



# REAL ESTATE CONTINUING EDUCATION (CE)

## EYE ON REAL ESTATE: TRENDS AND DISRUPTORS

**\$119** | 18-HOUR CE PROGRAM

Technologies are advancing, and the real estate industry is evolving before our eyes faster than ever before! Our exciting new 18-HR CE program will bring you up to speed with all of the current real estate trends and emerging industry disruptors.

### CE Program includes:

- Green building and buying
- New financing models emerging
- Smart-home and artificial intelligence technologies
- New business models such as iBuyers
- 5-Hour Eye on Real Estate: Trends and Disruptors
- 2-Hour Technology Update
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
5:30 PM - 7:30 PM	Tech Update 42238
Day 2 Schedule	
8:30 AM - 11:30 AM	Contract Review 40030
12:30 PM - 5:30 PM	Eye on RE: Trends 40466

AUSTIN	
Jul 7 - 8	Thu/Fri
Aug 11 - 12	Thu/Fri
Sep 8 - 9	Thu/Fri
Oct 6 - 7	Thu/Fri
Nov 3 - 4	Thu/Fri
Dec 1 - 2	Thu/Fri
Jan 12 - 13	Thu/Fri

HOUSTON NORTH	
Jul 28 - 29	Thu/Fri
Aug 29 - 30	Mon/Tue
Sep 26 - 27	Mon/Tue
Oct 24 - 25	Mon/Tue
Nov 28 - 29	Mon/Tue
Dec 19 - 20	Mon/Tue
Jan 23 - 24	Mon/Tue

DALLAS	
Jul 21 - 22	Thu/Fri
Aug 25 - 26	Thu/Fri
Sep 22 - 23	Thu/Fri
Oct 20 - 21	Thu/Fri
Nov 17 - 18	Thu/Fri
Dec 15 - 16	Thu/Fri
Jan 26 - 27	Thu/Fri

SAN ANTONIO	
Jul 14 - 15	Thu/Fri
Aug 18 - 19	Thu/Fri
Sep 15 - 16	Thu/Fri
Oct 13 - 14	Thu/Fri
Nov 10 - 11	Thu/Fri
Dec 8 - 9	Thu/Fri
Jan 19 - 20	Thu/Fri

FORT WORTH	
Jul 22 - 23	Fri/Sat
Aug 12 - 13	Fri/Sat
Sep 16 - 17	Fri/Sat
Oct 15 - 16	Sat/Sun
Nov 11 - 12	Fri/Sat
Dec 8 - 9	Thu/Fri
Jan 13 - 14	Fri/Sat

CHAMPIONSLIVE	
Jul 11 - 12	Mon/Tue
Jul 25 - 26	Mon/Tue
Aug 8 - 9	Mon/Tue
Aug 22 - 23	Mon/Tue
Sep 12 - 13	Mon/Tue
Oct 10 - 11	Mon/Tue
Oct 27 - 28	Thu/Fri
Nov 7 - 8	Mon/Tue
Nov 21 - 22	Mon/Tue
Dec 5 - 6	Mon/Tue
Jan 16 - 17	Mon/Tue
Jan 30 - 31	Mon/Tue

HOUSTON GALLERIA	
Jul 18 - 19	Mon/Tue
Aug 15 - 16	Mon/Tue
Sep 19 - 20	Mon/Tue
Oct 17 - 18	Mon/Tue
Nov 14 - 15	Mon/Tue
Dec 12 - 13	Mon/Tue
Jan 9 - 10	Mon/Tue

### Course Delivery Options

- ChampionsLive
- Online Correspondence
- Classroom

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





# ESSENTIAL TOPICS: 3-HR CONTRACT REVIEW

\$30 | 3-HOUR CE COURSE

**MANDATORY FOR 2022!** This course is designed to walk experienced agents through the details of commonly used contracts in real estate, including discussions of provisions and clauses and their use, a breakdown of available promulgated addenda and other forms, and a review of common contract mistakes and how they can affect the validity and viability of a contract. A valuable course for any active agent, this 3-hour course satisfies the TREC-mandated CE requirement.

