



# CHAMPIONS SCHOOL OF REAL ESTATE®

CELEBRATING OVER 40 YEARS OF EDUCATION!

## COURSE CATALOG

SPRING/SUMMER

REAL ESTATE

DESIGNATIONS

LOAN ORIGINATION

HOME INSPECTION

APPRAISAL

BUSINESS ETIQUETTE

AUSTIN

DALLAS

FORT WORTH

HOUSTON

SAN ANTONIO

ONLINE

CHAMPIONSLIVE

NATIONAL

# 2024



# SPRING/SUMMER COURSE CATALOG 2024

## A CAREER IN REAL ESTATE AWAITS

Choosing a career in the real estate industry is the first step to an exciting and eventful path to success. With an array of options for an interesting and exciting career, it's no wonder that Texans become real estate agents, brokers, loan originators, appraisers, and inspectors every day!

## ARE YOU READY TO BE YOUR OWN BOSS?

Why is Champions School of Real Estate the preferred school by so many brokers and agents?

- ✓ Updated, leading-edge course material created by our own in-house curriculum development team
- ✓ Instructors are practicing professionals with at least five years of industry experience
- ✓ Customized educational programs
- ✓ Day, night, and weekend classes offered via Classroom, Virtual Classroom, Correspondence, and Online Interactive
- ✓ Career counselors available at campuses Monday through Saturday in person, by phone, or online chat
- ✓ Build your business with up-to-date courses, special designations, and continuing education
- ✓ Free networking events, career nights, virtual study halls, career fairs, and annual free industry updates live streamed and in-person
- ✓ Free Real Estate Superstar Today interview series on [YouTube.com/ChampionsSchool](https://www.youtube.com/ChampionsSchool) and Podcast
- ✓ Broker-sponsored classroom meals in which you can learn about different brokerages in your area

Call a counselor,  
Go to [ChampionsSchool.com](https://ChampionsSchool.com),  
or visit a campus today!

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### CHAMPIONS SCHOOL OF REAL ESTATE® CHARITABLE CONTRIBUTIONS 2022 – 2023

- American Cancer Society
- American Heart Association Harris Co.
- American Heart Association Montgomery Co.
- AREAA
- AREAA Lion Dance Sponsorship
- Asian Real Estate Association of America
- Austin Association of Real Estate Brokers
- Austin Board of REALTORS®
- Austin Business Journal
- Austin Mortgage Bankers Association
- Battle of the Bras event for WCR Collin County
- Burgers for Babies Annual Fundraiser
- Collin County Association of REALTORS®
- Council of Residential Specialists
- Easter Seals of North Texas
- FACE
- Four River Association of REALTORS®
- Greater Denton/Wise Association of REALTORS®
- Greater Fort Worth Association of REALTORS®
- Houston Association of REALTORS®
- Keller Williams Austin Vendor Partner Program
- Lone Star College Endowment Fund
- MD Anderson
- Metrotex Association of REALTORS®
- Montgomery County Women's Shelter
- Nancy Owens Breast Cancer Awareness
- National Association of REALTORS®
- North Texas Food Bank
- Northwest Area Ministries
- Platinum Top 50 Austin | San Antonio
- Snowball Express
- Susan Komen Race for the Cure
- Texas Children's Hospital
- Spears Elementary, Frisco ISD
- The Woodlands Chamber of Commerce
- TREPAC — Auction Donations
- Williamson County Board of REALTORS®
- Women's Council of REALTORS® Austin
- Women's Council of REALTORS® – Local Chapters
- Women's Council of REALTORS® – Texas Chapter
- Woodlands High School Youth Athletics Foundation

## NOW IS THE TIME FOR A CAREER IN REAL ESTATE, LOAN ORIGINATION, INSPECTION OR APPRAISAL!

If you are considering a career in real estate or any related field, you are fortunate to live in Texas. Real estate brokers, agents, and affiliates are excited about the future of the Texas market!

### CHAMPIONS SCHOOL OF REAL ESTATE® IS THE CHOICE SCHOOL FOR A NEW CAREER!

We have career counselors at our brick-and-mortar schools in every major metropolitan area of Texas to help answer any question you may have. We also have online counselors who you can speak with via live chat.

- ✓ Our teachers have at least 5 years of experience in their subject matter and at least 5 years of experience teaching adults. We strive to make our classes a comfortable, stress-free experience for optimal learning!
- ✓ Champions offers convenient delivery methods available for you: brick-and-mortar Classroom, Blended Classroom, **ChampionsLive**, and Online Interactive.
- ✓ Grade A customer service rating from The Better Business Bureau and **7,000+** ★★★★★ Google reviews!

#### You Can Do It — We Can Help!

See you in class, and thank you for choosing to be a Champion!

**Rita D. Santamaria**   **Kimberly D. Dydalewicz**  
Owner, Founder, CEO   Co-Owner, President



**Rita D. Santamaria**  
Owner, Founder, and CEO

Rita Santamaria became an entrepreneur when she started her career in Real Estate sales in Plano, Texas in the late 1970s and then moved to Houston and put her education and Real Estate expertise together to open Champions School of Real Estate® in 1983. Since then, Rita has expanded the business by launching a successful online campus and opening brick-and-mortar campuses in Austin, Dallas, Fort Worth, Houston, and San Antonio.



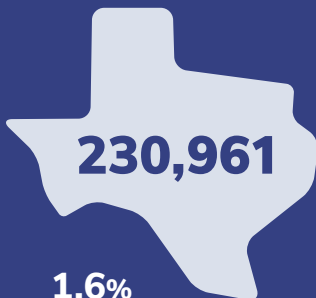
**Kimberly Dydalewicz**  
Co-Owner and President

Kimberly Dydalewicz is the President of Champions School of Real Estate®, the nation's largest Real Estate education provider. For over 25 years, Dydalewicz assists with the day to day operational aspects of the company, which has grown to encompass nine campuses throughout Texas, seven state-of-the-art ChampionsLive! studios, independent curriculum development department, Business Etiquette division, and Online division along with over 200 full-time and contract employees and instructors.



I opened Champions School of Real Estate in 1983 to bring the "total learning experience" to new licensees. The total experience means current information on what is happening in the real estate market today, qualified instructors who love to teach, and a learning environment that says, "Welcome and thank you for choosing our school." Our goal is to help you achieve excellence through our quality education.

— **Rita Santamaria**,  
Founder and CEO



**1.6%**

population increase from the year prior, ranking

**#2** in the US for relocation

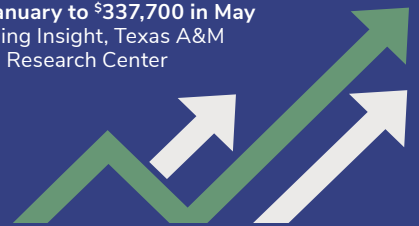
— US Census Bureau, 2022



Buyers purchase a home through a real estate agent

### REAL ESTATE SALES AGENTS REMAIN A VITAL PART OF THE HOME SEARCH PROCESS AND ARE THE MOST RELIED-UPON SOURCE FOR HOME BUYERS

- ✓ Purchasing a home through a real estate agent is a consistent real estate trend
- ✓ Personal relationships and connections remain the most important feature of real estate transactions
- ✓ Texas median home prices continue to rise in 2023, from \$331,900 in January to \$337,700 in May — Texas Housing Insight, Texas A&M Real Estate Research Center





# CONTACT

YOU CAN DO IT, WE CAN HELP!



### AUSTIN CAMPUS

512-244-3545  
13801 Ranch Rd 620 N, Ste 100  
Austin, TX 78717

#### Campus Manager

Cyndi Carter  
Cynthia@ChampionsSchool.com

#### Campus Hours

Mon-Fri Sat  
8 AM – 5 PM 8 AM – 4 PM



### DALLAS CAMPUS

972-867-4100 | 866-713-0055  
3721 Mapleshade Lane  
Plano, TX 75075

#### Campus Manager

Linda Chase  
Linda@ChampionsSchool.com

#### Campus Hours

Mon-Fri Sat  
8 AM – 5:30 PM 8 AM – 4 PM



### FORT WORTH CAMPUS

214-687-0000  
6324 Waverly Way, Ste 100  
Fort Worth, TX 76116

#### Campus Manager

Susan Krieger  
Susan@ChampionsSchool.com

#### Campus Hours

Mon-Fri Sat  
8 AM – 5:30 PM 8 AM – 4 PM



### SAN ANTONIO CAMPUS

210-349-7600  
3010 N Loop 1604 W, Ste 202  
San Antonio, TX 78231

#### Campus Manager

April Brown  
April@ChampionsSchool.com

#### Campus Hours

Mon-Fri Sat  
8 AM – 5 PM 8 AM – 4 PM



### HOUSTON GALLERIA CAMPUS

713-629-4543 | 866-802-4267  
1001 West Loop South, Ste 205  
Houston, TX 77027

#### Campus Manager

Dorothy Barringer  
Dorothy@ChampionsSchool.com

#### Campus Hours

Mon-Fri Sat  
8 AM – 5 PM 8 AM – 4 PM



### HOUSTON NORTH CAMPUS CORPORATE OFFICE

281-893-4484 | 800-284-1525  
7302 N Grand Pkwy W  
Spring, TX 77379

#### Campus Manager

Christine Wright  
Christine@ChampionsSchool.com

#### Campus Hours

Mon-Fri Sat  
8 AM – 5:30 PM 8 AM – 4 PM



### DALLAS GROUND BREAKING

Construction officially started  
and dirt is moving!

Dallas broke ground today on our  
new location 4/17/24.

Located on the frontage road of  
President George Bush Tollway:  
8460 President George Bush  
Turnpike, Dallas, 75252



### ONLINE & NATIONAL CAMPUS

512-246-2773 | 800-969-2599  
www.ChampionsSchool.com

#### Vice President

Curt Knobloch  
Curt@ChampionsSchool.com

#### National Compliance Director

Sylvia Busk  
Sylvia@ChampionsSchool.com

### CHAMPIONS LIVE

713-580-4946 | 866-272-5962  
www.ChampionsSchool.com/Live

#### Campus Manager

Angela Clark  
Angela@ChampionsSchool.com

### ONLINE SUPPORT HOURS

Sun – Wed  
8 AM – 7 PM  
Thu – Fri  
8 AM – 5 PM


### SPEAK TO A COUNSELOR

Call any of our campuses during  
business hours and speak to an  
expert career counselor

### EMAIL SUPPORT

Send an email to  
[Support@ChampionsSchool.com](mailto:Support@ChampionsSchool.com)  
and one of our online career  
counselors will respond during  
online support hours

### ONLINE CHAT

Click the  icon online  
[www.ChampionsSchool.com](http://www.ChampionsSchool.com)  
during support hours and chat  
directly with a real person.

### FIND US ON SOCIAL MEDIA

#ChampionsSchoolofRealEstate





# CONGRATULATIONS

TO OUR 2023 INSTRUCTORS AND EMPLOYEES OF THE YEAR



**SYLVIA BUSK**  
National Compliance Director  
2023 Employee of the Year



**PHIL HAMMEL**  
Design Director, Asst. Manager Online  
2023 Employee of the Year



**BYRON UNDERWOOD**  
Houston  
2023 Instructor of the Year  
21 Years of Service



**JAY GILDEN**  
Houston  
2023 Instructor of the Year  
18 Years of Service



**DAVE WYATT**  
Statewide  
2023 Instructor of the Year  
17 Years of Service



**MIKE BOYD**  
San Antonio  
2023 Instructor of the Year  
17 Years of Service

## REAL ESTATE SUPERSTARS Today!

WITH Rita Santamaria



**WEEKLY PODCAST HOSTED BY CHAMPIONS SCHOOL OF REAL ESTATE'S FOUNDER AND CEO, RITA SANTAMARIA!**

Real Estate Superstars Today features fascinating discussions with top producers, industry leaders and distinguished educators. Weekly interviews spotlight professionals in every area of real estate, including residential, commercial, and farm-and-ranch. Hear from our Champion experts and learn their secrets to success and much more!

## INDUSTRY EXPERTS, TOP PRODUCERS, AND MORE!



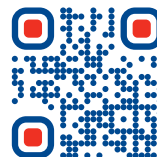
**SOOMIN KIM**  
Top-Producing REALTOR  
#1 in Sales Volume in TX

**JIM MCINGVALE "MATTRESS MACK"**  
Entrepreneur, Philanthropist, & Retail Innovator

**TAMARA STRAIT**  
Luxury Sales Agent Farm & Ranch Residetal



**PODCASTS STREAMED WEEKLY**



Real Estate Superstars Today has over 40 archived interviews, all available wherever you get your podcasts. Subscribe for new episodes every month!

# INSTRUCTORS



**Tom Allen** Houston  
**Kevin Airel** DFW  
**Rosemary Bickford** Houston  
**Bethany Bhattacharya** San Antonio  
**Shad Bogany** Houston  
**Brad Boswell** DFW  
**Mike Boyd** San Antonio  
*Instructor of the Year 2023*  
**Derek Bradley** DFW  
**Dawn Brewer** Houston  
**Jeanne Butterfield** Austin  
**Roy Carter** Director, Inspection School, Teacher Liaison  
*Instructor of the Year 2008*



**Harry Casler** Austin  
**Ron Castagno** Houston  
**Christopher Cerda** Houston  
**Julie Choate** DFW  
**Jeani Codrey** San Antonio  
**LeeAnn Coffen** Houston  
**Mark Cox** DFW  
**Paul Cox** Houston  
**Amber Crawford** Houston  
**Antonio Delgado** DFW  
**Randy Dicken** DFW



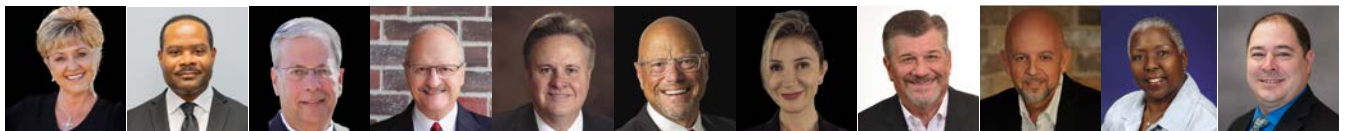
**Kevin Dydalewicz** DFW  
**Ed Eakin** DFW  
**Caroline Edwards** Houston  
**Frank Eldridge** San Antonio  
**Donna Ellis** Houston  
**Bea Flores** Houston  
**Rose Forey** Houston  
**Steve Goff** DFW  
**Allan Hancock** Statewide  
*2018 Teacher Emeritus*  
**Kathryn Hardeman** Houston  
**Amy Smythe-Harris** Houston



**Will Harris** Houston  
*Instructor of the Year 2014*  
**Alex Herrera** San Antonio  
**Becky Hill** Statewide  
*Instructor Liaison  
 Instructor of the Year 2009*  
**Thom Hulme** DFW  
*Instructor of the Year 2020*  
**Andy Ingram** DFW  
*Instructor of the Year 2015*  
**Mark Inman** Houston  
**Diane Jacob** Houston  
**Demond Johnson** DFW  
**Therese Johnson** DFW  
**Wauketa Jones** DFW  
*Instructor of the Year 2021*  
**Jennifer Keathly** DFW



**DaNell Kinney** DFW  
**Robin Kitzmiller** Houston  
**Fallon Lawson** Houston  
**Donald Leonard** Houston  
**Cory Lime** San Antonio  
**Robert Macioce** Austin & San Antonio  
**Robert Meche** DFW  
**John Mercado** Austin  
*Instructor of the Year 2017*  
**Christy Mendelow** Business Etiquette National  
**Steven Monroe** San Antonio  
**Johnny Morrow** San Antonio



**Shelly Moschak** Statewide  
**Kevin Muhammad** Houston  
**Paul Noyd** Houston  
**Bob Ochterbeck** Houston  
**Eric Paulson** Austin  
**Matthew Patterson** Austin  
**Alma Puerto** Houston  
**Allen Pozzi** San Antonio  
**Joe Provenzano** Houston  
**Jasmine Quinerly** Houston  
**Russell Rhodes** Houston



**Rhondalyn Riley** Houston  
**Peggy Rudolph** Houston  
*Instructor of the Year 2022*  
**Louis Salinas** Houston  
**Rebecca Savage** DFW  
**Jim Shaw** San Antonio  
**Randy Smith** DFW  
*Teacher Liaison  
 Instructor of the Year 2010*  
**Paul St. Amand** Director, Mortgage School  
*Instructor of the Year 2007*  
**Mark Stillings** San Antonio  
**Victoria Subia** San Antonio  
*Instructor of the Year 2019*  
**Veronica Taylor** DFW  
**Byron Underwood** Houston  
*Instructor of the Year 2023*



**Tori Vendola** San Antonio  
**Lisa Walker** DFW  
**Jo Weaver** Austin  
**Greg Welch** Houston  
**Deidre Woodard** DFW  
**NiCole Williams** DFW  
**Kristin Wilson** Houston  
*Instructor of the Year 2013*  
**Dave Wyatt** Statewide  
*Instructor of the Year 2023*  
**Sharon Yeary** Houston  
**David Zarco** Houston & Austin



# STAFF

## EXECUTIVE LEADERSHIP



**Rita Santamaria**  
Owner/  
Founder

**Kim Dydalewicz**  
Co-owner/  
President

**Curt Knobloch**  
Vice President

**Debi Bliazis**  
Vice President

**Darla Mills**  
Accounting  
Manager

**Courtney Quarles**  
Accounting  
Assistant

CELEBRATING OVER 40  
YEARS OF EDUCATION!



## AUSTIN



**Cyndi Carter**  
Campus  
Manager

**Veronica Navarro**  
Career  
Counselor

**Debra Reineke**  
Career  
Counselor

**Dena Hinds**  
Career  
Counselor

## DALLAS



**Linda Chase**  
DFW Regional  
Manager

**Megan Snellgrove**  
Assistant  
Campus  
Manager

**Tori Williams**  
Career  
Counselor

**Angie Carter-Thomas**  
Career  
Counselor

**Terry Doster**  
Administrative  
Assistant to the  
Counselor  
President

**Kim Doyle**  
Career  
Counselor

**Vikki Mahagan**  
Career  
Counselor

**Mattia Martin**  
Online  
Logistics

## FORT WORTH



**Susan Krieger**  
Campus  
Manager

**Jessyca Davis**  
Career  
Counselor

**Heather Host**  
Career  
Counselor

**Jessica Reynolds**  
Career  
Counselor

## HOUSTON NORTH



**Christine Wright**  
Campus  
Manager

**Connie Sanders**  
Assistant  
Campus  
Manager

**Stephanie Chambers**  
Career  
Counselor

**Christine Zuvanich**  
Career  
Counselor

**Elizabeth Hernandez**  
Career  
Counselor

**David Santamaria**  
Statewide  
Property  
Manager

## HOUSTON GALLERIA



**Dorothy Barringer**  
Career  
Manager

**Suzetka Kuivenhoven**  
Career  
Counselor

**Elise McCune**  
Career  
Counselor

**Patti Montemayor**  
Career  
Counselor

**Pamela Shamblin**  
Career  
Counselor

**Jacque Ward**  
Career  
Counselor

## SAN ANTONIO



**April Brown**  
Campus  
Manager

**Kimberly Garner**  
Career  
Counselor

**Jessica Luna**  
Career  
Counselor

**Liz Ortiz**  
Career  
Counselor

## ONLINE



**Phil Hammel**  
Design Director

**Sarah Shingleton**  
Asst. Manager

**Nick Henderson**  
Asst. Manager/  
Web Developer

**Fred Alzner**  
Web Developer/  
Programmer

**Sylvia Busk**  
National  
Compliance  
Director

**Jennifer Cowan**  
Communications  
Manager

**Dylan Dudycha**  
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Designer

**Neesha Fortschneider**  
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Counselor

**Gabriel Langston**  
IT Director

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Counselor

**Nicole Moellner**  
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Production  
Specialist

**Amudha Subramanian**  
Programmer

**Marissa Trinidad**  
Asst. Manager  
/Course  
Designer

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Director

**Caty Brignac**  
Technical  
Writer

**Sherri Covert**  
Lead Technical  
Writer

**Laura Nielsen**  
Technical  
Writer

**Joseph Owens**  
Technical  
Writer/Podcast  
Manager

**Sarah Rodriguez**  
Technical  
Writer

## CHAMPIONSLIVE!



**Angela Clark**  
Campus  
Manager

**Leo Aragundi**  
Course  
Coordinator &  
Exam Proctor

**Karen Babino-Woodard**  
Course  
Coordinator

**Jeaneen Delmore**  
Exam Proctor

**Amber Johnson**  
Course  
Coordinator &  
Exam Proctor

**Mel Johnson**  
Course  
Coordinator

**Abigail Perez**  
Course  
Coordinator

**Donna Walter**  
Tech and  
Course  
Coordinator

**Gissell Cardona**  
Course  
Coordinator



Champions School of  
Real Estate is hiring! Go to  
[ChampionsSchool.com/jobs](https://ChampionsSchool.com/jobs)  
to see our openings and apply.



