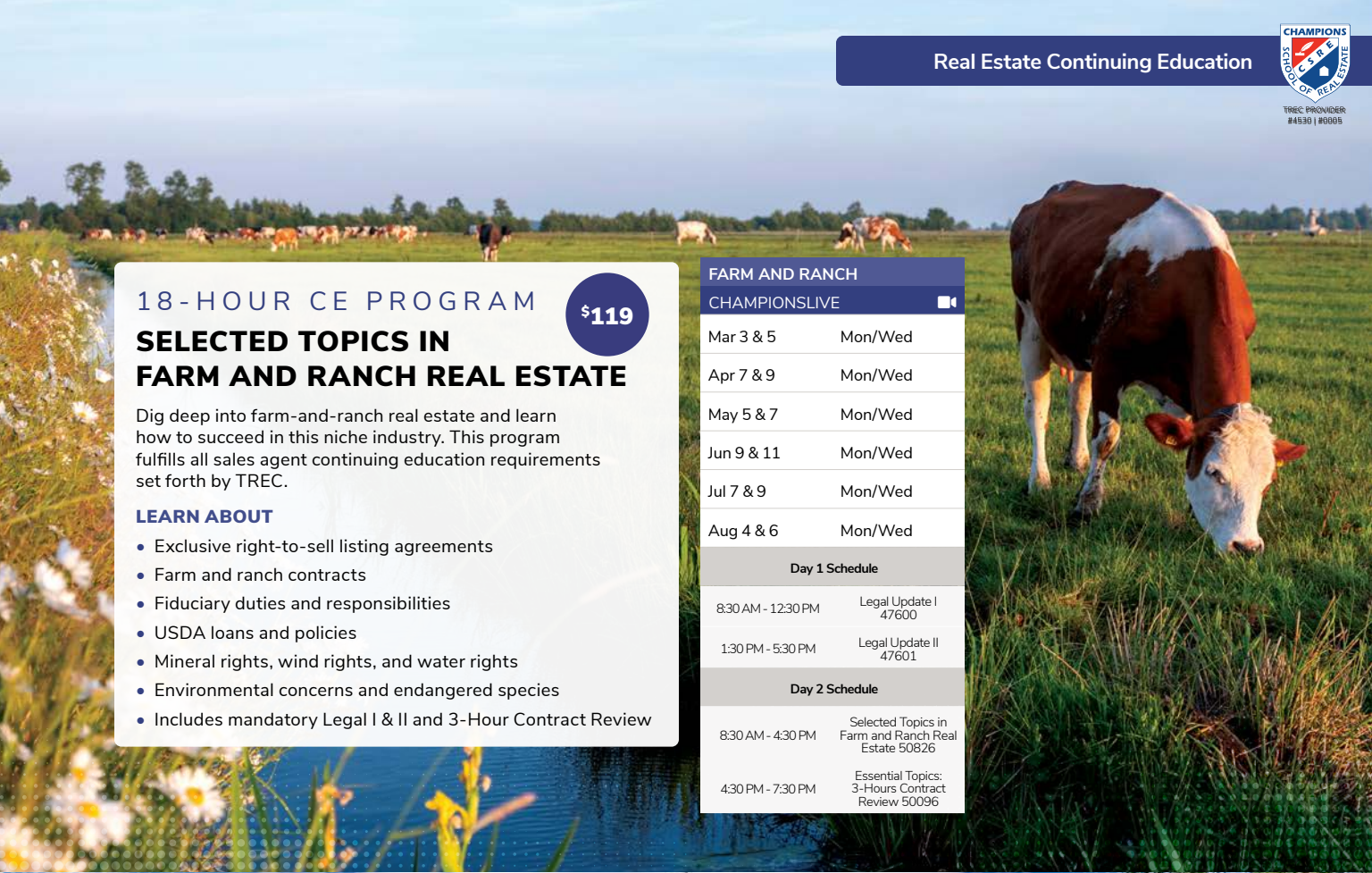
Hoping to learn more about the competitive yet lucrative world of commercial real estate? This program is a great starting point for those trying to break into the field and a great refresher for experienced commercial agents. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Office, industrial, hospitality, and retail properties
- Prospecting and growing a client base
- Technology in marketing and data management trends
- Leasing practices and procedures
- Commercial transaction procedure, from contract to closing
- Investing in commercial real estate
- Includes mandatory Legal I & II and 3-Hour Contract Review