AUSTIN	
Jul 8	Fri
Aug 12	Fri
Sep 9	Fri
Oct 7	Fri
Nov 4	Fri
Dec 2	Fri
Jan 13	Fri

FORT WORTH	
Jul 23	Sat
Aug 13	Sat
Sep 17	Sat
Oct 16	Sun
Nov 12	Sat
Dec 9	Fri
Jan 14	Sat

HOUSTON NORTH	
Jul 7	Thu
Jul 29	Fri
Aug 9	Tue
Aug 30	Tue
Sep 8	Thu
Sep 27	Tue
Oct 11	Tue
Oct 25	Tue
Nov 8	Tue
Nov 29	Tue
Dec 13	Tue
Dec 20	Tue
Jan 12	Thu
Jan 24	Tue

SAN ANTONIO	
Jul 15	Fri
Aug 19	Fri
Sep 16	Fri
Oct 14	Fri
Nov 11	Fri
Dec 9	Fri
Jan 20	Fri

DALLAS	
Jul 22	Fri
Aug 26	Fri
Sep 23	Fri
Oct 21	Fri
Nov 18	Fri
Dec 16	Fri
Jan 27	Fri

HOUSTON GALLERIA	
Jul 14	Thu
Jul 28	Thu
Sep 15	Thu
Oct 13	Thu
Nov 8	Tue
Dec 6	Tue
Jan 17	Tue

**CHAMPIONSLIVE**

3-Hour Contract Review in the Virtual Classroom is held EVERY Tuesday from 8:30 AM to 11:30 AM and Wednesday from 4:30 PM to 7:30 PM

Schedule
8:30 AM - 11:30 AM Contract Review: 40030

# TEXAS COMPLETE WITH BROKER RESPONSIBILITY

\$119 | 18-HOUR CE PROGRAM

Brokers who sponsor sales agents, broker of an entity, or those authorized to supervise other licensees are required to take a 6-hour course on broker responsibility.

**CE Program includes:**

- Regulatory aspects of management
- Business entities for ownership
- 1-Hour Technology Update
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II
- 6-Hour Broker Responsibility

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
5:30 PM - 6:20 PM	Tech in RE 40458
Day 2 Schedule	
8:30 AM - 11:30 AM	Contract Review 40030
12:30 PM - 6:30 PM	Broker Responsibility 39962

AUSTIN	
Jul 7 - 8	Thu/Fri
Aug 11 - 12	Thu/Fri
Sep 8 - 9	Thu/Fri
Oct 6 - 7	Thu/Fri
Nov 3 - 4	Thu/Fri
Dec 1 - 2	Thu/Fri
Jan 12 - 13	Thu/Fri

DALLAS	
Jul 21 - 22	Thu/Fri
Aug 25 - 26	Thu/Fri
Sep 22 - 23	Thu/Fri
Oct 20 - 21	Thu/Fri
Nov 17 - 18	Thu/Fri
Dec 15 - 16	Thu/Fri
Jan 26 - 27	Thu/Fri

FORT WORTH	
Jul 22 - 23	Fri/Sat
Aug 12 - 13	Fri/Sat
Sep 16 - 17	Fri/Sat
Oct 15 - 16	Sat/Sun
Nov 11 - 12	Fri/Sat
Dec 8 - 9	Thu/Fri
Jan 13 - 14	Fri/Sat

HOUSTON GALLERIA	
Jul 13 - 14	Wed/Thu
Jul 27 - 28	Wed/Thu
Sep 14 - 15	Wed/Thu
Oct 12 - 13	Wed/Thu
Nov 7 - 8	Mon/Tue
Dec 5 - 6	Mon/Tue
Jan 16 - 17	Mon/Tue

HOUSTON NORTH	
July 6 - 7	Wed/Thu
Aug 8 - 9	Mon/Tue
Sep 7 - 8	Wed/Thu
Oct 10 - 11	Mon/Tue
Nov 7 - 8	Mon/Tue
Dec 12 - 13	Mon/Tue
Jan 11 - 12	Wed/Thu