# REAL ESTATE LICENSING EDUCATION

PROVIDING TOP-QUALITY EDUCATION IN TEXAS FOR 40 PLUS YEARS!

We're not interested in just getting you licensed. We plan on being your partner throughout your entire real estate career. Whether you need qualifying education (QE) to start your career, sales agent apprentice education (SAE) to build your career, or continuing education (CE) to keep your license active, **Champions School of Real Estate®** is here to help you succeed.

## REAL ESTATE LICENSING EDUCATION YOUR WAY

We're with you - the idea of trying to fit your classes into your busy schedule can be overwhelming. But with Champions, you're in the driver's seat. Choose when, where, and how you take your classes. Embarking on a new career path should be an exciting experience, not a stressful one. Begin your real estate journey on your own terms. You can do it, and we can help!



Ready to enroll?  
Scan here to  
get started!





# TEXAS REAL ESTATE LICENSING EDUCATION

## THE CHAMPIONS ADVANTAGE

At Champions, we recognize that every student has a life outside of school. We know that every person has their own learning style, academic needs, and schedule.

With the Champions Advantage, you can choose from several class delivery methods to create an academic experience that works for you. Mix-and-match delivery methods to personalize your schedule and optimize your success.



### BLENDED CLASSROOM

Study the textbook at home, then attend class in person. This option is best for students who prefer personal interaction with instructors and classmates.



### CHAMPIONS LIVE VIRTUAL CLASSROOM

Attend live class lectures from home via live stream. This method allows you to enjoy the benefits of personal, live instruction from the comfort of your own home.



### ONLINE INTERACTIVE

Complete engaging online lessons from any device with internet access. Since there are no accompanying textbooks for classes in this format, each lesson includes videos, activities, and other interactive exercises.



### ONLINE CORRESPONDENCE

Study the course material at your own pace. Read the textbook in either physical or PDF format and take the exam online when you're ready.

*I want to share my experience with Champions. I honestly couldn't imagine that anyone could or would ever give them anything but a 5-star rating. They are 100% there for you for anything and everything. From keeping the facility immaculate, to making sure that you feel prepared and rooting for you to get through. The staff has been so helpful. I cannot say enough about everyone! Instructors and all those involved. Worth every single penny.*

— Tanya H.



# 6 STEPS TO A TEXAS REAL ESTATE LICENSE

FOLLOW THESE SIX ESSENTIAL STEPS BELOW AND YOU'RE ON YOUR WAY TO AN EXCITING NEW CAREER!

# 1

## Complete the Required Texas Real Estate Qualifying Education Courses

180 classroom hours of the following required courses at Champions School of Real Estate:

- Principles of Real Estate 1 (121)
- Principles of Real Estate 2 (122)
- Law of Agency (1151)
- Law of Contracts (1251)
- Promulgated Contract Forms (351)
- Real Estate Finance (451)



**Note:** All classroom blended courses require a valid ID to be presented at the start of the course. In addition to unit quizzes, students are required to take a final exam and pass with a 70% or above. If a student fails a course exam, they may take a second exam. After two failures, TREC requires the student to retake the course before taking the exam again. **Courses can be taken in any order.**

# 2

## Submit Online Application for Real Estate Sales Agent License and Course Certificates to TREC

Go to [www.trec.texas.gov](http://www.trec.texas.gov) and click on "Real Estate Sales Agent" in the "Become Licensed" dropdown menu.

- Under "File Your Application," click "Online Services." On the login screen, under "New User," click "Begin Here for Sign-up." Fill out all required information to setup your account using the same name on your government-issued ID. You will submit an "Application for Inactive Sales Agent."
- Pay the application fee of \$205.
- Email [documents@trec.texas.gov](mailto:documents@trec.texas.gov) a copy of all course completion certificates. Include college transcripts if applicable. Include your name and address in the body of the email.
- It may take up to four weeks to receive your approval letter and Exam Candidate Handbook from TREC once the application has been filed and all documents have been sent to TREC.

# 3

## Take the Exam Prep Class — Your Key to Passing the State Exam

Once you have submitted your application to TREC, we highly recommend that you complete the Real Estate Exam Prep course to ensure that you are prepared for the state exam. This class will take the guesswork and stress out of testing. You may repeat the prep course as many times as you want for a full year! **We recommend taking it at least twice before taking the actual exam.** Purchase our TX Real Estate Exam Flashcards app (\$2.99) or our physical Real Estate Flashcards deck (\$32) for additional study support.

# 4

## Take the State Exam at Pearson VUE

Upon receiving the approval letter and Exam Candidate Handbook from TREC, sign up to take the state exam at a Pearson VUE Testing Center. Appointments can be made by going to [pearsonvue.com/tx/realstate](http://pearsonvue.com/tx/realstate) or calling them at 800-997-1248. The cost is \$43 for a sales agent exam and \$39 for broker exam payable to Pearson VUE. It must be paid at the time of reservation by credit card, debit card, voucher, or electronic check. You must pass both exams with at least a 70% to obtain your license.

**Note:** Any applicant who fails the state examination three consecutive times must take additional classroom hours of qualifying real estate education before retaking the state exam. Go to the Exam Prep page to read more about retakes.

# 5

## Get Your Fingerprints Taken and Pass Background Check

Visit the TREC website, [www.trec.texas.gov](http://www.trec.texas.gov), and follow these steps to schedule an appointment and complete your fingerprinting/background check. The fingerprinting fee is \$38.25.

- Select "Real Estate Sales Agent" from the "Become Licensed" drop down menu.
- Under "Get Your Fingerprints Taken and Pass Your Background Check," click "Fingerprints."
- Search for your account using either your TREC ID or name and birth date in order to obtain your IdentoGO ID.
- Go to [www.Identogo.com](http://www.Identogo.com) and use your IdentoGO ID to schedule an appointment.

# 6

Almost done... you are now an inactive Texas real estate sales agent!

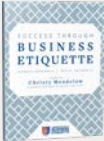
## To become an active sales agent, find a sponsoring broker and submit a sponsoring broker form to TREC.

**Congratulations!** Your active sales agent license will arrive in an email to both you and your sponsoring broker.

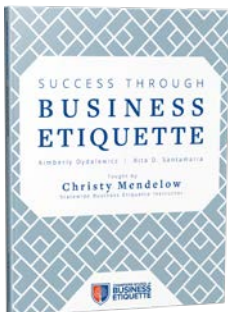
# TEXAS REAL ESTATE QUALIFYING EDUCATION

CHOOSE A PROGRAM AND BEGIN YOUR REAL ESTATE JOURNEY TODAY!

REAL ESTATE LICENSE PROGRAMS AND COURSES		HOURS	DELIVERY	PRICE
<b>11-Course Licensing and Renewal Program + Success Tools</b>				
<ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <i>SAVE \$120</i></li> <li>Real Estate Exam Prep course <i>SAVE \$20</i></li> <li>3 TREC SAE renewal courses (90 Hours) <i>SAVE \$60</i></li> <li>TREC Legal Update I and Legal Update II (8 Hours) <i>SAVE \$20</i></li> <li><b>Successful Tendencies of Real Estate Champions</b> <i>SAVE \$15</i></li> <li><b>2-Day Success Through Business Etiquette Program</b> <i>SAVE \$30</i></li> <li><b>30 Days to Success in Real Estate</b> - "Coaching Package" with Champions Owner, CEO, and Founder, Rita Santamaria <i>SAVE \$15</i></li> </ul>				
		278		<del>\$1978</del> <b>\$1698</b> <i>SAVE \$280!</i>
<b>9-Course Licensing and Renewal Program</b>				
<ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <i>SAVE \$120</i></li> <li>Real Estate Exam Prep course <i>SAVE \$10</i></li> <li>3 TREC SAE Renewal Courses (90 Hours) <i>SAVE \$90</i></li> <li>TREC Legal Update I and Legal Update II (8 Hours) <i>SAVE \$20</i></li> </ul>				
		278		<del>\$1685</del> <b>\$1445</b> <i>SAVE \$240!</i>
<b>6-Course Licensing Program + Business Etiquette</b>				
<ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <i>SAVE \$120</i></li> <li>Real Estate Exam Prep course <i>SAVE \$10</i></li> <li>2-Day Success Through Business Etiquette Program <i>SAVE \$45</i></li> </ul>				
		180		<del>\$1309</del> <b>\$1134</b> <i>SAVE \$175!</i>
<b>6-Course Licensing Program</b>				
<ul style="list-style-type: none"> <li>6 TREC qualifying education courses (180 Hours) <i>SAVE \$120</i></li> <li>Real Estate Exam Prep course <i>SAVE \$10</i></li> </ul>				
		180		<del>\$1110</del> <b>\$980</b> <i>SAVE \$130!</i>
<b>Individual 30-Hour Course</b>				
<ul style="list-style-type: none"> <li>Principles I, Principles II, Law of Agency, Law of Contracts, Prom. Forms, &amp; RE Finance</li> <li>Purchase each 30-hour QE course by itself and pay as you go. Take in any order.</li> </ul>				
		30		<b>\$165</b>
<b>Real Estate Exam Prep Course  Your Key to Passing the State Exam</b>				
<ul style="list-style-type: none"> <li>Access to timed online practice exams</li> <li>Unlimited course retakes within a year of purchase</li> </ul>				
				<b>\$120</b>



## ADDITIONAL COURSES



**2-Day Success Through Business Etiquette Program**  
**\$199**



**30 Days to Success in Real Estate with owner, CEO, and founder, Rita Santamaria**  
**\$79**  
Includes: Training workbook and instructional video

**Course Delivery Options**

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

Learn more about delivery methods at [ChampionsSchool.com](http://ChampionsSchool.com)





# TEXAS REAL ESTATE QUALIFYING EDUCATION

## STATEWIDE BLENDED CLASSROOM & CHAMPIONSLIVE SCHEDULE

Begin your real estate journey at any time and from anywhere! All real estate qualifying education (QE) courses can be taken in any order that you choose — no prerequisites required.

## CONTACT

Austin Campus 512-244-3545	Houston Galleria Campus 713-629-4543
ChampionsLive Campus 713-580-4946	Houston North Campus 281-893-4484
Dallas Campus 972-867-4100	Houston West Campus 281-496-7386
Fort Worth Campus 214-687-0000	San Antonio & New Braunfels 210-349-7600

EVENINGS Monday - Thursday 6:00 PM - 9:45 PM		WEEKDAYS Monday - Tuesday 8:30 AM - 4:45 PM		WEEKDAYS Wednesday - Thursday 8:30 AM - 4:45 PM		WEEKENDS Saturday - Sunday 8:30 AM - 4:45 PM	
May 6 - 9	Principles I	May 6 - 7	Finance	May 8 - 9	Prom Forms	May 11 - 12	Prom Forms
May 13 - 16	Principles II	May 13 - 14	Principles II	May 15 - 16	Principles I	May 18 - 19	Finance
May 20 - 23	Contracts	May 20 - 21	Agency	May 22 - 23	Contracts	May 25 - 26	Principles II
May 28 - 31	Agency	May 28 - 29	Prom Forms	May 30 - 31	Finance	Jun 1 - 2	Principles I
Jun 3 - 6	Prom Forms	Jun 3 - 4	Principles I	Jun 5 - 6	Principles II	Jun 8 - 9	Agency
Jun 10 - 13	Finance	Jun 10 - 11	Contracts	Jun 12 - 13	Agency	Jun 15 - 16	Contracts
Jun 17 - 20	Principles I	Jun 17 - 18	Finance	Jun 19 - 20	Prom Forms	Jun 22 - 23	Prom Forms
Jun 24 - 27	Principles II	Jun 24 - 25	Principles II	Jun 26 - 27	Principles I	Jun 29 - 30	Finance
Jul 1 - 3	Contracts	Jul 1 - 2	Agency	Jul 3 & 5	Contracts ONLY	Jul 6 - 7	Principles II
Jul 8 - 11	Agency	Jul 8 - 9	Prom Forms	Jul 10 - 11	Finance	Jul 13 - 14	Principles I
Jul 15 - 18	Prom Forms	Jul 15 - 16	Principles I	Jul 17 - 18	Principles II	Jul 20 - 21	Agency
Jul 22 - 25	Finance	Jul 22 - 23	Contracts	Jul 24 - 25	Agency	Jul 27 - 28	Contracts
Jul 29 - Aug 1	Principles I	Jul 29 - 30	Finance	Jul 31 - Aug 1	Prom Forms	Aug 3 - 4	Prom Forms
Aug 5 - 8	Principles II	Aug 5 - 6	Principles II	Aug 7 - 8	Principles I	Aug 10 - 11	Finance
Aug 12 - 15	Contracts	Aug 12 - 13	Agency	Aug 14 - 15	Contracts	Aug 17 - 18	Principles II
Aug 19 - 22	Agency	Aug 19 - 20	Prom Forms	Aug 21 - 22	Finance	Aug 24 - 25	Principles I
Aug 26 - 29	Prom Forms	Aug 26 - 27	Principles I	Aug 28 - 29	Principles II	Aug 31 - Sep 1	Agency
Sep 3 - 6	Finance	Sep 3 - 6	Contracts	Sep 5 - 6	Agency	Sep 7 - 8	Contracts
Sep 9 - 12	Principles I	Sep 9 - 10	Finance	Sep 11 - 12	Prom Forms	Sep 14 - 15	Prom Forms
Sep 16 - 19	Principles II	Sep 16 - 17	Principles II	Sep 18 - 19	Principles I	Sep 21 - 22	Finance
Sep 23 - 26	Contracts	Sep 23 - 24	Agency	Sep 25 - 26	Contracts	Sep 28 - 29	Principles II
Sep 30 - Oct 3	Agency	Sep 30 - Oct 1	Prom Forms	Oct 2 - 3	Finance	Oct 5 - 6	Principles I
Oct 7 - 10	Prom Forms	Oct 7 - 8	Principles I	Oct 9 - 10	Principles II	Oct 12 - 13	Agency
Oct 14 - 17	Finance	Oct 14 - 15	Contracts	Oct 16 - 17	Agency	Oct 19 - 20	Contracts
Oct 21 - 24	Principles I	Oct 21 - 22	Finance	Oct 23 - 24	Prom Forms	Oct 26 - 27	Prom Forms
Oct 28 - 31	Principles II	Oct 28 - 29	Principles II	Oct 30 - 31	Principles I	Nov 2 - 3	Finance

MORNING CLASSES   HOUSTON NORTH AND DALLAS CAMPUS ONLY Monday - Thursday   8:30 AM - 12:15 PM			
May 6 - 9	Principles I	Jul 8 - 11	Agency
May 13 - 16	Principles II	Jul 15 - 18	Prom Forms
May 20 - 23	Contracts	Jul 22 - 25	Finance
May 28 - 31	Agency	Jul 29 - Aug 1	Principles I
Jun 3 - 6	Prom Forms	Aug 5 - 8	Principles II
Jun 10 - 13	Finance	Aug 12 - 15	Contracts
Jun 17 - 20	Principles I	Aug 19 - 22	Agency
Jun 24 - 27	Principles II	Aug 26 - 29	Prom Forms
Jul 1 - 3	Contracts	Sep 3 - 6	Finance
		Sep 9 - 12	Principles I
		Sep 16 - 19	Principles II
		Sep 23 - 26	Contracts
		Sep 30 - Oct 3	Agency
		Oct 7 - 10	Prom Forms
		Oct 14 - 17	Finance
		Oct 21 - 24	Principles I
		Oct 28 - 31	Principles II

**Texas Real Estate Licensing Requirements:**

- Principles of Real Estate I
- Principles of Real Estate II
- Law of Agency
- Law of Contracts
- Promulgated Contract Forms
- Real Estate Finance

QE courses can be taken in any order

Holiday Hours: Please check with a counselor to confirm days of the week.

# QUALIFYING EDUCATION

## NEW BRAUNFELS QE CLASSROOM AND EXAM PREP

Take advantage of our ChampionsLive virtual classroom for your real estate education needs.

For those who prefer in-person learning, we offer select classes at our New Braunfels Satellite Campus.

To enroll, visit [ChampionsSchool.com](http://ChampionsSchool.com) or speak to a career counselor!

EVENINGS	
Monday - Thursday 6:00 PM - 9:45 PM	
May 13 - 16	Principles I
May 20 - 23	Principles II
May 28 - 31*	Agency
Jun 3 - 6	Contracts
Jun 10 - 13	Promulgated
Jun 17 - 20	Finance
Jun 24 - 27	Prep
Jul 15 - 18	Principles I
Jul 22 - 25	Principles II
Jul 29 - Aug 1	Agency
Aug 5 - 8	Contracts
Aug 12 - 15	Promulgated
Aug 19 - 22	Finance
Aug 26 - 29	Prep
Sep 16 - 19	Principles I
Sep 23 - 26	Principles II
Sep 30 - Oct 3	Agency
Oct 7 - 10	Contracts
Oct 14 - 17	Promulgated
Oct 21 - 24	Finance
Oct 28 - 31	Prep

**LOCATION**  
936 Gruene Rd  
New Braunfels, TX 78130

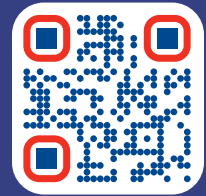
# INTRO TO INVESTING IN REAL ESTATE



**6:00 PM – 8:00 PM | \$30 person per session**  
Get a crash course on real estate investing in this 2-hour class taught by Trey Stone, expert commercial real estate investor.

This class teaches you how to get involved in commercial and residential investing and how to grow your business with investor clients.

DATE	DAY	CAMPUS
May 29	Wed	Houston North
Jun 26	Wed	Houston Galleria
Jul 24	Wed	ChampionsLive
Aug 21	Wed	Houston North



\* Not for TREC CE credit

### In This 2-Hour Course\* you Will Learn About

- How to invest in multifamily, single family, and commercial real estate
- Growing your business with investor clients by offering specialized services
- Creating a written plan for minimum cash flow, capital gain, and cash return
- Analyzing metrics to prevent impulsive buying or analysis paralysis
- Helping investors determine maximum offer price for deals using objective criteria
- Promoting a consultative approach with investor clients, rather than traditional salesmanship
- How to close more deals with real estate investors by teaching them to objectively evaluate properties
- The potential for increased deal pipelines and repeat customers with investor clients

### CONTACT US

**Houston Galleria Campus**  
1001 West Loop South, Ste 205  
Houston, TX 77027

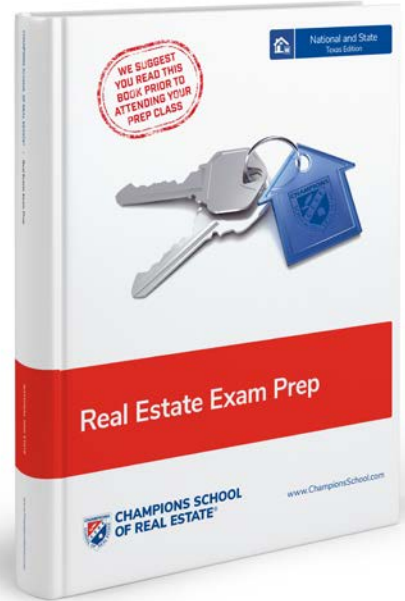
**ChampionsLive**  
**713-580-4946**  
[ChampionsSchool.com/Live](http://ChampionsSchool.com/Live)

**Houston North Campus**  
7302 N Grand Pkwy W  
Spring, TX 77379

# SALES AGENT & BROKER REAL ESTATE EXAM PREP

**YOUR KEY TO PASSING THE TEXAS REAL ESTATE LICENSING EXAM**

The Real Estate Exam Prep course is your key to passing the Texas Real Estate Salespersons or Brokers Exam. Our exam prep course is the final and most crucial step in your education before you take the Texas real estate license exam. Whether you choose to take the course via the classroom, our **ChampionsLive®** virtual classroom, or online correspondence, you will have access to timed online mock exams that will help you take the guesswork and stress out of testing! Champions students can also retake the class and practice exams as many times as needed for up to one year at no charge! Make sure you are prepared by enrolling in the Real Estate Exam Prep course today.