COMMERCIAL REAL ESTATE CHAMPIONSLIVE	
Mar 10 & 12	Mon/Wed
Apr 14 & 16	Mon/Wed
May 12 & 14	Mon/Wed
Jun 16 & 18	Mon/Wed
Jul 14 & 16	Mon/Wed
Aug 11 & 13	Mon/Wed

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
Day 2 Schedule	
8:30 AM - 4:30 PM	Selected Topics in Commercial Real Estate 50798
4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 50096



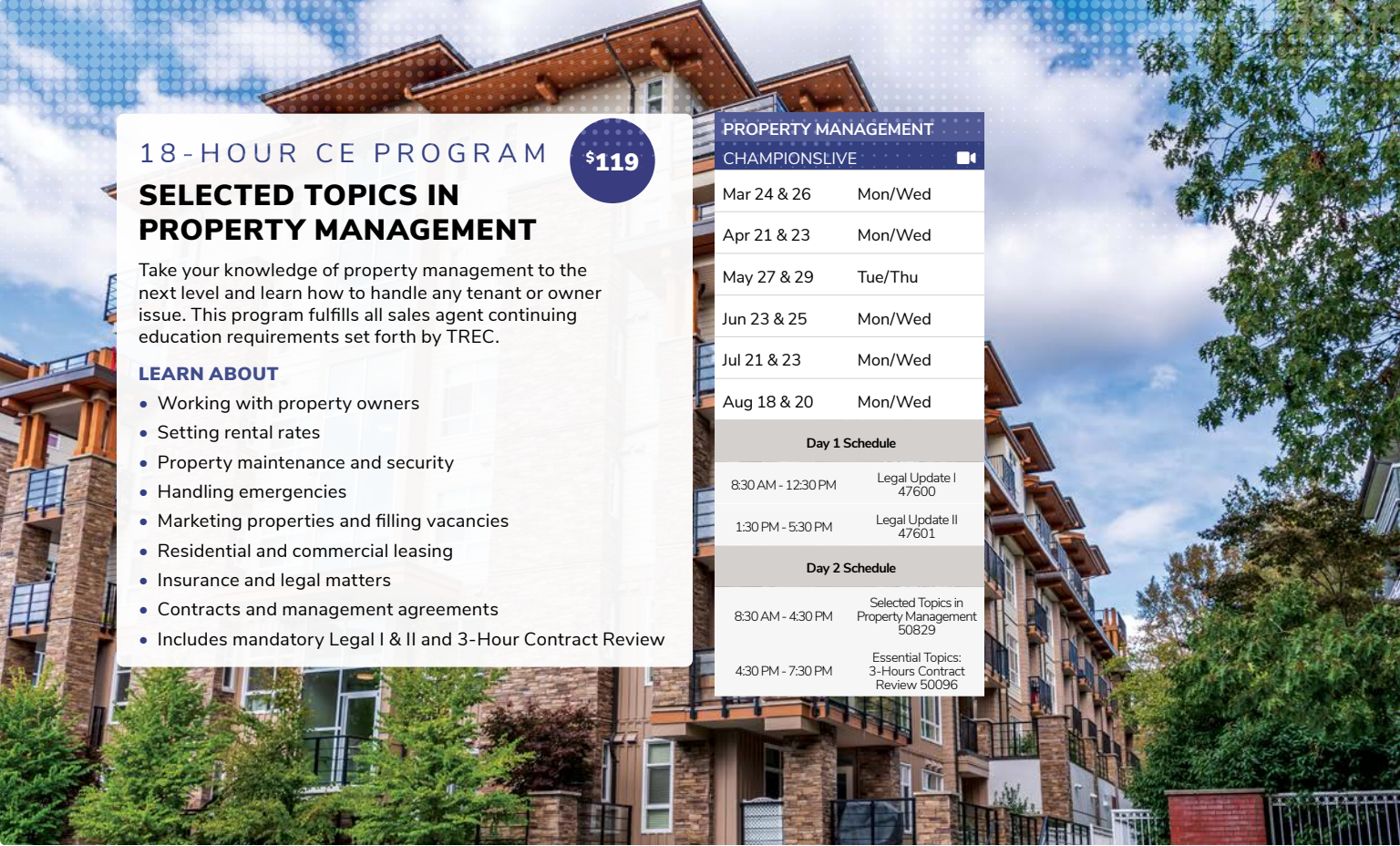
18-HOUR CE PROGRAM **\$119**
SELECTED TOPICS IN FARM AND RANCH REAL ESTATE

Dig deep into farm-and-ranch real estate and learn how to succeed in this niche industry. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Exclusive right-to-sell listing agreements
- Farm and ranch contracts
- Fiduciary duties and responsibilities
- USDA loans and policies
- Mineral rights, wind rights, and water rights
- Environmental concerns and endangered species
- Includes mandatory Legal I & II and 3-Hour Contract Review

FARM AND RANCH CHAMPIONSLIVE	
Mar 3 & 5	Mon/Wed
Apr 7 & 9	Mon/Wed
May 5 & 7	Mon/Wed
Jun 9 & 11	Mon/Wed
Jul 7 & 9	Mon/Wed
Aug 4 & 6	Mon/Wed
Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
Day 2 Schedule	
8:30 AM - 4:30 PM	Selected Topics in Farm and Ranch Real Estate 50826
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 50096



18-HOUR CE PROGRAM **\$119**
SELECTED TOPICS IN PROPERTY MANAGEMENT

Take your knowledge of property management to the next level and learn how to handle any tenant or owner issue. This program fulfills all sales agent continuing education requirements set forth by TREC.

LEARN ABOUT

- Working with property owners
- Setting rental rates
- Property maintenance and security
- Handling emergencies
- Marketing properties and filling vacancies
- Residential and commercial leasing
- Insurance and legal matters
- Contracts and management agreements
