

SALES AGENT APPRENTICE EDUCATION

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.



SAE Renewal Programs	Hours	Delivery	Price
98-Hour SAE Renewal Program <ul style="list-style-type: none"> 2 SAE elective courses (60 Hours) 1 SAE Brokerage course (30 Hours) TREC Legal Update I and Legal Update II (8 Hours) 	98		\$575 \$495 SAVE \$80
90-Hour SAE Renewal Program <ul style="list-style-type: none"> 2 SAE elective courses (60 Hours) 1 SAE Brokerage course (30 Hours) <i>8 hours of Legal Update is still required for license renewal</i> 	90		\$495 \$435 SAVE \$60
Individual 30-Hour SAE Courses	30		\$165
Legal Update I & Legal Update II See page 26 for Legal Update I and II schedules	8		\$60

New sales agents are required to complete **98 hours** of sales agent apprentice education within the first two years of receiving their real estate license. Our 98-hour program includes **two 30-hour elective courses, 30-hour Brokerage, 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.

Course Delivery Options

- Blended Classroom
- Virtual Classroom
- Online Interactive
- Online Correspondence

Learn More About Delivery Methods at www.ChampionsSchool.com

IMPORTANT NOTE
 Starting Oct 1ST, 2023, all licensees are required to take the Real Estate Brokerage (752) course for renewal.

STATEWIDE CLASS SCHEDULE

SAE CLASSROOM

2-Day SAE Classes	
Day 1 & 2	8:30 AM – 4:45 PM
4-Day Evening Classes	
Mon – Thu	6:00 PM – 9:45 PM

AUSTIN

Oct 12 - 13	Sat - Sun	Property Mgmt
Oct 16 - 17	Wed - Thu	Brokerage
Oct 21 - 22	Mon - Tue	Power House
Nov 4 - 7	Mon - Thu PM	Investments
Nov 16 - 17	Sat - Sun	Commercial
Nov 18 - 19	Mon - Tue	Brokerage
Dec 11 - 12	Wed - Thu	Inspection
Dec 14 - 15	Sat - Sun	Brokerage
Dec 16 - 17	Mon - Tue	Power House
Jan 6 - 9	Mon - Thu PM	Power House
Jan 18 - 19	Sat - Sun	RE Mort Finance
Jan 22 - 23	Wed - Thu	Brokerage
Feb 10 - 11	Mon - Tue	Investments
Feb 15 - 16	Sat - Sun	Property Mgmt
Feb 24 - 25	Mon - Tue	Brokerage
Mar 5 - 6	Wed - Thu	Commercial
Mar 10 - 13	Mon - Thu PM	Inspection
Mar 22 - 23	Sat - Sun	Brokerage

DALLAS

Oct 9 - 10	Wed - Thu	Brokerage
Oct 19 - 20	Sat - Sun	Investments
Oct 28 - 29	Mon - Tue	Appraisal
Nov 11 - 12	Mon - Tue	Brokerage
Nov 16 - 17	Sat - Sun	RE Mort Finance
Nov 25 - 26	Mon - Tue	Inspection
Dec 2 - 3	Mon - Tue	Investments
Dec 4 - 5	Wed - Thu	Brokerage
Dec 16 - 17	Mon - Tue	Power House
Jan 11 - 12	Sat - Sun	Appraisal
Jan 15 - 16	Wed - Thu	Property Mgmt
Jan 20 - 21	Mon - Tue	Brokerage
Feb 5 - 6	Wed - Thu	Marketing
Feb 15 - 16	Sat - Sun	Brokerage
Feb 24 - 25	Mon - Tue	Power House
Mar 5 - 6	Wed - Thu	Investments
Mar 17 - 18	Mon - Tue	Brokerage
Mar 29 - 30	Sat - Sun	RE Mort Finance

FORT WORTH

Oct 5 - 6	Sat - Sun	Investments
Oct 23 - 24	Wed - Thu	Property Mgmt
Oct 28 - 29	Mon - Tue	Brokerage
Nov 9 - 10	Sat - Sun	Appraisal
Nov 11 - 12	Mon - Tue	Power House
Nov 18 - 19	Mon - Tue	Brokerage
Dec 2 - 3	Mon - Tue	Marketing
Dec 9 - 10	Mon - Tue	Brokerage
Dec 16 - 17	Mon - Tue	Investments
Jan 6 - 7	Mon - Tue	Inspection
Jan 15 - 16	Wed - Thu	Brokerage
Jan 27 - 28	Mon - Tue	Power House
Feb 8 - 9	Sat - Sun	Brokerage
Feb 17 - 18	Mon - Tue	RE Mort Finance
Feb 26 - 27	Wed - Thu	Commercial
Mar 3 - 4	Mon - Tue	Marketing
Mar 15 - 16	Sat - Sun	Investments
Mar 26 - 27	Wed - Thu	Brokerage