**\$120**

- ✔ Free Retakes for One Year
- ✔ Textbook Included

**Course Delivery Options**

- 📺 Virtual Classroom
- 🎧 Online Interactive
- 🏫 Classroom

Learn More About Delivery Methods at [www.ChampionsSchool.com](http://www.ChampionsSchool.com)

## Your Key to Passing the Texas Real Estate Licensing Exam



**SALES AGENT EXAM DETAILS**

Passing*	77 out of 125	
National Exam	150 minutes	85 questions
State Exam	90 minutes	40 questions

**BROKER EXAM DETAILS**

Passing	98 out of 145	
National Exam	150 minutes	85 questions
State Exam	90 minutes	60 questions

**Pearson VUE Examination Services**

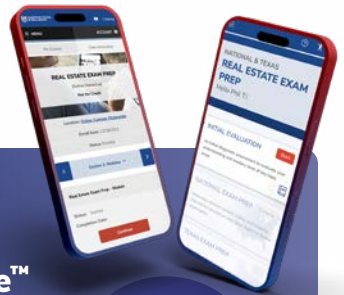
Exams are by appointment only.  
Call **800-997-1248**  
or visit [www.pearsonvue.com](http://www.pearsonvue.com)

\* Any applicant who fails the state examination three consecutive times must take additional hours of qualifying real estate education before retaking the state exam. If either the national or the state portion is failed after the 3<sup>rd</sup> attempt, an additional 30 hours of qualifying real estate education is required before retaking the state exam. If both the national and state portion are failed, an additional 60 hours of qualifying real estate education is required to retake the exam. Upon completion of the additional education, please submit copies of the course completion certificates to TREC at [documents@trec.texas.gov](mailto:documents@trec.texas.gov) along with a copy of the third failed score report. Allow 5–7 business days for processing and reauthorization to reschedule the exam.



# STATEWIDE CLASS SCHEDULE REAL ESTATE EXAM PREP

ENROLL ONLINE OR WITH A CAMPUS COUNSELOR  
VIA PHONE OR IN-PERSON



## NEW FOR 2024! Online Interactive™ EXAM PREP

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



### AUSTIN

May 4 - 5	Sat/Sun
May 14 - 15	Tue/Wed
May 29 - 30	Wed/Thu
May 29 - 30	Wed/Thu
Jun 1 - 2	Sat/Sun
Jun 11 - 12	Tue/Wed
Jun 21 - 22	Fri/Sat
Jun 24 - 28	Mon - Fri PM
Jul 6 - 7	Sat/Sun
Jul 16 - 17	Tue/Wed
Jul 25 - 26	Thu/Fri
Jul 29 - Aug 2	Mon - Fri PM
Aug 3 - 4	Sat/Sun
Aug 13 - 14	Tue/Wed
Aug 22 - 23	Thu/Fri
Aug 26 - 30	Mon - Fri PM
Sep 7 - 8	Sat/Sun
Sep 17 - 18	Tue/Wed
Sep 27 - 28	Fri/Sat
Sep 30 - Oct 4	Mon - Fri PM
Oct 5 - 6	Sat/Sun
Oct 15 - 16	Tue/Wed
Oct 24 - 25	Thu/Fri
Oct 28 - Nov 1	Mon - Fri PM

### DALLAS (CONTINUED)

Aug 12 - 13	Mon/Tue
Aug 17 - 18	Sat/Sun
Aug 23 - 24	Fri/Sat
Aug 30 - 31	Sat/Sun
Sep 4 - 5	Wed/Thu
Sep 7 - 8	Sat/Sun
Sep 13 - 14	Fri/Sat
Sep 16 - 20	Mon - Fri PM
Sep 28 - 29	Sat/Sun
Oct 5 - 6	Sat/Sun
Oct 7 - 11	Mon - Fri PM
Oct 14 - 15	Mon/Tue
Oct 19 - 20	Sat/Sun
Oct 26 - 27	Sat/Sun
Oct 30 - 31	Wed/Thu

### FORT WORTH

May 1 - 2	Wed/Thu
May 6 - 7	Mon/Tue
May 13 - 14	Mon/Tue
May 22 - 23	Wed/Thu
May 30 - 31	Thu/Fri
June 3 - 4	Mon/Tue
June 8 - 9	Sat/Sun
June 17 - 18	Mon/Tue
June 26 - 27	Wed/Thu
July 6 - 7	Sat/Sun
July 15 - 16	Mon/Tue
July 24 - 25	Wed/Thu
July 29 - 30	Mon/Tue
Aug 5 - 6	Mon/Tue
Aug 10 - 11	Sat/Sun
Aug 19 - 20	Mon/Tue
Aug 28 - 29	Wed/Thu
Sept 4 - 5	Wed/Thu
Sept 9 - 10	Mon/Tue
Sept 14 - 15	Sat/Sun
Sept 18 - 19	Wed/Thu
Oct 2 - 3	Wed/Thu
Oct 7 - 8	Mon/Tue
Oct 14 - 15	Mon/Tue
Oct 26 - 27	Sat/Sun

### DALLAS

May 3 - 4	Fri/Sat
May 6 - 10	Mon - Fri PM
May 18 - 19	Sat/Sun
May 25 - 26	Sat/Sun
May 30 - 31	Thu/Fri
Jun 3 - 7	Mon - Fri PM
Jun 10 - 11	Mon/Tue
Jun 14 - 15	Fri/Sat
Jun 22 - 23	Sat/Sun
Jun 27 - 28	Thu/Fri
Jul 5 - 6	Fri/Sat
Jul 8 - 12	Mon - Fri PM
Jul 19 - 20	Fri/Sat
Jul 22 - 23	Mon/Tue
Jul 29 - 30	Mon/Tue
Aug 2 - 3	Sat/Sun
Aug 5 - 9	Mon - Fri

### HOUSTON GALLERIA

May 4 - 5	Sat/Sun
May 11 - 12	Sat/Sun
May 22 - 23	Wed/Thu
May 28 - 29	Tue/Wed
Jun 1 - 2	Sat/Sun
Jun 15 - 16	Sat/Sun
Jun 19 - 20	Wed/Thu
Jun 24 - 25	Mon/Tue
Jul 1 - 2	Mon/Tue
Jul 6 - 7	Sat/Sun
Jul 20 - 21	Sat/Sun
Jul 29 - 30	Mon/Tue
Aug 3 - 4	Sat/Sun
Aug 10 - 11	Sat/Sun
Aug 21 - 22	Wed/Thu
Aug 26 - 27	Mon/Tue
Sep 3 - 4	Tue/Wed
Sep 28 - 29	Sat/Sun
Sep 30 - Oct 1	Mon/Tue
Oct 5 - 6	Sat/Sun
Oct 21 - 22	Mon/Tue
Oct 26 - 27	Sat/Sun

### HOUSTON NORTH

May 3 - 4	Fri/Sat
May 6 - 7	Mon/Tue
May 22 - 23	Wed/Thu
May 31 - Jun 1	Fri/Sat
Jun 3 - 4	Mon/Tue
Jun 7 - 8	Fri/Sat
Jun 19 - 20	Wed/Thu
Jun 29 - 30	Sat/Sun
Jul 12 - 13	Fri/Sat
Jul 17 - 18	Wed/Thu
Jul 26 - 27	Fri/Sat
Jul 29 - 30	Mon/Tue
Aug 9 - 10	Fri/Sat
Aug 14 - 15	Wed/Thu
Aug 24 - 25	Sat/Sun
Aug 28 - 29	Wed/Thu
Sep 6 - 7	Fri/Sat
Sep 9 - 10	Mon/Tue
Sep 20 - 21	Fri/Sat
Sep 25 - 26	Wed/Thu
Oct 4 - 5	Fri/Sat
Oct 7 - 8	Mon/Tue
Oct 26 - 27	Sat/Sun
Oct 30 - 31	Wed/Thu

2-Day Prep Classes	
Day 1 & 2	8:30 AM - 6:30 PM

5-Day Evening Classes	
Mon - Fri	6:00 PM - 9:45 PM

## CONTACT

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ChampionsLive Campus 713-580-4946	Houston North Campus 281-893-4484
Dallas Campus 972-867-4100	Houston West Campus 281-496-7386
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# STATEWIDE CLASS SCHEDULE REAL ESTATE EXAM PREP

**ENROLL ONLINE OR WITH A CAMPUS COUNSELOR  
VIA PHONE OR IN-PERSON**

2-Day Prep Classes		5-Day Evening Classes	
Day 1 & 2	8:30 AM – 6:30 PM	Mon – Fri	6:00 PM – 9:45 PM
<b>SAN ANTONIO</b>		<b>CHAMPIONSLIVE</b>	
May 6 - 7	Mon/Tue	May 4 - 5	Sat/Sun
May 11 - 12	Sat/Sun	May 6 - 7	Mon/Tue
May 20 - 24	Mon - Fri PM	May 13 - 17	Mon - Fri PM
May 28 - 29	Tue/Wed	May 15 - 16	Wed/Thu
Jun 3 - 4	Mon/Tue	May 18 - 19	Sat/Sun
Jun 15 - 16	Sat/Sun	May 20 -21	Mon/Tue
Jun 19 - 20	Wed/Thu	May 28 - 31*	Tue - Fri PM
Jun 24 - 25	Mon/Tue	May 30 - 31*	Thu/Fri
Jul 8 - 9	Mon/Tue	Jun 1 - 2	Sat/Sun
Jul 13 - 14	Sat/Sun	Jun 3 - 4	Mon/Tue
Jul 22 - 26	Mon - Fri PM	Jun 10 - 14	Mon - Fri PM
Jul 31 - Aug 1	Wed/Thu	Jun 12 - 13	Wed/Thu
Aug 5 - 6	Mon/Tue	Jun 15 - 16	Sat/Sun
Aug 17 - 18	Sat/Sun	Jun 17 - 18	Mon/Tue
Aug 21 - 22	Wed/Thu	Jun 24 - 28	Mon - Fri PM
Sept 4 - 5	Wed/Thu	Jun 26 - 27	Wed/Thu
Sept 9 - 10	Mon/Tue	Jun 29 - 30	Sat/Sun
Sept 21 - 22	Sat/Sun	Jul 1 - 2	Mon/Tue
Sept 23 - 27	Mon - Fri PM	Jul 8 - 12	Mon - Fri PM
Oct 2 - 3	Wed/Thu	Jul 10 - 11	Wed/Thu
Oct 12 - 13	Sat/Sun	Jul 13 - 14	Sat/Sun
Oct 21 - 22	Mon/Tue		

## CONTACT

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Dallas Campus  
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Houston West Campus  
281-496-7386

Fort Worth Campus  
214-687-0000

San Antonio & New Braunfels  
210-349-7600

CHAMPIONSLIVE (CONTINUED)		CHAMPIONSLIVE (CONTINUED)	
Jul 15 - 16	Mon/Tue	Sep 16 - 20	Mon - Fri PM
Jul 22 - 26	Mon - Fri PM	Sep 18 - 19	Wed/Thu
Jul 24 - 25	Wed/Thu	Sep 21 - 22	Sat/Sun
Jul 27 - 28	Sat/Sun	Sep 23 - 24	Mon/Tue
Jul 29 - 30	Mon/Tue	Sep 30 - Oct 4	Mon - Fri PM
Aug 5 - 9	Mon - Fri PM	Oct 2 - 3	Wed/Thu
Aug 7 - 8	Wed/Thu	Oct 5 - 6	Sat/Sun
Aug 10 - 11	Sat/Sun	Oct 7 - 8	Mon/Tue
Aug 12 - 13	Mon/Tue	Oct 14 - 18	Mon - Fri PM
Aug 19 - 23	Mon - Fri PM	Oct 16 - 17	Wed/Thu
Aug 21 - 22	Wed/Thu	Oct 19 - 20	Sat/Sun
Aug 24 - 25	Sat/Sun	Oct 21 - 22	Mon/Tue
Aug 26 - 27	Mon/Tue	Oct 29 - Nov 1	Mon - Fri PM
Sep 3 - 6*	Tue - Fri PM	Oct 30 - 31	Wed/Thu
Sep 5 - 6*	Thu/Fri		
Sep 7 - 8	Sat/Sun		
Sep 9 - 10	Mon/Tue		

## NEW! TEACHER TUTORING

REAL ESTATE EXPERTS HELPING YOU SUCCEED

Whether trying to pass the state exam or qualifying education (QE) classes, our one-on-one teacher tutoring sessions will give you the insight you need to succeed at test time.

**Go to  
to learn more.**



*Do You Need Help? Scan the code to enroll with a personal Tutor!*

## FREE! EXAM PREP FACEBOOK GROUP



Join our National and Texas Real Estate Exam Prep Facebook group, an encouraging community of Champions students sharing their experience and advice as they work to ace the real estate exam.

*Enter Your Email and Complete the Question to Get Free Access*



## FREE! STUDY HALL IN THE VIRTUAL CLASSROOM

### Q&A SESSIONS TO HELP YOU GAIN CONFIDENCE!

All QE and Prep students are eligible to register for virtual study hall sessions at **no additional cost**. Students can submit questions about topics they need help with and can interact directly with the instructor! Enroll via "Additional Study Tools" in your online profile. Now available in Spanish as well.

WEDNESDAYS	
6 PM – 9 PM   ENGLISH	
May 22	Aug 14
Jun 5	Aug 28
Jun 19	Sept 11
Jul 3	Sept 25
Jul 17	Oct 9
Jul 31	Oct 23

## NEW! EN ESPAÑOL

WEDNESDAYS	
6 PM – 9 PM   ESPAÑOL	
May 29	Aug 24
Jun 12	Sept 4
Jun 26	Sept 18
Jul 10	Oct 2
Jul 24	Oct 16
Aug 7	Oct 30

## NEW! TEACHER TUTORING

### REAL ESTATE EXPERTS HELPING YOU SUCCEED

Whether trying to pass the state exam or qualifying education (QE) classes, our one-on-one teacher tutoring sessions will give you the insight you need to succeed at test time.

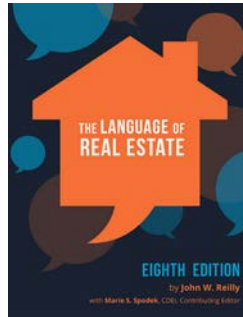
[ChampionsSchool.com/account/tutoring/](https://ChampionsSchool.com/account/tutoring/)



**Do You Need Help?**  
Scan the code to enroll  
with a personal Tutor!

# ADDITIONAL REAL ESTATE STUDY TOOLS

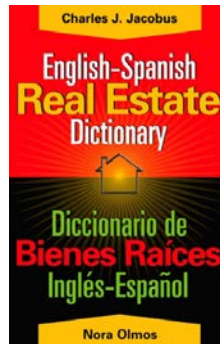
TO PURCHASE, SPEAK WITH A CAREER COUNSELOR



## THE LANGUAGE OF REAL ESTATE \$43

By John W. Reilly

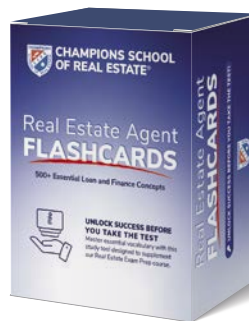
Like an encyclopedia, this book provides comprehensive explanations of real estate terms and concepts. It has nearly 3,000 terms, including essential real estate acronyms. Anyone preparing for the national or state portion of the exam should consider using this book to supplement their study.



## ENGLISH-SPANISH REAL ESTATE DICTIONARY \$38

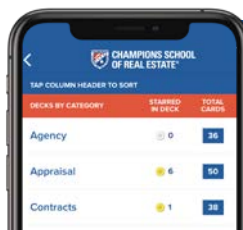
By Charles J. Jacobus & Nora Olmos

With nearly 2,000 real estate terms, this two-way dictionary is an invaluable test prep asset for native Spanish speakers. It's helpful for native English speakers, too — the two-way translations will improve your communication with bilingual clients.



## REAL ESTATE FLASHCARDS \$32

- 500+ real estate terms and definitions
- For students who learn best with visual supports
- Quiz yourself anytime and study on the go
- Useful for both the sales agent and broker exams



## TEXAS REAL ESTATE EXAM FLASHCARD APP \$2.99

- Available for iOS, the TX Real Estate Exam Flashcards app allows students to prep for the test on the go.
- For more information: go to [www.ChampionsSchool.com/flashcard-app/](https://www.ChampionsSchool.com/flashcard-app/)



## REAL ESTATE QE COURSE DESCRIPTIONS

These six pre-licensing courses are approved by TREC and must be completed to get a real estate license in Texas.

### LAW OF AGENCY — 1151

This course provides students with all the information they need to answer questions covering law of agency on the Texas Real Estate Salespersons exam. In addition to covering the basics, this course provides in-depth information that will enable you to be successful as a new agent. Textbook: Law of Agency – §37

### LAW OF CONTRACTS — 1251

The course enables students to better understand contracts and addenda. It provides hands-on experience with TREC and TAR forms through individual case studies. This course gives the student confidence when working with contracts between buyers and sellers. Textbook: Law of Contracts – §38

### PRINCIPLES OF REAL ESTATE 1 — 121

The course provides students with an extensive foundational understanding of real estate terminology and professional obligations. It is designed to ensure each student has a full understanding of the real estate licensing terms covered on the state and national portions of the Texas Real Estate Salespersons exam. Textbook: Principles of Real Estate 1 – §37

### PRINCIPLES OF REAL ESTATE 2 — 122

This course builds upon the real estate terminology and professional obligations taught in Principles of Real Estate 1. In this course, students will engage in day-to-day activities and develop a deep understanding of what it's like to be a real estate agent. Additionally, this course ensures that students will understand their obligations according to the rules of the Texas Real Estate Licensing Act. Textbook: Principles of Real Estate 2 – §38

### PROMULGATED CONTRACT FORMS — 351

The course teaches the ins and outs of the Texas Real Estate Commission's promulgated contract forms. It provides a paragraph-by-paragraph breakdown of the one-to-four family contract and points out the similarities and differences in promulgated contracts. Textbook: Promulgated Contract Forms – §38

### REAL ESTATE FINANCE — 451

The course provides a sound understanding of the specialized financing procedures that are used today in the real estate industry. It covers information pertaining to regulated lenders, interest rates, mortgage documents, and commercial and residential loans. Textbook: Real Estate Finance – §38

QUALIFYING EDUCATION (QE)	DELIVERY	COURSE #	HOURS
Law of Agency		1151	30
Law of Contracts		1251	30
Principles of Real Estate 1		121	30
Principles of Real Estate 2		122	30
Promulgated Contract Forms		351	30
Real Estate Finance		451	30

## COURSE DELIVERY METHODS

### BLENDDED CLASSROOM

Champions School of Real Estate blended classroom courses combine home study and instructor-led classes. The classroom portion of the course is 15 hours and held over two 8-hour days, four 4-hour evenings, or four 4-hour mornings. The final (closed-book) exam is proctored and graded at the end of the last day in the classroom. Students are also expected to spend 15 hours studying the material independently, outside of the classroom, prior to class. All students must attend all classroom hours and complete all chapter quizzes in order to take the final exam.

### VIRTUAL CLASSROOM

A fully interactive, real-time delivery method, **ChampionsLive** offers a classroom experience in an online format. **ChampionsLive** allows students to participate remotely via a live stream on Zoom. Students are required to attend all course sessions in order to access the course exams. Once a student has attended all course hours and taken all required quizzes, the student will then gain access to any exams required for course completion.

### ONLINE CORRESPONDENCE

Champions School of Real Estate offers a convenient online correspondence course format in which students study the course material at their own pace either on a computer, in PDF format, or in a textbook. The quizzes and exams can be done from anywhere there is an internet connection. Students must pass all chapter quizzes before accessing the course exam. Proctored exams can be taken at any one of our campus locations or via our **ChampionsLive** broadcast system during a designated time slot. The textbooks for any of our online correspondence courses can be picked up at any of our locations or shipped nationwide for a fee.

### CORRESPONDENCE

Our correspondence course format is a self-paced method that allows you to complete your quizzes and homework at your own pace. Once you have read through the textbook and circled your chapter quiz answers in the textbook, you can go to a campus testing center to have those quizzes graded. Upon passing each quiz successfully, you will then be able to take the final exam for course credit.

### ONLINE INTERACTIVE

Our Online Interactive courses are timed and delivered completely online without the use of any textbooks. Course material is presented in online modules along with multiple choice quizzes and exams. Students must be able to access the internet via a web browser to take courses in this format. This method is ideal for people who cannot attend class at a campus but would still prefer a more guided learning experience.

Online loan origination pre-licensing education courses are available in a similar format. These courses are self-paced and include modules, discussion forums, and exams. Each module's exam must be passed before moving on to the next course module. These courses have specific start and end dates and are only accessible during the defined dates.

### CLASSROOM

Champions School of Real Estate's classroom delivery method offers instructor-led classroom courses where the required hours for the course are all done in the classroom. If required, course exams are given on the last day of the course and are graded and reviewed by the instructor. Students must pass the exam to receive credit for the course. In addition, students must attend all hours of the course in order to receive credit.

### DISTANCE EDUCATION DELIVERY

Our distance education delivery method allows students to take their courses in a format that is best suitable to their learning style and life schedule. Courses can be done via blended classroom (which combines home study with instructor-led classes) or online correspondence (which includes online quizzes and a proctored exam delivered via our **ChampionsLive** broadcast system or at a campus testing center). For both methods, a photo ID is required in order to verify the student's identity.