- Includes mandatory Legal I & II and 3-Hour Contract Review

PROPERTY MANAGEMENT CHAMPIONSLIVE	
Mar 24 & 26	Mon/Wed
Apr 21 & 23	Mon/Wed
May 27 & 29	Tue/Thu
Jun 23 & 25	Mon/Wed
Jul 21 & 23	Mon/Wed
Aug 18 & 20	Mon/Wed
Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601
Day 2 Schedule	
8:30 AM - 4:30 PM	Selected Topics in Property Management 50829
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 50096



TREC PROVIDER #4530 | #0005

11-HOUR TREC MANDATORY CE PROGRAM

- Essential Topics: 3-Hour Contract Review
- Legal Update I and Legal Update II

\$80

11-Hour Mandatory CE is Available in Online Interactive™

A self-guided delivery method that can be completed remotely on any desktop or mobile device.

ESSENTIAL TOPICS: 3-HOUR CONTRACT REVIEW

Learn to avoid critical contract mistakes and hone your contract knowledge in this review. This course satisfies the 3-hour contract review requirement for continuing education set forth by TREC.

\$30

HOUSTON GALLERIA

Feb 4	Tue
Feb 18	Tue
Mar 18	Tue
Mar 25	Tue
Apr 10	Thu
Apr 18	Fri
May 15	Thu
May 20	Tue
Jun 8	Sun
Jun 17	Tue
Jul 10	Thu
Jul 22	Tue

AUSTIN

Feb 14	Fri
Mar 14	Fri
Apr 18	Fri
May 16	Fri
Jun 20	Fri
Jul 18	Fri

DALLAS

Jan 24	Fri
Feb 21	Fri
Mar 21	Fri
Apr 25	Fri
May 23	Fri
Jun 27	Fri
Jul 25	Fri

FORT WORTH

Feb 14	Fri
Mar 14	Fri
Apr 11	Fri
May 16	Fri
Jun 13	Fri
Jul 11	Fri

HOUSTON NORTH

Feb 21	Fri
Feb 28	Fri
Mar 14	Fri
Mar 28	Fri
Apr 11	Fri
May 16	Fri
Jun 13	Fri
Jun 27	Fri
Jul 18	Fri
Jul 29	Tue
Aug 29	Fri
Sep 23	Tue

3-Hour Contracts | 50096

SAN ANTONIO

Feb 14	Fri
Mar 21	Fri
Apr 25	Fri
May 23	Fri
Jun 27	Fri
Jul 25	Fri

CHAMPIONSLIVE

Essential Topics: 3-Hour Contract Review is held in the virtual classroom every Tuesday from 8:30 AM to 11:30 AM and every Wednesday from 4:30 PM to 7:30 PM.