HOUSTON GALLERIA

Sep 23 - 24	Mon - Tue	Appraisal
Sep 25 - 26	Wed - Thu	RE Mort Finance
Oct 12 - 13	Sat Sun	Brokerage
Oct 19 - 20	Sat Sun	Investments
Oct 30 - 31	Wed - Thu	RE Mort Finance
Nov 6 - 7	Wed - Thu	Property Mgmt
Nov 9 - 10	Sat Sun	Brokerage
Nov 18 - 19	Mon - Tue	Commercial
Dec 16 - 17	Mon - Tue	Brokerage
Dec 18 - 19	Wed - Thu	RE Mort Finance
Dec 21 - 22	Sat Sun	Investments
Jan 13 - 14	Mon - Tue	Appraisal
Jan 15 - 16	Wed - Thu	Commercial
Jan 18 - 19	Sat Sun	Brokerage
Feb 8 - 9	Sat Sun	Brokerage
Feb 10 - 11	Mon - Tue	Investments
Feb 19 - 20	Wed - Thu	RE Mort Finance
Mar 1 - 2	Sat Sun	Investments
Mar 10 - 11	Mon - Tue	Property Mgmt
Mar 19 - 20	Wed - Thu	Brokerage

Real Estate SAE Course Descriptions

A Realtors Resource Guide on Residential Mortgage Financing — 426

This course will provide real estate license holders with a more detailed understanding of the mortgage loan origination process and the loan products available to homebuyers. Any student interested in learning more about the process of originating residential mortgage loans and the types of loans and loan products available to buyers will benefit from taking this course. Textbook: \$39

Property Management — 851

This specialized course is an overview of residential and commercial industrial management. It explores the daily issues facing practitioners including maintenance, accounting, administrative tasks, and legal activities. The course also provides information on federal regulations such as civil rights, fair housing, ADA issues, and environmental concerns. It provides a comprehensive introduction to the field of property management for anyone seeking to enter the field, those who are already in the field, and any real estate agent seeking to broaden their education beyond listing and selling. Textbook: \$39

Real Estate Brokerage — 752

This course teaches you how to set up your real estate brokerage office. It offers practical, experienced-based strategies and techniques for managing virtually every aspect of a real estate office. This course covers business planning, development guidelines, and how to recruit and retain agents. The textbook teaches time-tested techniques and provides authoritative guidance, making this course an indispensable resource for brokers, owners, and managers. Textbook: \$39

Real Estate Investment — 935

This specialized course teaches the basic principles and strategy of real estate investment. Special income tax rules, tools of analysis, comparison screening, discount analysis, computer-aided analysis, and marketing investment properties are all presented in this basic course. Textbook: \$39

Real Estate Marketing — 551

This course is a must for agents who wish to thrive and survive in today's highly competitive real estate market. This course covers all of the areas necessary to present yourself as a professional and well-trained agent. It will introduce and review all aspects of successful real estate marketing techniques for the agent. Textbook: \$39

STATEWIDE CLASS SCHEDULE

SAE CLASSROOM & LIVE

HOUSTON NORTH		
Oct 2 - 3	Wed - Thu	Power House
Oct 12 - 13	Sat - Sun	Investments
Oct 21 - 22	Mon - Tue	Brokerage
Nov 2 - 3	Sat - Sun	Marketing
Nov 11 - 12	Mon - Tue	RE Mort Finance
Nov 13 - 14	Wed - Thu	Brokerage
Dec 14 - 15	Sat - Sun	Commercial
Dec 16 - 17	Mon - Tue	Property Mgmt
Dec 18 - 19	Wed - Thu	Brokerage
Jan 11 - 12	Sat - Sun	Brokerage
Jan 22 - 23	Wed - Thu	Power House
Jan 27 - 28	Mon - Tue	RE Mort Finance
Feb 17 - 18	Mon - Tue	Brokerage
Feb 22 - 23	Sat - Sun	Investments
Feb 24 - 25	Mon - Tue	Inspection
Mar 10 - 11	Mon - Tue	Marketing
Mar 15 - 16	Sat - Sun	Brokerage
Mar 19 - 20	Wed - Thu	RE Mort Finance