If a student takes a course via our Blended Classroom delivery method, chapter quizzes will be administered and graded while attending the prescribed 15 hours of classroom work. The student must also spend 15 hours studying the material independently, outside of the classroom portion of the course. The final exam will be proctored and graded at the end of the second day of the classroom. The final exam must be passed with a 70%. Champions will not allow a student to view or take the final exam prior to completing the regular coursework and making up any missed class time.

If a student takes a course via our online correspondence delivery method, they will need to pass all online chapter quizzes with a 100% before registering for a proctored final exam. Verification questions will be asked throughout the chapter quizzes to ensure the student's identity. Once a student has passed all the chapter quizzes for a course, they will be given the option to select a time to take their exam via our **ChampionsLive** broadcast system or select a campus to visit to take their exam. The final exam must be passed with a score of 70%.

Students must sign the mandatory enrollment agreement prior to starting class. This agreement outlines cancellation and refund policies and other important student information.

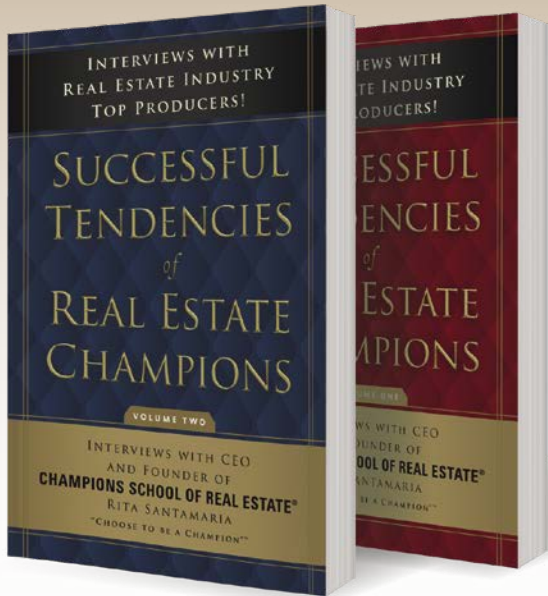
Champions reserves the right to withhold from a student official course completion documentation until the student has fulfilled all financial obligations.

**CSRE POLICY** Courses may be cancelled due to lack of enrollment. Class size may be limited due to excessive enrollment. Prepayment of course guarantees a seat in the class. There is a \$20 per class registration fee that is non-refundable. The fee is \$20 more if you are paying on the day of the class. No refunds on textbooks. No refunds on Prep courses.

**CLASSROOM REMINDER** All cellular phones, laptops, tablets, etc., must be turned off for the duration of class. Breaks and lunch will allow for usage of these items.

# LEARN FROM OUR CHAMPIONS SUPERSTARS!

Volumes I & II of Successful Tendencies of Real Estate Champions available now!



SOFTCOVER BOOK:  
**\$15** OR **\$25** FOR BOTH



Or learn more online:  
[www.ChampionsSchool.com/success](http://www.ChampionsSchool.com/success)

Also available as an eBook on [amazonkindle](#)

# CHAMPIONS MERCH STORE



Show off your CSRE school pride with a t-shirt, sweatshirt, or Nike pullover!

[www.ChampionsSchool.com/merch](http://www.ChampionsSchool.com/merch)





TREC PROVIDER #4530 | #0005

# 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
<b>98-Hour SAE Renewal Program</b> <ul style="list-style-type: none"> <li>3 TREC SAE renewal courses (90 Hours)</li> <li>TREC Legal Update I and Legal Update II (8 Hours)</li> </ul>	98		<del>\$575</del> <b>\$495</b> <b>SAVE \$80</b>
<b>90-Hour SAE Renewal Program</b> <ul style="list-style-type: none"> <li>3 TREC SAE renewal courses (90 Hours)</li> <li>8 hours of Legal Update is still required for license renewal</li> </ul>	90		<del>\$495</del> <b>\$435</b> <b>SAVE \$60</b>
<b>Individual 30-Hour SAE Courses</b>	30		<b>\$165</b>
<b>Legal Update I &amp; Legal Update II</b> See page 26 for Legal Update I and II schedules	8		<b>\$60</b>

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 **three 30-hour elective courses** 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](http://www.ChampionsSchool.com)

**IMPORTANT NOTE**  
Starting Oct 1<sup>ST</sup>, 2023, all licensees are required to take the Real Estate Brokerage (751) 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		
May 4 - 5	Sat - Sun	Brokerage
May 6 - 9	Mon - Thu PM	Commercial
May 22 - 23	Wed - Thu	Investments
Jun 3 - 4	Mon - Tue	Brokerage
Jun 12 - 13	Wed - Thu	RE Mort Finance
Jun 15 - 16	Sat - Sun	Power House
Jul 8 - 11	Mon - Thu PM	Marketing
Jul 10 - 11	Wed - Thu	Brokerage
Jul 20 - 21	Sat - Sun	Property Mgmt
Jul 31 - Aug 1	Wed - Thu	Power House
Aug 10 - 11	Sat - Sun	Investments
Aug 19 - 20	Mon - Tue	Brokerage
Sep 11 - 12	Wed - Thu	Inspection
Sep 16 - 19	Mon - Thu PM	RE Mort Finance
Sep 21 - 22	Sat - Sun	Brokerage
Oct 9 - 10	Wed - Thu	Brokerage
Oct 12 - 13	Sat - Sun	Property Mgmt
Oct 21 - 22	Mon - Tue	Power House
DALLAS		
May 1 - 2	Wed - Thu	Appraisal
May 11 - 12	Sat - Sun	Brokerage
May 20 - 21	Mon - Tue	Inspection
Jun 1 - 2	Sat - Sun	Investments
Jun 12 - 13	Wed - Thu	Marketing
Jun 17 - 18	Mon - Tue	Brokerage
Jul 10 - 11	Wed - Thu	Property Mgmt
Jul 15 - 16	Mon - Tue	Brokerage
Jul 20 - 21	Sat - Sun	Power House
Aug 5 - 6	Mon - Tue	Commercial
Aug 10 - 11	Sat - Sun	Brokerage
Aug 19 - 20	Mon - Tue	RE Mort Finance
Sep 11 - 12	Wed - Thu	Brokerage
Sep 14 - 15	Sat - Sun	Power House
Sep 23 - 24	Mon - Tue	Marketing
Oct 9 - 10	Wed - Thu	Brokerage
Oct 19 - 20	Sat - Sun	Investments
Oct 28 - 29	Mon - Tue	Appraisal
FORT WORTH		
May 4 - 5	Sat - Sun	Brokerage
May 8 - 9	Wed - Thu	RE Mort Finance
May 13 - 14	Mon - Tue	Commercial
Jun 3 - 4	Mon - Tue	Power House
Jun 19 - 20	Wed - Thu	Brokerage
Jun 29 - 30	Sat - Sun	Inspection
Jul 8 - 9	Mon - Tue	Marketing
Jul 13 - 14	Sat - Sun	Brokerage
Jul 17 - 18	Wed - Thu	Commercial
Aug 5 - 6	Mon - Tue	Power House
Aug 10 - 11	Sat - Sun	Appraisal
Aug 14 - 15	Wed - Thu	Brokerage
Sep 9 - 10	Mon - Tue	Commercial
Sep 18 - 19	Wed - Thu	RE Mort Finance
Sep 21 - 22	Sat - Sun	Brokerage
Oct 5 - 6	Sat - Sun	Investments
Oct 23 - 24	Wed - Thu	Property Mgmt
Oct 28 - 29	Mon - Tue	Brokerage
HOUSTON GALLERIA		
May 6 - 7	Mon - Tue	Property Mgmt
May 20 - 21	Mon - Tue	Brokerage
May 22 - 23	Wed - Thu	Power House
May 25 - 26	Sat - Sun	Power House
Jun 8 - 9	Sat - Sun	RE Mort Finance
Jun 22 - 23	Sat - Sun	Brokerage
Jun 26 - 27	Wed - Thu	Commercial
Jul 8 - 9	Mon - Tue	Brokerage
Jul 13 - 14	Sat - Sun	Brokerage
Jul 24 - 25	Wed - Thu	Investments
Jul 27 - 28	Sat - Sun	RE Mort Finance
Aug 14 - 15	Wed - Thu	Brokerage
Aug 19 - 20	Mon - Tue	Property Mgmt
Aug 24 - 25	Sat - Sun	Power House
Sep 5 - 6*	Thu - Fri	Commercial
Sep 14 - 15	Sat - Sun	Brokerage
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

## 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: \$38

### 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: \$40

### Real Estate Appraisal: Fundamentals — 226

This course helps you understand today's ever-changing appraisal marketplace. Using an effective blend of theory and practice, this course explores relevant legislation, key environmental considerations, and the increasing role of technology in the industry. This course includes the purpose and functions of an appraiser, the social and economic determinants of value, case studies, and the market data approach. Textbook: \$65

### Real Estate Brokerage — 751

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: \$58

### 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: \$38



# STATEWIDE CLASS SCHEDULE

## SAE CLASSROOM & LIVE

HOUSTON NORTH			CHAMPIONSLIVE			CHAMPIONSLIVE (CONTINUED)		
May 1 - 2	Wed - Thu	Inspection	May 8 - 9	Wed - Thu	Marketing	Sep 16 - 17	Mon - Tue	Inspection
May 15 - 16	Wed - Thu	Marketing	May 11 - 12	Sat - Sun	<b>Brokerage</b>	Sep 23 - 26	Mon - Thu PM	Marketing
May 18 - 19	Sat - Sun	<b>Brokerage</b>	May 13 - 14	Mon - Tue	Property Mgmt	Sep 25 - 26	Wed - Thu	Investment
Jun 5 - 6	Wed - Thu	Investments	May 20 - 23	Mon - Thu PM	Appraisal	Sep 28 - 29	Sat - Sun	<b>Brokerage</b>
Jun 10 - 11	Mon - Tue	<b>Brokerage</b>	May 22 - 23	Wed - Thu	<b>Brokerage</b>	Sep 30 - Oct 1	Mon - Tue	Power House
Jun 17 - 18	Mon - Tue	RE Mort Finance	May 25 - 26	Sat - Sun	Commercial	Oct 7 - 10	Mon - Thu PM	<b>Brokerage</b>
Jul 10 - 11	Wed - Thu	<b>Brokerage</b>	May 28 - 29*	Tue - Wed	Power House	Oct 9 - 10	Wed - Thu	Appraisal
Jul 24 - 25	Wed - Thu	Power House	Jun 3 - 6	Mon - Thu PM	<b>Brokerage</b>	Oct 12 - 13	Sat - Sun	Marketing
Aug 3 - 4	Sat - Sun	Property Mgmt	Jun 5 - 6	Wed - Thu	Inspection	Oct 14 - 15	Mon - Tue	Property Mgmt
Aug 5 - 6	Mon - Tue	<b>Inspection</b>	Jun 8 - 9	Sat - Sun	Investment	Oct 21 - 24	Mon - Thu PM	Inspection
Aug 17 - 18	Sat - Sun	Brokerage	Jun 10 - 11	Mon - Tue	Marketing	Oct 23 - 24	Wed - Thu	<b>Brokerage</b>
Aug 21 - 22	Wed - Thu	<b>Commercial</b>	Jun 17 - 20	Mon - Thu PM	Marketing	Oct 26 - 27	Sat - Sun	Power House
Sep 5 - 6*	Thu - Fri	Marketing	Jun 19 - 20	Wed - Thu	<b>Brokerage</b>	Oct 28 - 29	Mon - Tue	Investment
Sep 14 - 15	Sat - Sun	RE Mort Finance	Jun 22 - 23	Sat - Sun	Power House	<b>2-Day SAE Classes</b>		
Sep 18 - 19	Wed - Thu	Brokerage	Jun 24 - 25	Mon - Tue	Property Mgmt	Day 1 & 2	8:30 AM – 4:45 PM	
Oct 2 - 3	Wed - Thu	Power House	Jul 1 - 3*	Mon - Wed	Power House	<b>4-Day Evening Classes</b>		
Oct 12 - 13	Sat - Sun	Investments	Jul 3 & 5	Wed & Fri	Math	Mon - Thu	6:00 PM – 9:45 PM	
Oct 21 - 22	Mon - Tue	Brokerage	Jul 6 - 7	Sat - Sun	Marketing			
			Jul 8 - 9	Mon - Tue	<b>Brokerage</b>			
			Jul 15 - 18	Mon - Thu PM	Investment			
			Jul 17 - 18	Wed - Thu	Power House			
			Jul 20 - 21	Sat - Sun	<b>Brokerage</b>			
			Jul 22 - 23	Mon - Tue	Inspection			
			Jul 29 - Aug 1	Mon - Thu PM	<b>Brokerage</b>			
			Jul 31 - Aug 1	Wed - Thu	Marketing			
			Aug 3 - 4	Sat - Sun	Property Mgmt			
			Aug 5 - 6	Mon - Tue	RE Mort Finance			
			Aug 12 - 15	Mon - Thu PM	Commercial			
			Aug 14 - 15	Wed - Thu	<b>Brokerage</b>			
			Aug 17 - 18	Sat - Sun	Power House			
			Aug 19 - 20	Mon - Tue	Marketing			
			Aug 26 - 29	Mon - Thu PM	Inspection			
			Aug 28 - 29	Wed - Thu	Investment			
			Aug 31 - Sep 1	Sat - Sun	Property Mgmt			
			Sep 3 - 4*	Tue - Wed	<b>Brokerage</b>			
			Sep 9 - 12	Mon - Thu PM	Power House			
			Sep 11 - 12	Wed - Thu	Marketing			
			Sep 14 - 15	Sat - Sun	Math			
SAN ANTONIO								
May 8 - 9	Wed - Thu	RE Mort Finance						
May 13 - 14	Mon - Tue	<b>Brokerage</b>						
May 25 - 26	Sat - Sun	Property Mgmt						
Jun 5 - 6	wed - Thu	Inspection						
Jun 10 - 11	Mon - Tue	Marketing						
Jun 22 - 23	Sat - Sun	Commercial						
Jul 10 - 11	wed - Thu	<b>Brokerage</b>						
Jul 15 - 16	Mon - Tue	Power House						
Jul 27 - 28	Sat - Sun	Investments						
Aug 7 - 8	wed - Thu	Commercial						
Aug 12 - 13	Mon - Tue	RE Mort Finance						
Aug 24 - 25	Sat - Sun	Inspection						
Sep 11 - 12	Wed - Thu	<b>Brokerage</b>						
Sep 16 - 17	Mon - Tue	Investments						
Sep 28 - 29	Sat - Sun	Power House						
Oct 9 - 10	Wed - Thu	Marketing						
Oct 14 - 15	Mon - Tue	<b>Brokerage</b>						
Oct 26 - 27	Sat - Sun	Property Mgmt						

### 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 1<sup>st</sup>, 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: \$38

### 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: \$38

### 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: \$34








































### 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: \$65

### 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: \$38



SALES AGENT APPRENTICE EDUCATION (SAE)	DELIVERY	COURSE #	HOURS
A REALTORS® Resource Guide on Residential Mortgage Financing	  	426	30
Property Management	  	851	30
Real Estate Appraisal: Fundamentals	  	226	30
Real Estate Appraisal: Practices and Procedures		227	30
Real Estate Appraisal: Principle		240	30
Real Estate Brokerage	   	751	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.<sup>92</sup>/month to renew.

BROKER PROGRAM	Hours	Delivery	Price
<b>10-Course Broker Program</b> (for licensed agents) Save \$30 on each course.	300		<b>\$1350</b> <i>SAVE \$300</i>
<b>5-Course Broker Program</b> (for licensed REALTORS®) Choose any 5 core courses towards your real estate broker license.	150		<b>\$725</b> <i>SAVE \$100</i>
<b>Broker Exam Prep Course</b>			<b>\$120</b>

### 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

**TRY OUR INTERACTIVE BROKER PLAN OF ATTACK**

[www.ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/interactive/](http://www.ChampionsSchool.com/real-estate/tx/broker/plan-of-attack/interactive/)



### 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/](http://www.ChampionsSchool.com/real-estate/tx/broker/license/) to get more details.

<b>Residential Single Family, Condo, Co-op Unit, Multi-family (1 to 4-unit), Apartment Unit Lease</b>	
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
<b>Commercial Apartment (5+ units), Office, Retail, Industrial, Mixed Use, Hotel, Parking, Specialty, Other</b>	
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
<b>Farm and Ranch, Unimproved Land Farm and Ranch (With Residence, Improved, or Unimproved), or Unimproved Land</b>	
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
<b>Brokerage Team Management, Delegated Supervision Written (Delegation by Broker Required, at Least 1 Agent Supervised)</b>	
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.

# ONLINE INTERACTIVE REAL ESTATE CLASSES

## NOW AVAILABLE FOR ALL LEVELS OF REAL ESTATE EDUCATION

- Qualifying Education
- Sales Agent Apprentice,
- Continuing Education

### WHAT IS A MOBILE WEB APP?

Any device with access to a web browser and a stable internet connection will give you access to our new real estate classes! There are no downloads or installations needed!

### WHICH DELIVERY METHOD IS RIGHT FOR YOU?

The choice is yours! Based on your schedule or learning style, Champions School of Real Estate offers four unique delivery methods for your Texas real estate license courses. The best part? You don't have to pick just one, you can transfer between delivery methods at any time. That's the Champions Advantage!



## CHECK OUT OUR NEW STUDENT ACCOUNT PAGE!

The updated features and tools are designed to facilitate your success as a real estate student. With an unmatched online experience, our student portal will empower you to take courses on your own time and from any device. It was specifically developed for student flexibility and provides an excellent user experience. Here's what you'll get:

- ✓ **A user-friendly Main Portal**  
The launch pad of your real estate journey. From here you'll be able to enroll for more courses, view your schedule, or edit your student profile.
- ✓ **A new My Classes page**  
Get your Zoom links for ChampionsLive classes, completion certificates, and approval numbers here. You can also check the completion status of every purchased class on this page.
- ✓ **How-to lists for completing classes**  
On the information page of each class, you'll find a detailed list of to-dos that will guide you through completing the course.
- ✓ **Easy class navigation**  
View and access each part of the course with no trouble. Materials, quizzes, and exams are easy to find, too.
- ✓ **A virtual video tour**  
Need help getting started? Our tutorial video will show you how to make the most out of the student portal.
- ✓ **Virtual exam proctoring**  
Take your tests from the comfort of your home with our free online proctoring feature.
- ✓ **Instructors that are reachable**  
Through the student support form, you can reach out to instructors with content-related questions. At Champions, we strive to always respond within one business day.
- ✓ **Live online support specialists**  
Having trouble with a course or schedule? Chat with a member of our support team and get technical issues fixed right away.
- ✓ **An accessible navigation menu**  
You'll never waste time searching for it. The navigation menu stays at the top of the page no matter how far down you scroll.
- ✓ **Student Support FAQs**  
A much-needed resource for new and veteran students alike.

## EVERY STUDENT NOW HAS AN ONLINE PORTAL WITH ADDITIONAL STUDY RESOURCES

### Immersive Online Interactive Course Features

- Engaging animations and videos
- Bookmarking/progress tracking
- 24/7 course access
- Cross platform compatibility
- Exam proctoring included

	Online Interactive	Online Correspondence
Cross-platform Software	✓	✓
Desktop / Tablet / Mobile	✓	✓
Online Exam Proctoring	✓	✓
24/7 Course Access	✓	✓
Engaging Videos	✓	
Animated Content	✓	
Interactive Content	✓	
Timed Chapter Modules	✓	
Progress Tracking	✓	
Downloadable Textbook		✓
Self-Paced		✓
<b>Program</b>	<b>6-Course Licensing Program + Exam Prep</b>	
<b>Price</b>	\$980	\$980
<b>Savings</b>	\$130	\$130





# REAL ESTATE CONTINUING EDUCATION

## STAY CURRENT AND MAINTAIN ACTIVE STATUS WITH THE REQUIRED TEXAS REAL ESTATE SALES AGENT CONTINUING EDUCATION (CE) COURSES

Our Texas Real Estate Continuing Education (formerly known as MCE) courses will ensure you stay current within the industry. To maintain an active Sales Agent or Broker license, all licensees must complete 18 hours of Continuing Education (CE) every two years, including the required 8 hours of Legal Update I & II and 3-Hour Contract Review. Ready to renew?

Choose a program below and contact a career counselor today!

CE Renewal Programs	Hours	Delivery	Price
<b>18-Hour Continuing Education (CE) Program</b> All 18-Hour Programs Include: • Essential Topics: 3-Hour Contract Review • Legal Update I and Legal Update II	18		<b>\$99-</b> <b>\$119</b> <i>SAVE UP TO \$81</i>
<b>11-Hour Mandatory CE Program</b> Includes only: • Essential Topics: 3-Hour Contract Review • Legal Update I and Legal Update II	11		<b>\$80</b> <i>SAVE UP TO \$30</i>
<b>8-Hour Legal CE Program</b> Includes: • Legal Update I and Legal Update II	8		<b>\$60</b> <i>SAVE UP TO \$20</i>
<b>Individual CE Courses</b>	1-10		<b>\$10-</b> <b>\$100</b>

### Online Interactive™

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

Go to page 31 for a list of courses available.