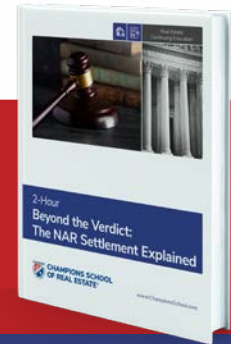
NEW

2-HOUR CE BEYOND THE VERDICT THE NAR SETTLEMENT EXPLAINED

This beneficial course provides a deeper understanding of the recent commission lawsuit settlements and the subsequent mandatory practice changes resulting from those settlements.

By understanding these policy changes and how they are reflected in recent TXR form updates, you will gain the information needed to adapt your own practice to new policies, such as obtaining written agreements from buyers before showing a home and navigating compensation negotiations.

TREC Course #50508



CHAMPIONSLIVE

Jan 28	Tue	7PM - 9PM
Mar 8	Sat	2PM - 4PM
May 28	Wed	3PM - 5PM
Jul 22	Tue	7PM - 9PM
Sep 20	Sat	2PM - 4PM
Nov 26	Wed	3PM - 5PM

8-HOUR CE PROGRAM

LEGAL UPDATE I & II (2024-2025)

\$60

Brush up on crucial legal issues and get key updates. This program TREC's satisfies 8-hour legal update, requirement for continuing education.

AUSTIN

Feb 13	Thu
Mar 13	Thu
Apr 17	Thu
May 15	Thu
Jun 19	Thu
Jul 17	Thu

HOUSTON GALLERIA

Jan 8	Wed
Jan 20	Mon
Feb 3	Mon
Feb 17	Mon
Mar 17	Mon
Mar 24	Mon
Apr 9	Wed
Apr 17	Thu
May 14	Wed
May 19	Mon
Jun 7	Sat
Jun 16	Mon
Jul 9	Wed
Jul 21	Mon

HOUSTON NORTH

Jan 30	Thu
Feb 20	Thu
Feb 27	Thu
Mar 13	Thu
Mar 27	Thu
Apr 10	Thu
May 15	Thu
Jun 12	Thu
Jun 26	Thu
Jul 17	Thu
Jul 28	Mon
Aug 28	Thu
Sep 22	Mon

DALLAS

Jan 23	Thu
Feb 20	Thu
Mar 20	Thu
Apr 24	Thu
May 22	Thu
Jun 26	Thu
Jul 24	Thu

CHAMPIONSLIVE

Apr 17	Thu
May 14	Wed
May 19	Mon
Jun 7	Sat
Jun 16	Mon
Jul 9	Wed
Jul 21	Mon

FORT WORTH

Feb 13	Thu
Mar 13	Thu
Apr 10	Thu
May 15	Thu
Jun 12	Thu
Jul 10	Thu

SAN ANTONIO

Feb 13	Thu
Mar 20	Thu
Apr 24	Thu
May 22	Thu
Jun 26	Thu
Jul 24	Thu

CHAMPIONSLIVE

8-Hour TREC Legal Update I & II is held in the virtual classroom every Monday from 8:30 AM to 5:30 PM.

Day 1 Schedule

8:30 AM - 12:30 PM
Legal Update I 47600

1:30 PM - 5:30 PM
Legal Update II 47601



NEW! 18-HOUR Online Interactive™ CE Program

A self-guided delivery method that can be completed remotely on any desktop or mobile device.

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



AVAILABLE NOW! NAVIGATING THE NEW ERA OF REAL ESTATE

- Legal Update I & II (8 Hours)
- Technology Update (2 Hours)
- Essential Topics: Contract Review (3 Hours)
- 3-Hour Real Estate Market Movers
- 2-Hour Beyond the Verdict: The NAR Settlement Explained

DESIGNATIONS AND CERTIFICATIONS	DELIVERY	COURSE #	CE HOURS
Seller Representative Specialist	📺	32071	15
Accredited Buyer's Representative	📺	33447	15
Accredited Luxury Home Specialist	📺	47951	10
Marketing Strategy & Lead Generation	📺	48085	8
Home Finance Resource	📺	49686	8
Real Estate Professional Assistant	📺	46938	15
New Home Construction	📺	32072	8
Real Estate Negotiation Expert	📺	40073	15
Seniors Real Estate Specialist	📺	31836	15
Pricing Strategies: Mastering the CMA	📺	33058	8
Military Relocation Professional	📺	47858	8
Certified Home Marketing Specialist	📺	49377	8