SAN ANTONIO		
Sep 28 - 29	Sat - Sun	Power House
Oct 9 - 10	Wed - Thu	Marketing
Oct 14 - 15	Mon - Tue	Brokerage
Oct 26 - 27	Sat - Sun	Property Mgmt
Nov 9 - 10	Sat - Sun	Brokerage
Nov 11 - 12	Mon - Tue	Power House
Nov 23 - 24	Sat - Sun	Commercial
Dec 2 - 5	Mon - Thu PM	Brokerage
Dec 14 - 15	Sat - Sun	Inspection
Dec 16 - 17	Mon - Tue	RE Mort Finance
Jan 6 - 7	Mon - Tue	Brokerage
Jan 18 - 19	Sat - Sun	Investments
Jan 27 - 28	Mon - Tue	Power House
Feb 8 - 9	Sat - Sun	Brokerage
Feb 17 - 18	Mon - Tue	Marketing
Feb 22 - 23	Sat - Sun	Commercial
Mar 3 - 6	Mon - Thu PM	Brokerage
Mar 12 - 13	Wed - Thu	Power House
Mar 29 - 30	Sat - Sun	Inspection

CHAMPIONSLIVE		
Sep 25 - 26	Wed - Thu	Investment
Sep 28 - 29	Sat - Sun	Brokerage
Sep 30 - Oct 1	Mon - Tue	Power House
Oct 7 - 10	Mon - Thu PM	Brokerage
Oct 9 - 10	Wed - Thu	Appraisal
Oct 12 - 13	Sat - Sun	Marketing
Oct 14 - 15	Mon - Tue	Property Mgmt
Oct 21 - 24	Mon - Thu PM	Inspection
Oct 23 - 24	Wed - Thu	Brokerage
Oct 26 - 27	Sat - Sun	Power House
Oct 28 - 29	Mon - Tue	Investments
Nov 4 - 7	Mon - Thu PM	Investments
Nov 6 - 7	Wed - Thu	RE Mort Finance
Nov 9 - 10	Sat - Sun	Brokerage
Nov 11 - 12	Mon - Tue	Power House
Nov 18 - 21	Mon - Thu PM	Commercial
Nov 20 - 21	Wed - Thu	Inspection
Nov 23 - 24	Sat - Sun	Marketing
Nov 25 - 26	Mon - Tue	Brokerage
Dec 2 - 5	Mon - Thu PM	Appraisal
Dec 4 - 5	Wed - Thu	Property Mgmt
Dec 7 - 8	Sat - Sun	Brokerage
Dec 9 - 10	Mon - Tue	Marketing
Dec 16 - 19	Mon - Thu PM	Brokerage
Dec 18 - 19	Wed - Thu	Power House
Dec 21 - 22	Sat - Sun	Investments
Dec 26 - 27*	Thu - Fri	Brokerage
Jan 4 - 5	Sat - Sun	Brokerage
Jan 6 - 9	Mon - Thu PM	Power House
Jan 8 - 9	Wed - Thu	Inspection
Jan 13 - 14	Mon - Tue	Appraisal
Jan 18 - 19	Sat - Sun	Math
Jan 20 - 23	Mon - Thu PM	Marketing
Jan 22 - 23	Wed - Thu	Investments
Jan 27 - 28	Mon - Tue	Brokerage
Feb 1 - 2	Sat - Sun	Commercial
Feb 3 - 6	Mon - Thu PM	Brokerage
Feb 5 - 6	Wed - Thu	RE Mort Finance
Feb 10 - 11	Mon - Tue	Investments

CHAMPIONSLIVE (CONTINUED)		
Feb 15 - 16	Sat - Sun	Power House
Feb 17 - 20	Mon - Thu PM	Inspection
Feb 19 - 20	Wed - Thu	Brokerage
Feb 24 - 25	Mon - Tue	Marketing
Mar 1 - 2	Sat - Sun	Brokerage
Mar 3 - 6	Mon - Thu PM	Math
Mar 5 - 6	Wed - Thu	Appraisal
Mar 10 - 11	Mon - Tue	Power House
Mar 15 - 16	Sat - Sun	Marketing
Mar 17 - 20	Mon - Thu PM	Property Mgmt
Mar 19 - 20	Wed - Thu	Investments
Mar 24 - 25	Mon - Tue	Brokerage
Mar 29 - 30	Sat - Sun	Inspection
Mar 31 - Apr 3	Mon - Thu PM	Power House

2-Day SAE Classes	
Day 1 & 2	8:30 AM – 4:45 PM
4-Day Evening Classes	
Mon – Thu	6:00 PM – 9:45 PM

TREC'S REQUIREMENTS FOR FIRST TIME SALES AGENT LICENSE RENEWAL

All active and inactive sales agents who are under the Sales Agent Apprentice Education (SAE) requirement, must complete 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 98 hours.