### Course Delivery Options

- Classroom
- Virtual Classroom
- Online Interactive
- Online Correspondence

Learn more about delivery methods at [www.ChampionsSchool.com](http://www.ChampionsSchool.com)



# 18 - HOUR CE PROGRAM

## MODERN APPROACHES TO REAL ESTATE BUSINESS

**\$119**

### TAKE IN THE CLASSROOM AND LIVE

Hone your ability to connect with clients and learn to establish positive, collaborative business relationships. This program fulfills all sales agent continuing education requirements set forth by TREC.

#### CE program includes:

- 8-Hour Legal Update I & II
- 3-Hour Emotional Intelligence in Real Estate
- 3-Hour Essential Topics: 3-Hour Contract Review
- 2-Hour Know Your Landlord and Tenant Rights
- 2-Hour Technology Update

### LEARN ABOUT

- Integrating emotional intelligence into business models
- How to cater marketing strategies to each generation
- Using social media marketing to attract business
- Data management and data theft protection
- Utilizing the latest real estate websites and apps
- The Landlord and Tenant Act
- Early lease termination
- Landlord duties, including repairs
- Health and safety obligations



AUSTIN	
May 9 - 10	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 18 - 19	Thu/Fri
Aug 8 - 9	Thu/Fri
Sep 12 - 13	Thu/Fri
Oct 10 - 11	Thu/Fri

DALLAS	
May 23 - 24	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 25 - 26	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep 26 - 27	Thu/Fri
Oct 24 - 25	Thu/Fri

FORT WORTH	
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri
Aug 8 - 9	Thu/Fri
Sep 12 - 13	Thu/Fri
Oct 10 - 11	Thu/Fri

HOUSTON GALLERIA	
May 30 - 31	Thu/Fri
Jun 17 - 18	Mon/Tue
Jul 18 - 19	Thu/Fri
Aug 12 - 13	Mon/Tue
Sep 19 - 20	Thu/Fri
Oct 14 - 15	Mon/Tue

HOUSTON NORTH	
May 20 - 21	Mon/Tue
Jun 13 - 14	Thu/Fri
Jun 27 - 28	Thu/Fri
Jul 11 - 12	Thu/Fri
Jul 22 - 23	Mon/Tue
Aug 8 - 9	Thu/Fri
Aug 22 - 23	Thu/Fri
Sep 12 - 13	Thu/Fri
Sep 23 - 24	Mon/Tue
Oct 3 - 4	Thu/Fri
Oct 24 - 25	Thu/Fri

SAN ANTONIO	
May 23 - 24	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 18 - 19	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep 19 - 20	Thu/Fri
Oct 24 - 25	Thu/Fri

CHAMPIONSLIVE WITH ALLAN HANCOCK	
May 28 - 29	Tue/Wed
Jun 10 - 11	Mon/Tue
Jun 24 - 25	Mon/Tue
Jul 8 - 9	Mon/Tue
Jul 15 - 16	Mon/Tue
Aug 5 - 6	Mon/Tue
Aug 19 - 20	Mon/Tue
Aug 26 - 27	Mon/Tue
Sep 9 - 10	Mon/Tue
Sep 16 - 17	Mon/Tue
Oct 7 - 8	Mon/Tue
Oct 21 - 22	Mon/Tue
Oct 28 - 29	Mon/Tue

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 44460
12:30 PM - 2:30 PM	Know Your Landlord and Tenant Rights 45377
2:30 PM - 5:30 PM	Emotional Intelligence in Real Estate 46133

### 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!





# 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

DALLAS	
May 23 - 24	Thu/Fri
Jun 20 - 21	Thu/Fri
Jul 25 - 26	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep 26 - 27	Thu/Fri
Oct 24 - 25	Thu/Fri

SAN ANTONIO	
May 23 - 24	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 18 - 19	Thu/Fri
Aug 15 - 16	Thu/Fri
Sep 19 - 20	Thu/Fri
Oct 24 - 25	Thu/Fri

FORT WORTH	
May 9 - 10	Thu/Fri
Jun 13 - 14	Thu/Fri
Jul 11 - 12	Thu/Fri
Aug 8 - 9	Thu/Fri
Sep 12 - 13	Thu/Fri
Oct 10 - 11	Thu/Fri

CHAMPIONSLIVE	
May 20 - 21	Mon/Tue
Jun 3 - 4	Mon/Tue
Jun 17 - 18	Mon/Tue
Jul 1 - 2	Mon/Tue
Jul 22 - 23	Mon/Tue
Aug 12 - 13	Mon/Tue
Sep 23 - 24	Mon/Tue
Sep 30 - Oct 1	Mon/Tue
Oct 14 - 15	Mon/Tue

HOUSTON GALLERIA	
May 18 - 19	Sat/Sun
Jun 5 - 6	Wed/Thu
Jul 10 - 11	Wed/Thu
Aug 17 - 18	Sat/Sun
Sep 21 - 22	Sat/Sun
Oct 9 - 10	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 44942
Day 2 Schedule	
8:30 AM - 11:30 AM	Essential Topics: 3-Hour Contract Review 44460
12:30 PM - 6:30 PM	Broker Responsibility Course (2023-2024) 44547

HOUSTON NORTH	
May 20 - 21	Mon/Tue
Jun 27 - 28	Thu/Fri
Jul 22 - 23	Mon/Tue
Aug 22 - 23	Thu/Fri
Sep 23 - 24	Mon/Tue
Oct 24 - 25	Thu/Fri

# 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		Day 1 Schedule	
CHAMPIONSLIVE		8:30 AM - 12:30 PM	Legal Update I 47600
May 13 & 15	Mon/Wed	1:30 PM - 5:30 PM	Legal Update II 47601
Jun 10 & 12	Mon/Wed	Day 2 Schedule	
Jul 15 & 17	Mon/Wed	8:30 AM - 4:30 PM	Selected Topics in Commercial Real Estate 44938
Aug 12 & 14	Mon/Wed	4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 44460
Sep 16 & 18	Mon/Wed		
Oct 14 & 16	Mon/Wed		



## 18 - HOUR CE PROGRAM

### SELECTED TOPICS IN FARM AND RANCH REAL ESTATE

\$119

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

May 6 & 8	Mon/Wed
Jun 3 & 5	Mon/Wed
Jul 8 & 10	Mon/Wed
Aug 5 & 7	Mon/Wed
Sep 9 & 11	Mon/Wed
Oct 7 & 9	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 44940
4:30 PM - 7:30 PM	Essential Topics: 3-Hour Contract Review 44460

## 18 - HOUR CE PROGRAM

### SELECTED TOPICS IN PROPERTY MANAGEMENT

\$119

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

May 20 & 22	Mon/Wed
Jun 17 & 19	Mon/Wed
Jul 22 & 24	Mon/Wed
Aug 19 & 21	Mon/Wed
Sep 23 & 25	Mon/Wed
Oct 21 & 23	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 44936
4:30 PM - 7:30 PM	Essential Topics: 3-Hours Contract Review 44460



# 11-HOUR MANDATORY CE PROGRAM

Includes:

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

**\$80**

## 3-HOUR CE COURSE

### 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**

AUSTIN	
Jun 21	Fri
Jul 19	Fri
Aug 9	Fri
Sep 13	Fri
Oct 18	Fri

DALLAS	
May 24	Fri
Jun 21	Fri
Jul 26	Fri
Aug 16	Fri
Sep 27	Fri
Oct 25	Fri

FORT WORTH	
Jun 13	Thu
Jul 11	Thu
Aug 8	Wed
Sep 12	Thu
Oct 10	Thu

HOUSTON GALLERIA	
May 19	Sun
May 31	Fri
June 6	Thu
Jun 18	Tue
Jul 11	Thu
Jul 19	Fri
Aug 13	Tue
Aug 18	Sun
Sep 20	Fri
Oct 15	Tue

HOUSTON NORTH	
May 21	Tue
Jun 14	Fri
Jun 28	Fri
Jul 12	Fri
Jul 23	Tue
Aug 9	Fri
Aug 23	Fri
Sep 13	Fri
Sep 24	Tue
Oct 11	Fri
Oct 25	Fri

SAN ANTONIO	
May 24	Fri
Jun 14	Fri
Jul 19	Fri
Aug 16	Fri
Sep 20	Fri
Oct 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.

CHAMPIONSLIVE	
May 15	Wed
May 21	Tue
May 22	Wed
May 29	Wed
Jun 4	Tue
Jun 5	Wed
Jun 11	Tue
Jun 12	Wed
Jun 18	Tue
Jun 19	Wed
Jun 25	Tue
Jul 2	Tue

**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.

This delivery method is also available for **Essential Topics: 3-Hour Contract Review and Legal Update I & II.**

**Classroom Schedule**

8:30 AM - 11:30 AM	Essential Topics: 3-Hour Contract Review 44460
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# 8-HOUR CE PROGRAM

**\$60**

## LEGAL UPDATE I & II (2024-2025)

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

AUSTIN	
May 9	Thu
Jun 20	Thu
Jul 18	Thu
Aug 8	Thu
Sep 12	Thu
Oct 17	Thu

DALLAS	
May 23	Thu
Jun 20	Thu
Jul 25	Thu
Aug 15	Thu
Sep 26	Thu
Oct 24	Thu

FORT WORTH	
May 9	Thu
Jun 13	Thu
Jul 11	Thu
Aug 8	Wed
Sep 12	Thu
Oct 10	Thu

HOUSTON GALLERIA	
May 18	Sat
May 30	Thu
Jun 5	Wed
Jun 17	Mon
Jul 10	Wed
Jul 18	Thu
Aug 12	Mon
Aug 17	Sat
Sep 19	Thu
Oct 14	Mon

HOUSTON NORTH	
May 20	Mon
Jun 13	Thu
Jun 27	Thu
Jul 11	Thu
Jul 22	Mon

**Day 1 Schedule**

8:30 AM - 12:30 PM	Legal Update I 47600
1:30 PM - 5:30 PM	Legal Update II 47601

Aug 8	Thu
Aug 22	Thu
Sep 12	Thu
Sep 23	Mon
Oct 10	Thu
Oct 24	Thu

SAN ANTONIO	
May 23	Thu
Jun 13	Thu
Jul 18	Thu
Aug 15	Thu
Sep 19	Thu
Oct 24	Thu

**CHAMPIONSLIVE**

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

May 6	Mon
May 13	Mon
May 20	Mon
May 28	Tue
Jun 3	Mon
Jun 10	Mon
Jun 17	Mon
Jun 24	Mon
Jul 1	Mon
Jul 8	Mon
Jul 15	Mon
Jul 22	Mon

Aug 5	Mon
Aug 12	Mon
Aug 19	Mon
Aug 26	Mon
Sep 9	Mon
Sep 16	Mon
Sep 23	Mon
Sep 30	Mon
Oct 7	Mon
Oct 14	Mon
Oct 21	Mon
Oct 28	Mon



## 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! MODERN APPROACHES TO REAL ESTATE BUSINESS

- Legal Update I & II (8 Hours)
- Technology Update (2 Hours)
- Essential Topics: Contract Review (3 Hours)
- Know Your Landlord and Tenant Rights (2 Hours)
- Emotional Intelligence in Real Estate (3 Hours)

DESIGNATIONS AND CERTIFICATIONS	DELIVERY	COURSE #	CE HOURS
Seller Representative Specialist	📺	32071	15
Accredited Buyer's Representative	📺	39438	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	📺	32213	15
Seniors Real Estate Specialist	📺	31836	15
Pricing Strategy Advisor	📺	33058	8
Military Relocation Professional	📺	47858	8
Certified Home Marketing Specialist	📺	49377	8

### Course Delivery Options

To learn more about delivery methods, go to page 18 or [www.ChampionsSchool.com/resources/delivery-methods/](http://www.ChampionsSchool.com/resources/delivery-methods/)

- 📺 Classroom
- 📺 ChampionsLive
- 📺 Online Interactive
- 📺 Online Correspondence

REAL ESTATE CONTINUING EDUCATION (CE)	DELIVERY	COURSE #	HOURS
Farm and Ranch Real Estate	📺	47919	10
Commercial Real Estate	📺	46727	10
Prospering with Trends and Strategies	📺	49379	10
Risk Reduction Assessment	📺	45772	10
The 3 T's to Success: Tools, Trends and Technology	📺	48771	10
Property Management	📺	47602	10
Prospering In The Hot Texas Market	📺	48773	10
Real Estate Trends and Disruptors	📺	48127	8
Selected Topics in Commercial Real Estate	📺📺	44938   44939	7
Selected Topics in Farm and Ranch	📺📺	44940   44941	7
Selected Topics in Property Management	📺📺	44936   44937	7
Broker Responsibility Course (2023-2024)	📺📺📺	44547	6
Eye on Real Estate: Trends and Disruptors	📺	44945	5
Success Strategies	📺	47859	4
Texas Common Legal Issues in Real Estate	📺	45229	4
Legal Update I (2024-2025)	📺📺📺	47600	4
Legal Update II (2024-2025)	📺📺📺	47601	4
Emotional Intelligence in Real Estate	📺📺📺	46133   46138   46432	3
Essential Topics: 3-Hour Contract Review	📺📺📺	44363   44461   44460	3
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	📺📺📺	45382   46741   45377	2
Property Tax Remedies	📺	48132	2
Introduction to Artificial Intelligence	📺	45228	2
Real Estate Investing	📺	48130	2
Real Estate Disruptors	📺	48128	2
Real Estate Trends	📺	48136	2
Selling to Different Generations	📺	48157	2
Technology Update	📺📺📺	44368   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	📺	45539	1
Positively Outstanding Client Service	📺	49269	1
Technology in Real Estate	📺📺📺	44400   44943   44942	1

# 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.

### 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 homebuyers and formulate competitive offers
- Annual dues are waived for the first year. Fee is \$110 thereafter.

CHAMPIONSLIVE		CHAMPIONSLIVE	
May 8 - 9	Wed/Thu	Aug 28 - 29	Wed/Thu
May 15 - 16	Wed/Thu	Sep 4 - 5	Wed/Thu
May 22 - 23	Wed/Thu	Sep 11 - 12	Wed/Thu
Jun 5 - 6	Wed/Thu	Sep 16 - 17	Mon/Tue
Jun 17 - 18	Mon/Tue	Sep 23 - 24	Mon/Tue
Jun 24 - 25	Mon/Tue	Oct 2 - 3	Wed/Thu
Jul 10 - 11	Wed/Thu	Oct 9 - 10	Wed/Thu
Jul 20 - 21	Sat/Sun	Oct 21 - 22	Mon/Tue
Jul 30 - 31	Tue/Wed	<b>Day 1 &amp; 2 Schedule</b>	
Aug 7 - 8	Wed/Thu	8:30 AM - 4:45 PM	
		ABR: 39438	

### 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.

### 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

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

CHAMPIONSLIVE	
May 29 - 30	Wed/Thu
Jun 26 - 27	Wed/Thu
Jul 31 - Aug 1	Wed/Thu
Aug 28 - 29	Wed/Thu
Sep 25 - 26	Wed/Thu
Oct 23 - 24	Wed/Thu
<b>Day 1 &amp; 2 Schedule</b>	
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.

### 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).



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



# DESIGNATIONS



CHAMPIONSLIVE

May 10	Fri
Jun 7	Fri
Jul 12	Fri
Aug 9	Fri
Sep 6	Fri
Oct 4	Fri

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

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

CHAMPIONSLIVE

May 31	Fri
Jun 28	Fri
Jul 26	Fri
Aug 23	Fri
Sep 20	Fri
Oct 25	Fri

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

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

CHAMPIONSLIVE

May 17	Fri
Jun 14	Fri
Jul 19	Fri
Aug 16	Fri
Sep 13	Fri
Oct 11	Fri

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

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

CHAMPIONSLIVE

May 15 - 16	Wed/Thu
Jun 12 - 13	Wed/Thu
Jul 17 - 18	Wed/Thu
Aug 14 - 15	Wed/Thu
Sep 11 - 12	Wed/Thu
Oct 9 - 10	Wed/Thu

**Day 1 & 2 Schedule**  
8:30 AM - 4:45 PM  
RENE: 32213

**\$250**   **15** CE Hours   **ABR & SRS** 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	
May 22 - 23	Wed/Thu
Jun 19 - 20	Wed/Thu
Jul 24 - 25	Wed/Thu
Aug 21 -22	Wed/Thu
Sep 18 - 19	Wed/Thu
Oct 16 - 17	Wed/Thu
<b>Day 1 &amp; 2 Schedule</b>	
8:30 AM - 4:45 PM	
ALHS: 47951	
<b>\$289</b>	<b>10</b> CE Hours

CHAMPIONSLIVE	
May 2	Thu
Jun 25	Tue
Jul 16	Tue
Aug 6	Tue
Sep 10	Tue
Oct 29	Tue
<b>Schedule</b>	
8:30 AM - 5:15 PM	
CHMS: 49377	
<b>\$239</b>	<b>8</b> CE Hours

CHAMPIONSLIVE	
May 28 - 29	Tue/Wed
Jul 22 - 23	Mon/Tue
Sep 23 -24	Mon/Tue
<b>Day 1 &amp; 2 Schedule</b>	
8:30 AM - 4:45 PM	
SRES: 31836	
<b>\$250</b>	<b>15</b> CE Hours
<b>ABR &amp; SRS</b> Elective	

## 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

## 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

## 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 finance and loan schemes that target seniors



# CERTIFICATIONS



CHAMPIONSLIVE	
Jun 17 - 18	Mon/Tue
Aug 19 - 20	Mon/Tue
Oct 30 - 31	Mon/Tue
Day 1 & 2 Schedule	
8:30 AM - 4:45 PM	
REPA: 46938	
<b>\$250</b>	<b>15</b> CE Hours
<b>ABR</b> Elective	

CHAMPIONSLIVE	
May 3	Fri
Jul 5	Fri
Sep 27	Fri
Schedule	
8:30 AM - 5:15 PM	
HFR: 43988	
<b>\$139</b>	<b>8</b> CE Hours
<b>ABR &amp; SRS</b> Elective	

CHAMPIONSLIVE	
May 24	Fri
Aug 2	Fri
Oct 18	Fri
Schedule	
8:30 AM - 5:15 PM	
MSLG: 48085	
<b>\$139</b>	<b>8</b> CE Hours
<b>ABR</b> 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





# 5 STEPS TO A TEXAS LICENSE IN MORTGAGE LOAN ORIGINATION

## 1 Create an NMLS account at [www.statemortgageregistry.com/public](http://www.statemortgageregistry.com/public) and receive a username, password, and NMLS number

- Be sure to bring your NMLS number to class.

## 2 Complete the 23-hour SAFE Comprehensive Course at Champions School of Mortgage Lending®

- Required 20 hours of SAFE comprehensive NMLS-approved education
- 3-Hour TX SML SAFE: Texas Law and Practice
- These courses satisfy the current National Mortgage License System (NMLS) educational requirement for Texas.

## 3 Register for our Mortgage Loan Originator Test prep course — Mortgage Loan Exam Prep

- Once you pay the initial fee for the prep course you may retake it as many times as you want for one year at no additional charge.

## 4 Register (\$110) and pass the NMLS national exam with a 75% or higher

- There is a 30-day waiting period for exam retakes.
- If you do not pass after two retakes, there is a 6-month waiting period.
- You must request and pay for your test enrollment through NMLS. The "Test Enrollment" function is under the "Professional Requirements/Testing Selection" tab in the NMLS portal after you log in.

**National Exam:** 120 multiple choice questions, 190 minutes

- After enrolling in a test component, please contact Prometric at [prometric.com/nmls](http://prometric.com/nmls) or 877-671-6657 to schedule your test date.