Course Delivery Options

To learn more about delivery methods, go to ChampionsSchool.com/resources/delivery-methods/

- 👤 Classroom
- 📺 ChampionsLive
- ▶️ Online Interactive
- 📄 Online Correspondence

REAL ESTATE CE	DELIVERY	COURSE #	HOURS
Farm and Ranch Real Estate	📺	47919	10
Commercial Real Estate	📺	46727	10
Prospering with Trends and Strategies	📺	49378	10
Risk Reduction Assessment	📺	48772	10
The 3 T's to Success: Tools, Trends & Technology	📺	48771	10
Property Management	📺	47602	10
Prospering In The Hot Texas Market	📺	48773	10
Real Estate Trends and Disruptors	📺📺	48127, 48126	8
Ownership Variations and Valuations	📺📺	50052, 50053	7
Selected Topics in Commercial Real Estate	📺📺	50798, 50799	7
Selected Topics in Farm and Ranch	📺📺	50826, 50827	7
Selected Topics in Property Management	📺📺	50829, 50830	7
Broker Responsibility Course (2025-2026)	👤📺📺📺	50498	6
Eye on Real Estate: Trends and Disruptors	📺📺	50788, 50789	5
Success Strategies	📺	47859	4
Texas Common Legal Issues in Real Estate	📺	50921, 50922	4
Legal Update I (2024-2025)	👤📺📺📺	47600	4
Legal Update II (2024-2025)	👤📺📺📺	47601	4
Emotional Intelligence in Real Estate	📺📺	46138, 46432	3
Essential Topics: 3-Hour Contract Review	👤📺📺📺	50096, 50097, 50086	3
NEW! Real Estate Market Movers	👤📺📺📺	50753, 50752	3
NEW! Beyond the Verdict: The NAR Settlement Explained	👤📺📺📺	50508, 50599	2
Buying Power: Interest Rates Exposed	📺	49706	2
Easy Steps for Using the Buyer's Representation Agreement	📺	47918	2
Flood Red Flags	📺	48134	2
How to Prepare Your Personal Business Plan	📺	46301	2
Know Your Landlord and Tenant Rights	📺	51237, 51238	2
Polish and Professionalism in Real Estate	📺	48609	2
Property Tax Remedies	📺	48132	2
Introduction to Artificial Intelligence	📺	50970	2
Real Estate Investing	📺	48130	2
Real Estate Disruptors	📺	48128	2
Real Estate Trends	📺	48136	2
Selling to Different Generations	📺	48757	2
NEW! Success with Short Term Rentals: Vacancy to Value	📺	50926, 50927	2
Technology Update	👤📺📺📺	50087, 47860, 47564	2
The Truth-In-Lending Disclosures	📺	48140	2
Writing and Understanding a Policies and Procedures Manual	📺	49274	2
Avoiding Costly Fair Housing Mistakes	📺	51314	1
Positively Outstanding Client Service	📺	49269	1
Technology in Real Estate	👤📺📺📺	50088, 50847, 50849	1



TREC PROVIDER #4530 | #0005

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
Dec 4 - 5 Wed/Thu	Jun 25 - 26 Wed/Thu
Dec 11 - 12 Wed/Thu	Jul 23 - 24 Wed/Thu
Dec 16 - 17 Mon/Tue	Aug 27 - 28 Wed/Thu
Jan 8 - 9 Wed/Thu	Sep 24 - 25 Wed/Thu
Feb 5 - 6 Wed/Thu	Oct 8 - 9 Wed/Thu
Mar 3 - 4 Mon/Tue	Day 1 & 2 Schedule
Apr 2 - 3 Wed/Thu	8:30 AM - 4:45 PM
May 28 - 29 Wed/Thu	ABR: 33447

\$389
\$369
SAVE \$20!

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.