IMPORTANT NOTE: Starting Oct 1st, 2023, all licensees are required to take the Real Estate Brokerage (751) course for renewal.

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.**

Real Estate SAE Course Descriptions

Real Estate Marketing: Commercial Real Estate — 545

This course is an introduction to the specialty of commercial real estate. The listing process, using the proper commercial forms, and marketing strategies are included. The course introduces concepts critical to successfully working with commercial properties and clients. This course is for the new agent who wants to know about commercial real estate as well as the experienced agent seeking new ideas or ways to brush up on existing techniques. Textbook: \$39

Real Estate Marketing: Power House Training — 527

The purpose of this dynamic course is to assist new agents in developing skills and knowledge required for a successful career in the real estate industry. New sales agents who take this course will be better equipped to practice ethically and effectively. The course material addresses current techniques and approaches for a long-term successful career and provides step-by-step guidance to starting up and maintaining your real estate business. The real estate Code of Ethics and Standards of Practice are emphasized throughout the course. Textbook: \$39

Real Estate Math — 651

Real Estate Math is a course dedicated to helping students overcome their fear of math, and to developing an understanding that math is a necessary component of real estate education throughout their career. The textbook will review basic math, commissions, area and volume, appreciation and depreciation, interest, finance, and many other topics relevant to agents pursuing a career in real estate. All components are designed to ensure the student comprehends and can apply the math skills learned during the course. Textbook: \$39

Residential Appraisal for Real Estate Agents — 228

The 30-hour Residential Appraisal for Real Estate Agents course is designed to expand the working real estate agent's understanding of residential appraisal concepts and valuation processes.

Topics covered in this course include an overview of the appraisal development process, appraisal calculations, and a review of valuation processes. This course will increase the agent's existing knowledge base and further refine their understanding of the appraisal process! Textbook: \$39

Residential Inspection for Real Estate Agents — 1035

This easy-to-understand guide to residential home inspection arms agents with critical inspection information, including foundational construction terms, on issues such as Stachybotrys. Additionally, students will learn to identify common home problems and review questions that come up during real estate inspections. Textbook: \$39



SALES AGENT APPRENTICE EDUCATION (SAE)	DELIVERY	COURSE #	HOURS
A REALTORS® Resource Guide on Residential Mortgage Financing	  	426	30
Residential Property Management	  	851	30
Real Estate Appraisal: Practices and Procedures		227	30
Real Estate Appraisal: Principle		240	30
Real Estate Brokerage	   	752	30
Real Estate Investment	  	935	30
Real Estate Law		335	30
Real Estate Marketing	  	551	30
Real Estate Marketing: Commercial Real Estate	   	545	30
Real Estate Marketing: Power House Training	   	527	30
Real Estate Math	  	651	30
Residential Inspection for Real Estate Agents	  	1035	30
Residential Appraisal for Real Estate Agents	  	228	30



REAL ESTATE BROKER LICENSING

WE HAVE ALL THE CLASSES YOU NEED TO MEET THE EDUCATION REQUIREMENTS FOR A REAL ESTATE BROKER LICENSE

We encourage our students to work towards a real estate broker license once they become licensed real estate agents. A real estate broker license will give you instant credibility because it is recognized by the general public.

WHY SHOULD YOU GET YOUR REAL ESTATE BROKER LICENSE?

- If you have a bachelor's degree or higher, you may need only one additional course with your college hours to take your broker's test.
- Broker associates can stay with their current firm or open their own brokerage.
- It is only an additional \$8.⁹²/month to renew.

BROKER PROGRAM	Hours	Delivery	Price
10-Course Broker Program Choose any 10 core courses towards your real estate broker license.	300		\$1350 SAVE \$300
5-Course Broker Program Choose any 5 core courses towards your real estate broker license.	150		\$725 SAVE \$100
Broker Exam Prep Course <ul style="list-style-type: none"> • National Module • State Module 			\$250 <small>• \$125 State • \$125 National</small>

TEXAS REAL ESTATE BROKER LICENSE REQUIREMENTS

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

GET A BROKER PLAN OF ATTACK
ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/



Calculating the 360 Experience Points

You must accumulate at least 360 points to qualify for a real estate 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 www.ChampionsSchool.com/real-estate/tx/broker/license/ to get more details.

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., that clearly demonstrates the active participation of the applicant in each transaction.