## 5 Submit MU4 Form to the National Licensing System as well as the criminal background check, fingerprints, and credit report request

- Submit the MU4 Form through the NMLS website [mortgage.nationwidelicencingsystem.org](http://mortgage.nationwidelicencingsystem.org)
- In the MU4 login portal, select "Filing/Individual." The MU4 initial set-up fee is \$30. The application fee will vary by license type.
- Applicants are required to request a criminal background check (\$36.25) and the credit report request function (\$15).
- Other fees include: initial mortgage loan originator (MLO) license, MU4 (\$70), recovery fund (\$20), and sponsorship fee (\$25)

Program Name	Program Hours	Delivery Method	Price <sup>1</sup>
<b>The Ultimate Jump-Start to Your Career! MLO Texas License Career Success Program</b>			
<ul style="list-style-type: none"> <li>• 23-hour course (20-hour SAFE Comprehensive &amp; 3 Hour TX SML SAFE)</li> <li>• Mortgage Loan Originator Exam Prep course</li> <li>• Essential Mortgage Skills and How to Market Yourself</li> <li>• 2-Day Success Through Business Etiquette Program</li> </ul>	23		<del>\$1021</del> <b>\$901</b> <b>SAVE \$120</b>
<b>MLO Texas License Essential Skills Program</b>			
<ul style="list-style-type: none"> <li>• 23-hour course (20 Hour SAFE Comprehensive &amp; 3 Hour TX SML SAFE)</li> <li>• Mortgage Loan Originator Exam Prep course</li> <li>• Includes electives Essential Mortgage Skills and How to Market Yourself</li> </ul>	23		<del>\$822</del> <b>\$757</b> <b>SAVE \$65</b>
<b>MLO Texas License Program</b>			
<ul style="list-style-type: none"> <li>• 23-hour course (20 Hour SAFE Comprehensive &amp; 3 Hour TX SML SAFE)</li> <li>• Mortgage Loan Originator Exam Prep course</li> </ul>	23		<del>\$574</del> <b>\$544</b> <b>SAVE \$30</b>

### Course Delivery Options

- Virtual Classroom
- Online Interactive
- Online Correspondence
- Classroom

Learn more about delivery methods at [ChampionsSchool.com](http://ChampionsSchool.com)

Individual Courses	Program Hours	Delivery Method	Price
20-Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals	20		\$329
20-Hour SAFE Comprehensive Mortgage Loan Originator Fundamentals	20		\$289
Texas SML SAFE: Texas Law and Practice	3		\$99
Texas SML SAFE: Texas Law and Practice	3		\$50
Mortgage Loan Originator Exam Prep course	24		\$235
8- Hour SAFE Comprehensive: Latest and Greatest (Late CE 15537)	8		\$135
Mortgage Loan Originator Flashcards — Practice over 400 of the most essential terms in loan origination!			\$35
<b>Mobile Flashcard App</b> — Study essential loan origination terms on an iPhone.			\$2 <sup>99</sup>

# MORTGAGE LOAN ORIGINATION LICENSING

## 20-HOUR SAFE COMPREHENSIVE MORTGAGE LOAN FUNDAMENTALS

With 3-Hour TX SML SAFE: Texas Law & Practice

This required course satisfies both Texas and federal education requirements to become a licensed mortgage loan originator. The course includes federal law, ethics, non-traditional mortgage lending, plus information pertinent to becoming a professional mortgage loan originator. This course is required of anyone wishing to be certified under the Texas Department of Savings and Mortgage Lending.

**\$339**

23-Hour TX Program

**\$289**

20-Hour Only

**\$50**

3-Hour Only



### 20-Hr SAFE

Day 1-2: 8:30 AM – 5:30 PM  
Day 3: 8:30 AM – 12:30 PM



### 3-Hr TX SML

Day 3: 1:30 PM – 4:30 PM

**Note:** You will need to bring your NMLS ID number to class. To obtain your ID number, please visit: [www.stateregulatoryregistry.org/NMLS](http://www.stateregulatoryregistry.org/NMLS)

Students must attend the full 23 hours to receive credit or they must retake the entire class. **Makeup hours are not available for this course.**

### AUSTIN

Jun 21 - 23	Fri - Sun
Jul 24 - 26	Wed - Fri
Aug 23 - 25	Fri - Sun
Sep 25 - 27	Wed - Fri
Oct 25 - 27	Fri - Sun

### DALLAS

Jun 7 - 9	Fri - Sun
Jul 5 - 7	Fri - Sun
Aug 2 - 4	Fri - Sun
Sep 6 - 8	Fri - Sun
Oct 4 - 6	Fri - Sun

### FORT WORTH

June 24 - 26	Mon - Wed
July 22 - 24	Mon - Wed
Aug 28 - 30	Wed - Fri
Sep 25 - 27	Wed - Fri
Oct 21 - 23	Mon - Wed

20-Hour SAFE Classroom: 2029  
20-Hour SAFE Live: 6829  
3-Hour TX SML Classroom: 4126  
3-Hour TX SML Live: 6835

### HOUSTON GALLERIA

Jun 28 - 30	Fri - Sun
Sep 6 - 8	Fri - Sun
Nov 1 - 3	Fri - Sun

### HOUSTON NORTH

Jul 19 - 21	Fri - Sun
Oct 4 - 6	Fri - Sun

### SAN ANTONIO

Jun 26 - 28	Wed - Fri
Jul 19 - 21	Fri - Sun
Aug 19 - 21	Mon - Wed
Sep 27 - 29	Fri - Sun
Oct 21 - 23	Mon - Wed

### CHAMPIONS LIVE

July 1 - 3	Mon - Wed
Jul 29 - 31	Mon - Wed
Aug 26 - 28	Mon - Wed
Sep 16 - 18	Mon - Wed
Oct 14 - 16	Mon - Wed

## 3-DAY NATIONAL MLO EXAM PREP

**\$235**

After you've completed the required 23 Hour SAFE Comprehensive MLO Fundamentals course, take the Mortgage Loan Originator Exam Prep course and prepare to pass the exam on the first try!

You may repeat the class and the mock exams as many times as you want for one year so that you can walk in to the testing center prepared and confident!

### CHAMPIONS LIVE

Jun 17 - 19	Mon - Wed
Jul 8 - 10	Mon - Wed
Jul 26 - 28	Fri - Sun
Aug 5 - 7	Mon - Wed
Aug 23 - 25	Fri - Sun
Sep 3 - 5	Tue - Thu
Sep 13 - 15	Fri - Sun
Sep 23 - 25	Mon - Wed
Oct 11 - 13	Fri - Sun
Oct 21 - 23	Mon - Wed

8:30 AM – 4:45 PM

## VIRTUAL STUDY HALL

**FREE**

Champions School of Real Estate is proud to offer our Mortgage Loan Originator Prep students the opportunity to attend **free ChampionsLive Study Hall sessions** where they can ask instructor direct questions about the material. Students can attend these sessions remotely using a webcam and microphone.

### CHAMPIONS LIVE

Jun 18	Tue
Jul 2	Tue
Jul 16	Tue
Jul 30	Tue
Aug 13	Tue
Aug 27	Tue
Sep 10	Tue
Sep 24	Tue
Oct 8	Tue
Oct 22	Tue

Every other Tuesday: 6:00 – 9:00 PM



# MORTGAGE LOAN ORIGINATION ESSENTIAL DEVELOPMENT

The mortgage industry is complex. As a licensed mortgage loan originator, there is no such thing as being too prepared. These development courses will shine a light on important and often overlooked aspects of the business that will ultimately help you practice more effectively.



## CHAMPIONSLIVE

Jan 10 - 11	Wed - Thu
Feb 7 - 8	Wed - Thu
Mar 13 - 14	Wed - Thu
Apr 10 - 11	Wed - Thu
May 8 - 9	Wed - Thu
Jun 12 - 13	Wed - Thu
Jul 10 - 11	Wed - Thu
Aug 7 - 8	Wed - Thu
Sep 11 - 12	Wed - Thu
Oct 9 - 10	Wed - Thu

2 Days 8:30 AM – 4:45 PM

## ESSENTIAL MORTGAGE SKILLS

\$199

This course covers the day-to-day skills every residential mortgage loan originator needs to master if they are to be successful. Experienced originators have developed these skills and perform them instinctively. New originators must learn these skills and practice them every day until they become second nature.

### TOPICS INCLUDE

- The application/interview process
- Understanding the importance of a complete 1003 mortgage application
- Evaluating and calculating borrower income and assets
- Analyzing credit report components
- Review of conventional conforming and underwriting guidelines
- The Texas One to Four Family Residential Contract

## CHAMPIONSLIVE

Jan 18	Thu
Feb 22	Thu
Mar 21	Thu
Apr 18	Thu
May 16	Thu
Jun 20	Thu
Jul 18	Thu
Aug 22	Thu
Sep 19	Thu
Oct 17	Thu

9:00 AM – 12:00 PM

## HOW TO MARKET YOURSELF AS A MORTGAGE LOAN OFFICER

\$49

This 3-hour dynamic marketing strategies course will assist new residential mortgage loan originators in developing the skills and knowledge required for a successful career in the mortgage industry. New mortgage loan originators who take this marketing strategies course will be better equipped to practice ethically and effectively. This course addresses current techniques for a long-term, successful career in the mortgage loan industry.

### Additional study tools available for Mortgage Loan Exam Prep Students



### MLO FLASH CARDS \$32

Master essential vocabulary with these handy flashcards, designed to supplement our MLO Exam Prep course. Access 400+ loan and finance concepts such as the Real Estate Settlement Procedures Act (RESPA), adjustable rate mortgages, the Truth in Lending Act (TILA), non-traditional mortgage products, and more.

### NMLS EXAM PREP FACEBOOK GROUP

Join an encouraging community of students and teachers sharing their experience and advice as you get ready to pass the NMLS National Exam.



SCAN TO JOIN



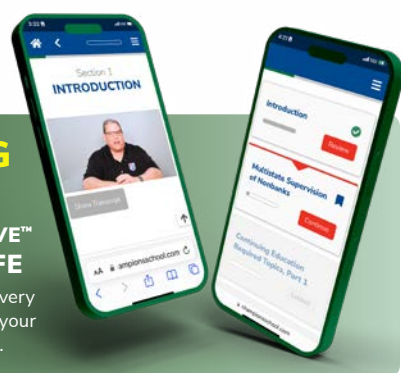
# MORTGAGE LOAN ORIGINATION CONTINUING EDUCATION

## 8-HOUR CE SAFE COMPREHENSIVE: KEEPING YOU CURRENT

\$135

The 8 hour SAFE Keeping You Current CE course is designed to teach mortgage loan originators the required 8 hours of mandatory continuing education information, which will ensure that they acquire proficiency in areas of study such as federal law and regulation, ethics, mortgage fraud, consumer protection law, and lending standards for the non-traditional mortgage product marketplace.

**COMING SOON!**  
**ONLINE INTERACTIVE™  
8-HOUR CE SAFE**  
A self-guided course delivery method done entirely on your desktop or mobile device.



AUSTIN		HOUSTON NORTH	
Sep 21	Sat	Aug 2	Fri
Oct 24	Thu	Sep 13	Fri
		Oct 11	Fri
DALLAS		SAN ANTONIO	
Aug 23	Fri	Aug 23	Fri
Sep 13	Fri	Sep 27	Fri
Oct 11	Fri	Oct 25	Fri
Oct 26	Sat		
FORT WORTH		CHAMPIONSLIVE	
Sep 20	Fri	Aug 9	Fri
Oct 24	Thu	Aug 20	Tue
		Sep 4	Wed
HOUSTON GALLERIA		Sep 10	Tue
Aug 16	Fri	Sep 21	Sat
Sep 20	Fri	Sep 24	Tue
Oct 4	Fri	Oct 1	Tue
Oct 15	Tue	Oct 12	Sat
		Oct 19	Sat
		Oct 24	Thu
		Oct 29	Tue

8:30 AM – 4:45 PM

SAFE Comprehensive: Keeping You Current Classroom: 16158



## NATIONAL MORTGAGE LOAN ORIGINATOR EDUCATION

Champions School of Real Estate® offers loan origination pre-licensing and continuing education courses for states that do not have state-specific course requirements. For states other than Texas, we offer convenient online courses for your learning experience. Go to [ChampionsSchool.com/loan/national](http://ChampionsSchool.com/loan/national) to verify your state requirement.

### PRE-LICENSING EDUCATION \$329 – \$459 20-HOUR SAFE COMPREHENSIVE MORTGAGE LOAN FUNDAMENTALS

New state-licensed MLOs are required to complete 20 hours of NMLS-approved education. Important: This 20-hour course only fulfills all MLO pre-licensing education requirements for states that do not require state-specific content.

### STATE SPECIFIC PRE-LICENSING EDUCATION \$VARIES MORTGAGE LOAN ORIGINATION

State-specific education requirements can be found online at [www.ChampionsSchool.com/loan/national](http://www.ChampionsSchool.com/loan/national)  
**Available in All 50 States!**

# 7 STEPS TO A TEXAS APPRAISER LICENSE PROGRAM

## 1 Take the Required Courses at Champions Appraisal School®

### Appraiser Trainee Program (79 hrs)

Courses must be completed before submitting application for approval as an appraiser trainee to TALCB.

- 🕒 **Basic Appraisal Principles** (30 hrs AQE)
- 🕒 **Basic Appraisal Procedures** (30 hrs AQE)
- 🕒 **15-Hour National USPAP Course — Uniform Standards of Professional Appraisal Practice** (15 hrs AQE)  
This course must be completed within 24 months of filing your TALCB application. Students must pass with a 74%; re-takes are allowed and can be taken at any campus.
- 🕒 **Texas Appraising for the Supervisor and Trainee** (4 hrs AQE)

It is recommended students purchase and bring an HP 17B or HP 12C calculator with them to class.

### Appraiser License Options

If you are currently an appraiser trainee and want to upgrade your license, we offer the courses you'll need.

- 🕒 **Trainee to Licensed Residential Appraiser** — 154 hrs of AQE courses (79 hours + 75 additional hrs)
- 🕒 **Trainee to Certified Residential Appraiser** — 204 hrs of AQE courses (79 hours +125 additional hrs)
- 🕒 **Trainee to Certified General Appraiser** — 304 hrs of AQE courses (79 hours + 225 additional hrs)

If you are currently a licensed residential appraiser or a certified residential appraiser, please visit the website to view the steps and hours needed to upgrade your license.

Courses can be completed during 1000 hour accrual experience.

## 2 Submit 79 Hours of Education and Appraiser Trainee Application to TALCB

- Submit all education hours and your appraisal trainee application to TALCB.
- Once you have completed the Appraiser Trainee Program's 79 hours, you must submit your education and Application for Approval to TALCB in the "My License" system on TALCB's website at [www.talcb.texas.gov](http://www.talcb.texas.gov).
- Select "Register HERE to set up a user ID and password" and follow the steps to create an account. Once you have created an account, you will apply for a new license. The application fee for an appraiser trainee license is \$250 (plus a \$5 online fee).
- An appraiser trainee applicant must have a sponsoring certified appraiser. The application must be completed and signed by the appraiser trainee applicant AND by each sponsoring certified appraiser.

## 3 Complete Your 1,000 Hours of Experience Over a Minimum of a 6-Month Period

The TALCB requires that you legally complete 1,000 hours of experience supported by written reports prior to receiving your license. This generally equates to 250–300 residential appraisals. You must be sponsored and supervised by a Certified Appraiser. **1500** hours over a minimum of a 12 month period are required to upgrade to a certified residential appraiser license and **3000** hours over a minimum of 18 months are required to upgrade to a certified general appraiser license. <https://www.talcb.texas.gov/potential-license-holder/appraiser-trainee>

## 4 Complete Your Qualifying Education

As you undertake your experience hours as an appraisal trainee, you will also complete the required qualifying education courses. To become a licensed residential appraiser, you'll **complete the 75-Hour Licensed Residential Appraiser courses:** Market Analysis and Highest and Best Use, Residential Valuation: Site Valuation and Cost Approach, Residential Valuation: Sales Comparison Approach and Income Approach, and Residential Valuation: Report Writing and Case Studies.

See Appraiser License Upgrades on following page (41) for licensing options. If you are currently a licensed residential appraiser or a certified residential appraiser, please visit the website to view the steps and hours needed to upgrade your license. Courses can be completed during your 1000 hour accrual experience.

## 5 Submit Your Licensed Residential Appraiser Application to TALCB

Submit completed application, experience log, signed affidavit, and a \$405 application fee (\$400 + \$5 online fee) to TALCB. Note: You must be at least 18 years of age and a legal resident of Texas for at least 60 days before filing your application.

## 6 Take the Exam Prep Class | Your Key to Passing the State Exam.

Choose a date from the [ChampionsLive](#) Appraisal Prep schedule and complete the course to prepare for the state exam.

## 7 Take the State Exam at Pearson VUE

- Your state exam will consist of 125 multiple choice questions and you will have 4 hours to complete the exam.
- The cost of the exam is \$55, payable to Pearson VUE. Upon passing the exam, TALCB will charge an \$80 federal registration fee.
- You can make an appointment by calling 800-997-1248 or visiting [pearsonvue.com/tx/appraisers](http://pearsonvue.com/tx/appraisers).

**Congratulations!** A licensed residential appraiser is licensed by TALCB and has met the educational, experiential, and testing requirements for licensing. The scope of work includes appraisal of non-complex residential 1-4 unit properties with a transactional value less than \$1,000,000. Licensed residential appraisers also have the authority to complete complex federally-related transactions (FRTs) and non-FRT transactions with a value less than \$400,000.

# TEXAS APPRAISER QUALIFYING EDUCATION

**CHAMPIONS SCHOOL OF REAL ESTATE® WILL HELP YOU SUCCESSFULLY PREPARE FOR A CAREER IN THE APPRAISAL INDUSTRY**

Our students receive the most quality education available and our comprehensive education is created and taught by award-winning instructors. We ensure that you will receive the most accurate and up-to-date information to help you become a Champion!



QUALIFYING EDUCATION (QE)	Hours	Delivery	Price*
<b>154-Hour Licensed Residential Appraiser Upgrade Program</b> The complete program to get you started as a Licensed Residential Appraiser. See below descriptions for all courses included in this program.	154	📺	<del>\$2400</del> <b>\$1790</b> SAVE \$610
<b>79-Hour Appraiser Supervisor Trainee Program</b> This program is the first step of your appraisal career. Upon finishing these courses, you can start your apprenticeship as an appraisal trainee, working under an experienced appraiser to gain hours of hands-on experience. Completing these courses doesn't get you a license yet; think of them as prerequisite courses for the licensing program. Once done, you'll kick off your apprenticeship. Later, while you're a trainee, you'll join the 75-Hour Licensed Residential Appraiser Program. <ul style="list-style-type: none"> <li>• 2024-2025 15-Hour National USPAP Course (15 hrs)</li> <li>• Real Estate Appraisal: Principles (30 hrs)</li> <li>• Real Estate Appraisal: Practices and Procedures (30 hrs)</li> <li>• Texas Appraising for the Supervisor and Trainee (4 hrs)</li> </ul>	79	📺	<del>\$1290</del> <b>\$950</b> SAVE \$340
<b>75-Hour Licensed Residential Appraiser Upgrade Program</b> This licensing program covers the essential coursework for those aiming to become licensed residential appraisers. These courses will prepare you for the National Licensed Residential Real Property exam, which you'll take upon finishing the program. Once you complete the coursework, pass the exam, and acquire the required 1,000 experience hours, you'll obtain a residential appraiser license, officially earning the title of a licensed residential appraiser. <ul style="list-style-type: none"> <li>• Market Analysis and Highest and Best Use (15 hrs)</li> <li>• Residential Valuation: Sales Comparison Approach and Income Approach (30 hrs)</li> <li>• Residential Valuation: Site Valuation and Cost Approach (15 hrs)</li> <li>• Residential Valuation: Report Writing and Case Studies (15 hrs)</li> </ul>	+75 154 Total	📺	<del>\$1110</del> <b>\$840</b> SAVE \$270
QUALIFYING EDUCATION ONLINE PROGRAMS	Additional Hours	Delivery	Price*
<b>Certified Residential Appraiser Upgrade Program</b> In addition to the 79 course hours for the appraisal trainee license, 125 hours of qualifying education courses are required to become a certified residential appraiser. See website for courses required.	+125 204 Total	💻	<del>\$1855</del> <b>\$1370</b> SAVE \$485
<b>Certified General Appraiser Upgrade Program</b> In addition to the 79 course hours for the appraisal trainee license, 225 hours of qualifying education courses are required to become a certified general appraiser. See website for courses required.	+225 304 Total	💻	<del>\$3234</del> <b>\$2630</b> SAVE \$604

**Course Delivery Options**

- 📺 Virtual Classroom
- 🎥 Online Interactive
- 💻 Online Correspondence

Learn more about delivery methods at [ChampionsSchool.com](https://ChampionsSchool.com)

CONTINUING EDUCATION (CE)	Hours	Delivery	Price*
<b>28-Hour CE Renewal Program</b> Renew your license every two years to maintain an active appraisal license. This 28-hour program has all the education you need to renew your Texas appraiser license	28	📺🎥	<del>\$658</del> <b>\$550</b> SAVE \$108
<ul style="list-style-type: none"> <li>• 7-Hour National USPAP Update Course</li> <li>• 7-Hour Course <a href="#">Pending Approval</a></li> <li>• 14-Hour Market Analysis and Highest and Best Use</li> </ul>			





# TEXAS APPRAISER QUALIFYING EDUCATION

## WE OFFER EVERY COURSE YOU NEED TO BECOME A LICENSED RESIDENTIAL APPRAISER IN TEXAS

Prepare for a career in Texas real estate appraisal with a complete education program designed to help you succeed as an appraisal professional. Our courses will take you from learning basic principles of the business to having hands-on appraisal experience. We provide every course you will need in order to meet the Texas appraiser license requirements set forth by the Texas Appraiser Licensing and Certification Board (TALCB). To register for your class today, contact your local campus at 800-969-2599 and speak with a career counselor or visit us at [www.ChampionsSchool.com/appraisal/tx/](http://www.ChampionsSchool.com/appraisal/tx/).