\$250

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	CHAMPIONSLIVE
Dec 4 - 5 Wed/Thu	Aug 13 - 14 Wed/Thu
Jan 29 - 30 Wed/Thu	Sep 17 - 18 Wed/Thu
Feb 26 - 27 Wed/Thu	Oct 29 -30 Wed/Thu
Mar 26 - 27 Wed/Thu	Day 1 & 2 Schedule
Apr 23 - 24 Wed/Thu	8:30 AM - 4:45 PM
May 19 - 20 Wed/Thu	SRS: 32071
Jun 4 - 5 Wed/Thu	Annual dues are waived for the first year. Fee is \$99 thereafter.
Jul 30 - 31 Wed/Thu	

\$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

Feb 7	Fri
Mar 7	Fri
Apr 4	Fri
May 30	Fri
Jun 27	Fri
Jul 25	Fri

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

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

CHAMPIONSLIVE

Feb 28	Fri
Mar 28	Fri
Apr 18	Fri
May 16	Fri
Jun 20	Fri
Jul 18	Fri

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

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

CHAMPIONSLIVE

Feb 14	Fri
Mar 14	Fri
Apr 11	Fri
May 9	Fri
Jun 13	Fri
Jul 11	Fri

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

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

CHAMPIONSLIVE

Feb 12 - 13	Wed/Thu
Mar 12 - 13	Wed/Thu
Apr 16 - 17	Wed/Thu
May 27 - 28	Wed/Thu
Jun 11 - 12	Wed/Thu
Jul 9 - 10	Wed/Thu

Day 1 & 2 Schedule
8:30 AM - 4:45 PM
RENE: 40073

\$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	
Feb 19 - 20	Wed/Thu
Mar 19 - 20	Wed/Thu
Apr 23 - 24	Wed/Thu
May 21 - 22	Wed/Thu
Jun 25 - 26	Wed/Thu
Jul 23 - 24	Wed/Thu
Day 1 & 2 Schedule	
8:30 AM - 5:15 PM	
ALHS: 47951	
\$289	10 CE Hours

CHAMPIONSLIVE	
Feb 5	Wed
Mar 5	Wed
Apr 8	Tue
May 6	Tue
Jun 10	Tue
Jul 10	Fri
Schedule	
8:30 AM - 5:15 PM	
CHMS: 49377	
\$239	8 CE Hours

CHAMPIONSLIVE	
Mar 17 - 18	Mon/Tue
May 21 - 22	Wed/Thu
Jul 16 - 17	Wed/Thu
Sep 3 - 4	Wed/Thu
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
SRES: 31836	
\$250	15 CE Hours
	ABR & SRS Elective

CHAMPIONSLIVE	
Feb 17 - 18	Mon/Tue
Apr 9 - 10	Wed/Thu
Jun 18 - 19	Wed/Thu
Aug 13 - 14	Wed/Thu
Oct 15 - 16	Wed/Thu
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
REPA: 46938	
\$250	15 CE Hours
	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 pets
- 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	
Mar 21	Fri	Mar 21	Fri
May 23	Fri	Jun 6	Fri
Jul 3	Thu	Sep 19	Fri
Schedule		Schedule	
8:30 AM - 5:15 PM		8:30 AM - 5:15 PM	
HFR: 49686		MSLG: 48085	
\$139	8 CE Hours	\$139	8 CE Hours
ABR & SRS Elective		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 to 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
- Invitations to Exclusive Events at NAR Meetings
- Access to a private Facebook group for facilitating referral and knowledge exchange

GLOBAL REAL ESTATE: LOCAL MARKETS | 35821

Jan 29	Wed
Mar 27	Thu

GLOBAL REAL ESTATE: TRANSACTION TOOLS | 35820

Jan 30	Thu
Mar 28	Fri

THE AMERICAS AND INT. REAL ESTATE | 35819

Feb 20	Thu
Apr 17	Thu

ASIA-PACIFIC AND INT. REAL ESTATE | 35733

Feb 21	Fri
Apr 18	Fri

EUROPE AND INT. REAL ESTATE | 35732

Mar 20	Thu
May 15	Thu



CIPS DESIGNATION OPTIONS

CIPS Program Courses + Elective

\$725
\$550
SAVE \$175!

40
CE Hours
Total

This program includes the 2 core and 3 international electives.

Individual CIPS Courses

\$145

8
CE Hours per
course

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	