### 15-HOUR CE PROGRAM UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE \$315

CHAMPIONSLIVE	
Jun 10 - 11	Mon/Tue
Jul 1 - 2	Mon/Tue
Sep 3 - 4	Tue/Wed
Oct 21 - 22	Mon/Tue
8:30 AM – 4:45 PM	

In this course, you will engage in real-life simulations that promote understanding of professional standards, the code of ethics, and your obligations under the law. You will receive the latest edition of the Uniform Standards

of Professional Appraisal Practice (USPAP) to keep for your use. Also included are copies of the Federal Financial Institutions Standards and the latest Appraisal Standards Board Advisory Opinions. This course must be completed within 24 months of filing your TALCB application.

### TEXAS APPRAISAL QUALIFYING EXAM PREP \$199

**The essential preparation tool for the state exam!**

CHAMPIONSLIVE	
May 18 - 19	Sat/Sun
Jun 29 - 30	Sat/Sun
Jul 27 - 28	Sat/Sun
Aug 24 - 25	Sat/Sun
Sep 21 - 22	Sat/Sun
Oct 19 - 20	Sat/Sun
8:30 AM – 4:45 PM	

This course will prepare aspiring appraisers for the state exam. The material has over 150 questions to challenge the appraiser in preparation for the exam. No one should attempt the Texas appraisal exam without taking this course first.

CHAMPIONSLIVE				
Date	Days	Course	Hours	Course
May 6 - 9	Mon - Thu	Real Estate Appraisal: Principles	30	27856
May 13 - 16	Mon - Thu	Real Estate Appraisal: Practices and Procedures	30	27855
May 17	Fri	Appraising for the Supervisor and Trainee	4	48788
May 18 - 19	Sat/Sun	Appraisal Exam Prep		
May 22 - 23	Wed/Thu	Market Analysis and Highest and Best Use	15	27853
May 28 - 31	Tue - Fri	Residential Valuation: Sales Comparison Approach and Income Approach	30	27854
Jun 3 - 4	Mon/Tue	Residential Valuation: Site Valuation and Cost Approach	15	27852
Jun 5 - 6	Wed/Thu	Residential Valuation: Report Writing and Case Studies	15	27871
Jun 10 - 11	Mon/Tue	2024-2025 15-Hour National USPAP	15	48107
Jun 14	Fri	Appraising for the Supervisor and Trainee	4	48788
Jun 19 - 20	Wed/Thu	Market Analysis and Highest and Best Use	15	27853
Jun 24 - 27	Mon - Thu	Real Estate Appraisal: Principles	30	27856
Jun 29 - 30	Sat/Sun	Appraisal Exam Prep		
Jul 1 - 2	Mon/Tue	2024-2025 15-Hour National USPAP	15	48107
Jul 8 - 11	Mon - Thu	Real Estate Appraisal: Practices and Procedures	30	27855
Jul 17 - 18	Wed/Thu	Market Analysis and Highest and Best Use	15	27853
Jul 19	Fri	Appraising for the Supervisor and Trainee	4	48788
Jul 22 - 23	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	30	27854
Jul 27 - 28	Sat/Sun	Appraisal Exam Prep		
Jul 29 - 30	Wed/Thu	Residential Valuation: Report Writing and Case Studies	15	27871
Jul 31 - Aug 1	Mon/Tue	Residential Valuation: Site Valuation and Cost Approach	15	27852
Aug 5 - 8	Mon - Thu	Real Estate Appraisal: Principles	30	27856
Aug 14 - 15	Wed/Thu	Market Analysis and Highest and Best Use	15	27853
Aug 16	Fri	Appraising for the Supervisor and Trainee	4	48788
Aug 19 - 22	Mon - Thu	Real Estate Appraisal: Practices and Procedures	30	27855
Aug 24 - 25	Sat/Sun	Appraisal Exam Prep		
Aug 26 - 29	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	30	27854
Sep 3 - 4	Tue/Wed	2024-2025 15-Hour National USPAP	15	48107
Sep 5 - 6	Wed/Thu	Residential Valuation: Report Writing and Case Studies	15	27871
Sep 11 - 12	Mon/Tue	Residential Valuation: Site Valuation and Cost Approach	15	27852
Sep 18 - 19	Wed/Thu	Market Analysis and Highest and Best Use	15	27853
Sep 20	Fri	Appraising for the Supervisor and Trainee	4	48788
Sep 21 - 22	Sat/Sun	Appraisal Exam Prep		
Sep 23 - 26	Mon - Thu	Real Estate Appraisal: Principles	30	27856
Sep 30 - Oct 3	Mon - Thu	Real Estate Appraisal: Practices and Procedures	30	27855
Oct 7 - 10	Mon - Thu	Residential Valuation: Sales Comparison Approach and Income Approach	30	27854
Oct 16 - 17	Wed/Thu	Market Analysis and Highest and Best Use	15	27853
Oct 18	Fri	Appraising for the Supervisor and Trainee	4	48788
Oct 19 - 20	Sat/Sun	Appraisal Exam Prep		
Oct 21 - 22	Mon/Tue	2024-2025 15-Hour National USPAP	15	48107
Oct 23 - 24	Wed/Thu	Residential Valuation: Report Writing and Case Studies	15	27871
Oct 30 - 31	Mon/Tue	Residential Valuation: Site Valuation and Cost Approach	15	27852

# APPRAISER Q&E COURSE DESCRIPTIONS

## 79-Hour Trainee Program Courses

**2024-2025 15-Hour National USPAP** provides critical information regarding the Uniform Standards of Professional Appraisal Practice. The course details ethical standards, explains how USPAP concepts apply to everyday situations, and drives home the importance of impartiality.

**Real Estate Appraisal: Principles** covers real property concepts and characteristics, legal considerations, value influences, real estate finance, appraisal ethics, and more. With theory, case studies, and examples, this is an essential first step toward mastery of basic appraisal principles.

**Real Estate Appraisal: Practices and Procedures** expands upon basic appraisal principles and covers appraisal development processes, property data analysis, building processes and construction terminology, the reconciliation process, and an overview of Fannie Mae forms.

**Appraising for the Supervisor and Trainee** covers many topics, from national appraisal regulatory bodies to the roles and duties of trainees and supervisory appraisers. With a comprehensive overview of appraisal ethics and best practices, this course is replete with crucial concepts.

## 75-Hour Licensed Residential Appraiser Upgrade Program

**Market Analysis and Highest and Best Use** delves into market fundamentals, including supply and demand analyses. This comprehensive study encompasses the application of market analysis in evaluating the four tests of highest and best use, also known as test constraints.

**Residential Valuation: Site Valuation and Cost Approach** covers a broad variety of concepts that build upon basic knowledge, including site analysis and land valuation methods, valuation of improvements, developing the cost approach, estimating depreciation, and reconciling final costs.

**Residential Valuation: Sales Comparison Approach and Income Approach** encompasses a wide array of topics, including comparable sale selection, data analysis, market value and valuation principles, appraisal calculations, investment properties, and utilizing the “income approach.”

**Residential Valuation: Report Writing and Case Studies** provides aspiring appraisers with a comprehensive overview of the report-writing process, an essential skill for anyone in the profession. This course covers USPAP compliance, report requirements, addenda and other forms, and more.

**Appraisal Exam Prep** streamlines the studying process for the National Licensed Residential Real Property exam, covering all essential material and providing online mock exams to aid in preparation. Your enrollment grants a year of free retakes, allowing you to retake the course until you feel fully prepared.

# TEXAS APPRAISER CONTINUING EDUCATION

## RENEW YOUR LICENSE EVERY TWO YEARS TO MAINTAIN AN ACTIVE APPRAISAL LICENSE

CHAMPIONSLIVE	
Jun 17 - 20	Mon - Thu
Jul 15 - 18	Mon - Thu
Aug 12 - 15	Mon - Thu
Sep 16 - 19	Mon - Thu
Oct 14 - 17	Mon - Thu
8:30 AM – 4:45 PM	

Continuing education is not just a requirement from the Texas Appraiser Licensing and Certification Board, it is your chance to connect with other industry professionals, learn what is happening in the industry, and see where the industry is headed.

## 28-HOUR CE APPRAISAL PROGRAM

	Day	Delivery	Price
7-Hour National USPAP Update Course	Mon		
7-Hour VA and USPAP Appraising 49693	Tue		<b>\$550</b>
14-Hour Market Analysis and Highest and Best Use 27853	Wed/Thu		
7-Hour 2024–2025 National USPAP Update Course			<b>\$235</b>
3-Hour Best Practices for Completing Bifurcated & Hybrid Appraisals			<b>\$79</b>

## CONTINUING EDUCATION (CE)

	ACE Hours	Delivery	Price
2024–2025 7-Hour National USPAP Update Course	47870	7	<b>\$235</b>
The FHA Handbook 4000.1	34010	7	<b>\$135</b>
Residential Construction and the Appraiser	36109	7	<b>\$135</b>
Residential Property Inspection for Appraisers	37025	7	<b>\$135</b>
Appraisal of REO and Foreclosure Properties	38039	7	<b>\$135</b>
Residential Report Writing: More Than Forms	38294	7	<b>\$135</b>
Green Building Concepts for Appraisers	41255	7	<b>\$135</b>
The Cost Approach	34338	7	<b>\$135</b>
VA and USPAP Appraising	49693	7	<b>\$135</b>
Valuation of Residential Green Buildings	41246	4	<b>\$105</b>
Fair Housing, Bias, and Discrimination	43157	4	<b>\$105</b>
Supervisor — Trainee Course for Texas	27783	4	<b>\$105</b>
Best Practices for Completing Bifurcated and Hybrid Appraisals	40544	3	<b>\$79</b>



# 6 STEPS TO A TEXAS INSPECTOR LICENSE

**EVERYTHING YOU NEED TO KNOW TO MEET THE TEXAS HOME INSPECTOR LICENSE REQUIREMENTS!**

1

## Complete Core Inspector Classes at Champions School of Professional Inspection™

Complete 194 Education hours to become a Professional Home Inspector. These hours are broken down into National and State.

### 110 National Education hours include the following:

- 40-Hour Property and Building Inspection Module I
- 40-Hour Property and Building Inspection Module II
- 20-Hour Analysis of Findings and Reporting Module
- 10-Hour Business Operations and Professional Responsibilities Module

### 84 State Education hours include the following:

- 24-Hour Texas Standards of Practice Module
- 20-Hour Texas Law Module
- 40-Hour Texas Practicum

**Please Note** - We recommend completing the 110-Hour National courses first, then filing your application with TREC to become eligible for the National portion of the State Exam. However, you may continue on with the State portion of the program and take both the National and State portion of the State Exam at the same time. You cannot take the State portion before the National portion.

**Please Note** - A Real Estate Inspector must work under a Professional Home Inspector and cannot work on their own.

2

## Submit Professional Inspector License Application and Educational Documents to TREC

Once you have completed the 110 hours of National Education hours at Champions, you will need to submit your certificates of completion, Inspector license application, application fee, and if applicable, experience records to the Texas Real Estate Commission by mail.

**Please Note** - The application fee for a Professional Inspector license is \$120 and should be paid by cashier's check, personal check, or money order payable to the Texas Real Estate Commission. Mail your documentation to: Texas Real Estate Commission, PO Box 12188, Austin, Texas 78711-2188

3

## Take the National/State Exam Prep Course at Champions School of Real Estate® 🔑

While waiting for your application to be approved, our Exam Prep course is the perfect tool to keep your knowledge fresh and help you prepare for the exam. You may retake the course as many times as you like for one year at no additional charge!

4

## Get Your Fingerprints taken and Pass a Background Check

You are required by law to have fingerprints ([www.trec.texas.gov/fingerprint-requirements](http://www.trec.texas.gov/fingerprint-requirements)) on file with the Texas Department of Public Safety (DPS) so a background check can be performed. Fingerprints from other agencies will not be accepted. The fingerprinting fee is \$38.25.

**Please Note** - A license will not be issued if the background check has not been passed or if E+O insurance is not on file. Expect a delay if you are notified of an investigation into your background history.

5

## Pass the National and State Exam within one year of filing application with TREC

The final step in obtaining your license is to pass the State Exam within one year of filing your application. Go to the Prep page to learn all the details about the Professional Inspector National/State Exam. Costs of the exam:

- **National Exam - \$199. Exam fee is due at time of scheduling**
- **State Exam - \$55. Exam fee due at time of scheduling**

**Please Note** - In order to take the National or State exam, your application must first be approved by the Texas Real Estate Commission. Upon approval, you will receive an Exam Candidate Handbook that will include instructions explaining how to schedule your exam. You cannot take the State portion before the National portion.

Pearson Vue Contact Information: (800) 997-1248 | [www.pearsonvue.com/tx/inspectors/](http://www.pearsonvue.com/tx/inspectors/)














6

## Renew your license every two years by completing your Inspector Continuing Education

Annually complete your Inspector Continuing Education requirement by completing 32 hours of Continuing Education every 2 years (must be different courses). We recommend that you take your education from Champions School of Real Estate® and submit your renewal application and pay the renewal fee to TREC. The 32 hours of continuing education must include 4 hours of Inspector Legal & Ethics and 4 hours of Standards of Practice Review.



# TEXAS INSPECTOR QUALIFYING EDUCATION

QUALIFYING EDUCATION (QE)	Program Hours	Delivery	Price*	
<b>PROFESSIONAL REAL ESTATE INSPECTOR PROGRAMS</b>				
<b>194-HOUR PROFESSIONAL LICENSE PROGRAM</b> <b>W/ TEXAS PRACTICUM</b> <b>110-Hour Professional Inspector National Modules</b> <ul style="list-style-type: none"> <li>40-Hour Property and Building Inspection Module I and Module II (80hrs)</li> <li>20-Hour Analysis of Findings and Reporting Module</li> <li>10-Hour Business Operations and Professional Responsibilities Module</li> <li>Inspector Exam Prep Course</li> </ul> <b>84-Hour Professional Inspector State Modules</b> <ul style="list-style-type: none"> <li>24-Hour Texas Standards of Practice Module</li> <li>20-Hour Texas Law Module</li> <li>Inspector Exam Prep Course</li> <li>40-Hour Texas Practicum</li> </ul>	194		<del>\$5824</del> <b>\$2999</b> <b>SAVE \$2825!</b>	
<b>154-HOUR PROFESSIONAL INSPECTOR PROGRAM</b> <b>W/O TEXAS PRACTICUM</b> <b>110-Hour Professional Inspector National Modules</b> <ul style="list-style-type: none"> <li>40-Hour Property and Building Inspection Module I and Module II (80hrs)</li> <li>20-Hour Analysis of Findings and Reporting Module</li> <li>10-Hour Business Operations and Professional Responsibilities Module</li> <li>Inspector Exam Prep Course</li> </ul> <b>44-Hour Professional Inspector State Modules</b> <ul style="list-style-type: none"> <li>24-Hour Texas Standards of Practice Module</li> <li>20-Hour Texas Law Module</li> <li>Inspector Exam Prep Course</li> </ul>	154		<del>\$3725</del> <b>\$2739</b> <b>SAVE \$986!</b>	
<b>REAL ESTATE INSPECTOR PROGRAMS</b>	NOTE A Real Estate Inspector must work under a Professional Home Inspector and cannot work on their own.			
<b>154-HOUR REAL ESTATE INSPECTOR PROGRAM</b> <b>W/ TEXAS PRACTICUM</b> <b>90-Hour Inspector National Modules</b> <ul style="list-style-type: none"> <li>40-Hour Property and Building Inspection Module I and Module II (80hrs)</li> <li>10-Hour Business Operations and Professional Responsibilities Module</li> <li>Inspector Exam Prep Course</li> </ul> <b>64-Hour Real Estate Inspector State Modules</b> <ul style="list-style-type: none"> <li>24-Hour Texas Standards of Practice Module</li> <li>40-Hour Texas Practicum</li> <li>Inspector Exam Prep Course</li> </ul>	154		<del>\$5034</del> <b>\$2674</b> <b>SAVE \$2360!</b>	
<b>114-HOUR REAL ESTATE INSPECTOR PROGRAM</b> <b>W/O TEXAS PRACTICUM</b> <b>90-Hour Inspector National Modules</b> (see course list above) <b>24-Hour Real Estate Inspector State Modules</b> <ul style="list-style-type: none"> <li>24-Hour Texas Standards of Practice Module</li> <li>Inspector Exam Prep Course</li> </ul>	114		<del>\$2935</del> <b>\$1674</b> <b>SAVE \$1261!</b>	
<b>INDIVIDUAL COURSES</b>	Course #	Hours	Delivery	Price*
40-Hour Texas Practicum	39929	40		\$2099
40-Hour Property and Building Inspection Module I	39925	40		\$700
40-Hour Property and Building Inspection Module II	39926	40		\$700
24-Hour Texas Standards of Practice Module	39928	24		\$440
20-Hr Analysis of Findings and Reporting Module	39923	20		\$490
20-Hr Texas Law Module	39927	20		\$270
10-Hr Business Operations and Professional Responsibilities Module	39924	10		\$300
Professional Inspector Exam Prep 		24		\$745





"Champions School of Real Estate did an outstanding job in training me to become a Texas Home Inspector. I was educated, confident, and able to hit the ground running on my first home inspection. The inspectors course material and instructors are much more thorough than any national inspectors' training course. I highly recommend Champions School of Real Estate."

— Daryl H. Austin

"Thanks for taking the time to create, continue, and perfect the Home Inspector Program, it has truly changed my life!"

— Nayron H. Houston

#### Course Delivery Options

-  Virtual Classroom
-  Online Correspondence
-  Correspondence
-  Classroom

Learn More About Delivery Methods at [www.ChampionsSchool.com](http://www.ChampionsSchool.com)



# TEXAS INSPECTOR QUALIFYING EDUCATION

**Everything You Need to Kick Off a New Career in Home Inspection.** Successfully prepare for a new career in the Professional Inspector industry with high quality home inspection pre-license education. Our comprehensive home inspection courses are created and taught by award winning instructors that ensure you receive the most accurate and up-to-date industry knowledge.

## SUPPLEMENTAL CLASSES

As a Home Inspection student taking your Qualifying Education courses, you can take advantage of an instructor-led virtual or classroom session to help you learn.

Supplemental classes are in addition to your Online studies; these classes do not replace online courses.

**Prerequisite** Must read as much of the course material as possible before attending. Classes are designed to be taken in order:

- Property & Building Inspection | Module I
- Property & Building Inspection | Module II
- Analysis of Findings & Reporting Module
- Business Operations & Professional Responsibilities Module
- Texas Standards of Practice
- Texas Law

### Property & Building Inspection – Module I

8:30 AM – 5:30 PM

#### CHAMPIONSLIVE

Jan 10 – 13	Tue – Fri
Jan 31 – Feb 3	Wed – Sat
Feb 19 – 22	Mon – Thu
Mar 6 – 9	Wed – Sat
Mar 23 – 26	Sat – Tue
Apr 8 – 11	Mon – Thu
Apr 29 – May 2	Mon – Thu
May 20 – 23	Mon – Thu
Jun 5 – 8	Wed – Sat
Jun 17 – 20	Mon – Thu
Jul 11 – 14	Thu – Sun
Jul 27 – 30	Sat – Tue

#### AUSTIN

Jan 10 – 13	Wed – Sat
Feb 19 – 22	Mon – Thu
Mar 23 – 26	Sat – Tue
Jun 5 – 8	Wed – Sat
Jul 11 – 14	Thu – Sun

#### HOUSTON NORTH

Feb 7 – 10	Wed – Sat
Apr 8 – 11	Mon – Thu
Aug 1 – 4	Thu – Sun

### Property & Building Inspection – Module II

8:30 AM – 5:30 PM

#### CHAMPIONSLIVE

Jan 2 – 5	Tue – Fri
Jan 25 – 28	Thu – Sun
Feb 7 – 10	Wed – Sat
Feb 28 – Mar 2	Wed – Sat
Apr 1 – 4	Mon – Thu
Apr 22 – 25	Mon – Thu
May 7 – 10	Tue – Fri
Jun 12 – 15	Wed – Sat
Jun 27 – 30	Thu – Sun
Jul 17 – 20	Wed – Sat
Aug 1 – 4	Thu – Sun

### Analysis of Findings and Reporting Module

Day 1: 8:30 AM – 5:30 PM  
Day 2: 8:30 AM – 12:30 PM

#### CHAMPIONSLIVE

Jan 19 – 20	Fri/Sat
Feb 16 – 17	Fri/Sat
Mar 14 – 15	Thu/Fri
Apr 15 – 16	Mon/Tue
May 14 – 15	Tue/Wed
Jun 14 – 15	Fri/Sat
Jul 18 – 19	Thu/Fri

#### AUSTIN

Feb 16 – 17	Fri/Sat
Mar 14 – 15	Thu/Fri
Jun 14 – 15	Fri/Sat
Jul 18 – 19	Thu/Fri

### Business Operations & Professional Responsibilities Module

Half Day: 1:30 PM – 5:30 PM

#### CHAMPIONSLIVE

Jan 20	Sat
Feb 17	Sat
Mar 15	Fri
Apr 16	Tue
May 15	Wed
Jun 15	Sat
Jul 19	Fri

#### AUSTIN

Feb 17	Sat
Mar 15	Fri
Jun 15	Sat
Jul 19	Fri

### Texas Standards of Practice

Virtual/Classroom attendance required

8:30 AM – 5:30 PM

#### CHAMPIONSLIVE

Jan 8 – 9	Mon/Tue
Jan 25 – 26	Thu/Fri
Feb 2 – 3	Fri/Sat
Feb 23 – 24	Fri/Sat
Mar 5 – 6	Tue/Wed
Mar 21 – 22	Thu/Fri
Apr 19 – 20	Fri/Sat
May 6 – 7	Mon/Tue
May 17 – 18	Fri/Sat
Jun 1 – 2	Sat/Sun
Jun 21 – 22	Fri/Sat
Jul 2 – 3	Tue/Wed
Jul 24 – 25	Wed/Thu

### Texas Law Module

8:30 AM – 5:30 PM

#### CHAMPIONSLIVE

Feb 1	Thu
Mar 4	Mon
Apr 18	Thu
May 16	Thu
Jun 20	Thu
Jul 23	Tue

#### Course Delivery Options

- Virtual Classroom
- Online Correspondence
- Correspondence
- Classroom

Learn More About Delivery Methods at [www.ChampionsSchool.com](http://www.ChampionsSchool.com)

\$2099

### 40-HOUR TEXAS PRACTICUM

Prior to attending the 40-Hour Texas Practicum, all course modules must be completed.

Including attending a virtual supplemental or classroom for Texas SOP.

Please contact a Career Counselor when you're ready to schedule the Texas Practicum (maximum 4 students).

### PROFESSIONAL INSPECTION EXAM PREP

\$745

This prep course will prepare you for the state exam so you can pass on the first try. It covers the subject matter and questions similar to what you may see on the state inspector's exams. All areas of inspector qualifying information are included in this course, including tips and strategies that will increase your likelihood of passing the state exam.

National Exam Prep		State Exam Prep	
<b>CHAMPIONS LIVE</b>		<b>CHAMPIONS LIVE</b>	
Jan 29 – 31	Mon – Wed	Jan 31	Wed
Feb 24 – 26	Sat – Mon	Feb 26	Mon
Mar 7 – 9	Thu – Sat	Mar 9	Sat
Mar 26 – 28	Tue – Thu	Mar 29	Fri
Apr 12 – 14	Fri – Sun	Apr 14	Sun
Apr 24 – 26	Wed – Fri	Apr 26	Fri
May 8 – 10	Wed – Fri	May 10	Fri
May 28 – 30	Tue – Thu	May 30	Thu
Jun 10 – 12	Mon – Wed	Jun 12	Wed
Jun 24 – 26	Mon – Wed	Jun 26	Wed
Jul 8 – 10	Mon – Wed	Jul 10	Wed
Jul 29 – 31	Mon – Wed	Jul 31	Wed
<b>AUSTIN</b>		<b>AUSTIN</b>	
Feb 24 – 26	Sat – Mon	Feb 26	Mon
Mar 7 – 9	Thu – Sat	Mar 9	Sat
Apr 24 – 26	Wed – Fri	Apr 26	Fri
May 28 – 30	Tue – Thu	May 30	Thu
Jun 10 – 12	Mon – Wed	Jun 12	Wed
Jul 29 – 31	Mon – Wed	Jul 31	Wed
<b>Day 1 &amp; 2</b>	8:30 AM - 6:00 PM	Jun 12	Wed
<b>Day 3</b>	8:30 AM - 12:30 PM	Jul 31	Wed

### Professional Inspector Exam Details

#### National Exam - \$199 Exam fee is due at time of scheduling

- 4 hours, 200 National Questions (25 pretest questions that do not affect a candidate's score); Multiple choice
- National passing score is on a weighted 200 to 800 cut score with 500 as the pass point
- May take three times prior to the application expiration date (1 year)
- No required waiting time between test attempts

#### State Exam - \$55 Exam fee due at time of scheduling

- 45 minutes; 30 State Questions (5 pretest questions that do not affect a candidate's score); Multiple choice
- State passing score of 75% or higher
- May take 3 times prior to the application expiration date (1 year)
- No required waiting time between test attempts

**Please Note** - If you fail either the National or State portions three times, additional education is required for that portion before you can retake the exam. See website for details.

FREE

### INSPECTOR CAREER NIGHT

#### Considering a Career in Home Inspection?

If you've thought about a home inspection career, we encourage you to attend an upcoming FREE career night seminar. Champions School of Real Estate career nights are designed to provide you with the information you need to know in order to make an informed decision about a career in home inspection.

#### CALL A CAMPUS TO REGISTER

Austin Campus 512-244-3545	Championslive Campus 713-580-4946
Dallas Campus 972-867-4100	Fort Worth Campus 214-687-0000
Houston Galleria Campus 713-629-4543	Houston North Campus 281-893-4484
Houston West Campus 281-496-7386	San Antonio Campus 210-349-7600

Career Night		Jul 15	Mon
6:00 PM – 7:00 PM		<b>Career Night</b>	
<b>AUSTIN</b>		6:00 PM – 7:00 PM	
Jan 16	Tue	<b>HOUSTON NORTH</b>	
Feb 20	Tue	Jan 2	Tue
May 21	Tue	Feb 8	Thu
Jun 12	Wed	Mar 12	Tue
Jul 18	Thu	Apr 9	Tue
<b>DALLAS</b>		Jun 3	Mon
Jan 15	Mon	Jul 23	Tue
Feb 13	Tue	<b>SAN ANTONIO</b>	
Apr 22	Mon	Jan 3	Wed
May 14	Tue	May 6	Mon
		Jul 17	Wed
		<b>CHAMPIONS LIVE</b>	
		Jan 16	Tue
		Feb 20	Tue
		April 15	Mon
		May 21	Tue

### VIRTUAL STUDY HALL FREE

Students enrolled for the Inspector Program are eligible to register for ChampionsLive! Study Hall sessions at no additional cost.

Using a webcam and microphone, students can submit questions about topics they need help with and can interact directly with the instructor

CHAMPIONS LIVE	
Feb 1	Thu
Feb 15	Thu
Mar 7	Thu
Mar 21	Thu
Apr 4	Thu
Apr 18	Thu
May 9	Thu
May 23	Thu
Jun 6	Thu
Jun 20	Thu
Jul 11	Thu
Jul 25	Thu
6 PM - 8 PM	



# TEXAS INSPECTOR CONTINUING EDUCATION

## 8-HOUR CE COURSES

- Grounding vs Bonding Inspection Course** \$125  
 Increase your understanding of Grounding vs Bonding, How to properly apply the NEC Rules, Complete illustrations of the proper application of the Code Rules, Clear up misconceptions about Grounding and Bonding
- 8-Hour Required ICE Courses**  
**Inspector Legal & Ethics and SOP Review**  
 Inspector guidelines, Professional ethics, conduct, and legal standards
- Texas SOP Form/Report Writing**  
 Required use of report form, Sample report writing language, Proper Report Writing to increase business
- Texas Standards of Practice General Provisions Inspection Field Trip**  
 Guidelines that support each provision, Essential elements that require an opinion, Inspection process according to the SOP, Evaluation of components according to the SOP
- Red Flags Property Inspection**  
 What are they and what causes them, Inspecting for Red Flags inside and outside the home, Structural Red Flag defects, Major mechanical systems Red Flags, Inspection Field Trip (if possible)

- Stucco Inspection Course (Exterior)**  
 Proper inspection techniques, Stucco components & systems, System condition and flashing details, Recognizing deficiencies
- Landscape Irrigation (Sprinkler Systems)** \$145  
 Proper inspection techniques, Terminology and components, required backflow prevention for safety, risk reduction strategies/ TCEQ Rules

- Performing Residential Building Inspection** \$180  
 The purpose of new construction building rough-in and final inspections, Describes the building inspection in a step-by-step fashion and limitations, Complete inspection checklists, required areas of inspection, Foundation inspection, Floor, ceiling, and wall framing inspections; roof framing inspection, Roof covering inspection, Safety inspection, Interior and exterior finish covering inspection, Report writing/comment language

## 16-HOUR CE COURSES

- Road to Success for Inspectors** \$195  
 Provides step-by-step guidance to starting up and maintaining their real estate inspection business, Learn methods in building business and marketing, Practice skill-developing dialogues to help gain confidence with clients and business development
- Swimming Pool Operator/Inspector** \$195  
 Basic Concepts ( Residential/Commercial), Pool and Spa Barriers Electrical Safety, Water Balance/Clarity/Testing, Water Circulation and Filtration, Inspection Checklist
- A Non-Technical Guide to Soils and Foundations** \$195  
 Learn how a foundation and structure works, Learn how to interpret signs of deficiencies, Be able to render a written opinion, Understand the SOP General Provisions of Structural Systems
- Commercial Inspections Course** \$275  
 ASTM Standards/ Walk through survey, Property Condition Report (PCR and PCA), Multiple building, retail building, office building considerations, The Team Approach / Business Considerations, Marketing / Report Writing

CHAMPIONSLIVE			
Feb 5 – 6	Mon/Tue	Road to Success	16
Feb 15	Thu	Red Flags	8
Mar 2	Sat	Legal & Ethics/SOP Review	8
Mar 13	Wed	Standards of Practice Report Writing	8
Mar 22	Fri	Landscape Irrigation	8
Apr 18 – 19	Fri/Sat	Road to Success	16
May 13	Mon	Red Flags	8
May 17	Fri	Landscape Irrigation	8
Jun 18	Tue	Legal & Ethics/SOP Review	8
Jul 22	Mon	Standards of Practice Report Writing	8

AUSTIN			
Jan 16 – 17	Tue/Wed	Pool and Spa	16
Feb 5 - 6	Mon/Tue	Road to Success	16
Feb 15	Thu	Red Flags	8
Mar 13	Wed	Standards of Practice Report Writing	8
Apr 18 - 19	Fri/Sat	Road to Success	16
May 13	Mon	Red Flags	8
May 21 – 22	Tue/Wed	Pool and Spa	16
Jun 17	Mon	Residential Building Inspection	8
Jul 22	Mon	Standards of Practice Report Writing	8

DALLAS			
Feb 9	Fri	Landscape Irrigation	8
Feb 24	Sat	Grounding and Bonding	8
Mar 1 – 2	Fri/Sat	Commercial Inspections	16
Mar 18 – 19	Mon/Tue	Pool & Spa Certification	16
Apr 13	Sat	Grounding and Bonding	8
May 3	Fri	Landscape Irrigation	8
May 14 – 15	Tue/Wed	Pool & Spa Certification	16
Jul 19 - 20	Fri/Sat	Commercial Inspections	16

HOUSTON NORTH			
Jan 8	Mon	Home Pool Essentials	8
Feb 9	Fri	Legal & Ethics/SOP Review	8
Feb 10	Sat	Stucco/Exteriors	8
Feb 28	Wed	Residential Building Inspection	8
Mar 9	Sat	Grounding vs Bonding	8
Mar 22 – 23	Fri/Sat	Pool & Spa Certification	16
Apr 6	Sat	SOP General Provisions	8
May 24	Fri	Legal & Ethics/SOP Review	8
May 25	Sat	Stucco/Exteriors	8
Jun 28	Fri	Home Pool Essentials	8
Jun 29	Sat	Standards of Practice Report Writing	8
Jul 19	Fri	Legal & Ethics/SOP Review	8
Jul 20	Sat	Red Flags	8
Jul 23 – 24	Tue/Wed	Pool & Spa Certification	16

SAN ANTONIO			
Apr 16 –17	Tue-/Wed	Pool & Spa Certification	16
8:30 AM – 4:45 PM			

# TEXAS INSPECTOR CONTINUING EDUCATION

## 8-HOUR TEXAS INSPECTOR CE PROGRAM Inspector Legal & Ethics and SOP Review

This course will emphasize practical training and cover a wide array of topics that are relevant to Home Inspectors. Topics covered include Standards of Practice Review of Report Writing, Structural Systems, HVAC (heating, air conditioning, ventilation systems), Electrical Systems, Roofing, Plumbing Systems, and more.

- Approval 46863
- 8 Credit Hours (TREC)
- Textbook(s) included



\$125

\$385

## 32-HOUR TEXAS INSPECTOR CE PROGRAM

For each 2-year license period, the Professional Inspector must complete 32 hours of TREC approved, CE courses including 8 hours of Inspector Legal & Ethics and Texas Standards of Practice Review.


































### Electives

- **8-Hour Appliances** (Online), Grounding vs Bonding, Red Flags Property Inspection, SOP General Provisions, and SOP Report Writing
- **16-Hour Swimming Pool Operator**, Road to Success for Inspectors, Soils & Foundations

**Please call a counselor to get pricing and enroll in a specialized 32-Hour Program!**

- **Specialty Programs Available** Commercial Inspection, Performing Residential Building Inspection, CPO/CPI Certification courses, Landscape Irrigation

**NOTE An inspector is not eligible to receive more than 16 hours of continuing education credit for any one single subject.**

INSPECTOR CE COURSE	COURSE #	METHOD	HOURS	COST
Appliances ICE	43031   43032		8	\$125
Commercial Inspections	43330		16	\$275
Electrical Grounding vs Bonding	44837   43310	  	8	\$125
Home Pool Essentials	43851	 	8	\$125
Legal & Ethics/Texas SOP Review	41541	   	8	\$125
Landscape Irrigation	44507   43033	  	8	\$145
Performing Residential Building Inspection	42476		8	\$180
Certified Pool Operator	44509		16	\$195
Red Flags Property Inspection	44508   43030	   	8	\$125
Road to Success	45455	 	16	\$195
TX SOP - Gen. Provisions	42474   42475	   	8	\$125
TX SOP - Report Writing	42472   42473	 	8	\$125
Soils and Foundations	48100   48101	 	16	\$195
Stucco/Exterior	44836		8	\$125
Swimming Pool Inspector	43309	 	16	\$195

## POOL & HOT TUB ALLIANCE (PHTA) CERTIFICATION FOR OPERATORS/ INSPECTORS

### Inspector Legal & Ethics and SOP Review

Water chemistry, testing, chemical additions & safety, Calculations for efficient operations, Safety considerations, Pool/ Spa inspection/checklist

- CE Only \$195
- CPO Certification Only \$380
- CPO & CPI Course \$450





[www.ChampionsSchool.com/home-inspection/tx/cpo/](http://www.ChampionsSchool.com/home-inspection/tx/cpo/)

**CPO Certification (5 Years) • CPI Certification (3 Years)**



To become certified as a CPI (Certified Pool Inspector®), you must complete the CPO and CPI courses through Champions and take the CPI Exam with PHTA (Pool and Hot Tub Alliance).

**An additional registration form and \$115 fee for the CPI exam is required.**

### Course Delivery Options

-  Virtual Classroom
-  Online Correspondence
-  Correspondence
-  Classroom

Learn More About Delivery Methods at [www.ChampionsSchool.com](http://www.ChampionsSchool.com)

<b>AUSTIN</b> 
May 21 – 22 Tue/Wed
<b>DALLAS</b> 
Mar 18 – 19 Mon/Tue
May 14 – 15 Tue/Wed
<b>HOUSTON NORTH</b> 
Mar 22 – 23 Fri/Sat
Jul 23 – 24 Tue/Wed
<b>SAN ANTONIO</b> 
Apr 16 – 17 Tue/Wed
8:30 AM – 4:45 PM

## CONTACT

Austin Campus  
512-244-3545

Dallas Campus  
972-867-4100

Houston North Campus  
281-893-4484

San Antonio  
210-349-7600

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Statewide Instructor

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- Dining etiquette
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- Personality profiling
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- Dressing for success
- Body language
- Public speaking
- The job interview
- How to make introductions
- Etiquette in the workplace
- Strengthening your people skills
- Closing exercises



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— A. WRIGHT

"Christy is a great instructor and coach. We will be back in 2 years and requiring everyone on our team to take this course!"  
— N. TRIONETHAO

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[www.ChampionsSchool.com/business-etiquette-school](http://www.ChampionsSchool.com/business-etiquette-school)

### CHAMPIONSLIVE

May 18 – 19	Sat/Sun
Jun 22 – 23	Sat/Sun
Jul 27 – 28	Sat/Sun
Aug 24 – 25	Sat/Sun
Sep 21 – 22	Sat/Sun
Oct 19 – 20	Sat/Sun

### SCHEDULE

9:00 AM – 4:00 PM


## 2-DAY PROGRAM INCLUDES

- Approved course materials
- Certificate of program acknowledgement
- Personalized letter of completion
- Online textbook

## 2-Day Success Through Business Etiquette Program

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 ChampionsLive

 Online Correspondence





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Founder/CEO,  
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IN REAL ESTATE**  
Video Coaching Program



**SUCCESS THROUGH  
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2-Day Program



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COACHING PACKAGE**

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These professional development courses are not for TREC credit.

# CHAMPIONS IS PROUD TO BE THE LARGEST REAL ESTATE SCHOOL IN TEXAS!

Champions School of Real Estate is top notch! They care about their real estate education! The test prep courses that they offer are phenomenal and set you up for success to pass the test! The classes are comprehensive and interactive, which really helps you retain the information! Thank you, Champions, for helping me succeed and be a valuable real estate agent!

— Marsha Sikes  
Keller Williams Realty

As a long time student and known productivity coach, my job is to get agents up and practicing real estate. New agents who came from CSRE are better prepared for their real estate career!

— David Burton  
Keller Williams Lake Travis

Champions School of Real Estate is where I go for all my education requirements. The instructors, staff, and students have been wonderful! I'm so excited that we're all a team and growing together. I wouldn't go anywhere else!

— Dorothy Palmore/Mallory Mandy  
Realtor, eXp Realty

I met my broker nine years ago while doing continuing education at Champions School of Real Estate. Without that introduction, I would not be where I am today.

— Ray Albers  
Network Realty of Dallas

Six years ago, I decided to pursue a career in real estate. I did my research and decided to get my training from the best—Champions School of Real Estate. Because they offer so many methods of training, and different locations for their schools, I was able to take my classes on MY schedule! After taking the prep classes, I passed the State and national Exam on the first time! I know this is due to the excellent preparation Champions provides me with.

— Tamberly Hankins-Wojcik  
StepStone Realty

We have loved being a partner with Champions School of Real Estate! Getting started in real estate can be daunting, and CSRE makes the process simple to follow. The flexibility in the schedule allows everyone to find the right path towards reaching their goals. New agents who came from CSRE are more prepared and ready for the business than most other schools. We highly recommend their pre-licensing courses AND continuing education.

— Sonia Almanza  
Keller Williams City View

Our main engineer has taken many CE inspector classes and knows Roy Carter well. We have hired several Champions inspector grads for the major cities in Texas as we go statewide. Champions School of Real Estate is our go-to for our educational needs.

— Peggy Page  
Page Two Inspection Services, LLC

Champions is the best real estate school in Texas! I recommend all people wanting to be an Agent to take the real estate training at Champions. They have the best training materials and the best teachers who are experienced agents and brokers that understand the business.

— Dr. Hank Seitz  
Agent Wealth Success – eXp Realty

Brokers rely on the excellent education Champions gives to a new licensee when they onboard with a branch. An agent coming from Champions is well trained and easy to get up and running!

— Terri Macaluso  
Coldwell Banker Residential Brokerage

Without Champions School of Real Estate, our industry would not be as strong. The quality of the agents they produce is outstanding. We couldn't do it without you. Keep doing what you are doing.

— David Alan Cox  
Remax Dallas Suburbs

I have been a student at Champions School of Real Estate for the last nine years. Now I am the broker/owner of LM Max Realty, and I recommend Champions to my current REALTORS and also to prospective REALTORS. Champions has highly focused and results-oriented real estate courses and test prep classes.

— Thanga Thangavel  
LM Max Realty

## CHOOSE TO BE A CHAMPION®



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