SAN ANTONIO	
Jul 14 - 15	Thu/Fri
Aug 18 - 19	Thu/Fri
Sep 15 - 16	Thu/Fri
Oct 13 - 14	Thu/Fri
Nov 10 - 11	Thu/Fri
Dec 8 - 9	Thu/Fri
Jan 19 - 20	Thu/Fri

CHAMPIONSLIVE	
Jul 18 - 19	Mon/Tue
Aug 1 - 2	Mon/Tue
Aug 15 - 16	Mon/Tue
Aug 29 - 30	Mon/Tue
Sep 6 - 7	Mon/Tue
Sep 19 - 20	Mon/Tue
Oct 3 - 4	Mon/Tue
Oct 17 - 18	Mon/Tue
Nov 14 - 15	Mon/Tue
Nov 28 - 29	Mon/Tue
Dec 12 - 13	Mon/Tue
Dec 19 - 20	Mon/Tue
Jan 9 - 10	Mon/Tue
Jan 23 - 24	Mon/Tue

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

## SELECTED TOPICS IN COMMERCIAL REAL ESTATE

\$119 | 18-HOUR CE PROGRAM

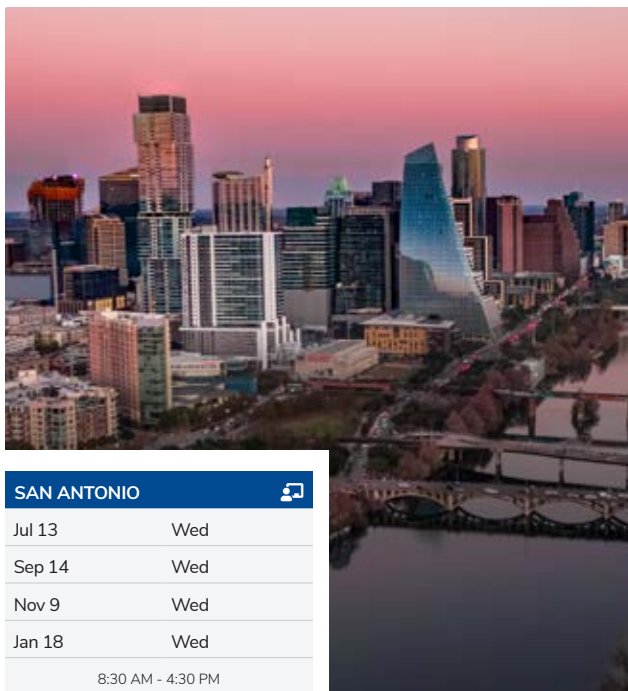
Understand the ins and outs of the commercial real estate business and become familiar with its terminology and mathematics. By the end of the course, you will have a better understanding of how this unique area of real estate works and see commercial real estate in a whole new way.

### CE Program includes:

- Investors and types of buyers
- Valuation of properties
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040
Day 2 Schedule	
8:30 AM - 4:30 PM	Select Commercial 40464
4:30 PM - 7:30 PM	Contract Review 40030

CHAMPIONSLIVE	
Jul 25 & 27	Mon/Wed
Aug 15 & 17	Mon/Wed
Sep 19 & 21	Mon/Wed
Oct 17 & 19	Mon/Wed
Nov 21 & 23	Mon/Wed
Dec 19 & 21	Mon/Wed
Jan 23 & 25	Mon/Wed



SAN ANTONIO	
Jul 13	Wed
Sep 14	Wed
Nov 9	Wed
Jan 18	Wed
8:30 AM - 4:30 PM	

## SELECTED TOPICS IN FARM & RANCH REAL ESTATE

\$119 | 18-HOUR CE PROGRAM

This CE program is designed to give agents interested in selling farm and ranch a clear window into this niche. It provides a breakdown of the TREC-promulgated Farm and Ranch Contract and related addenda, as well as the Texas REALTORS® Exclusive Listing Agreement—Exclusive Right to Sell (TXR-1201)

### CE Program includes:

- Farm & Ranch contracts
- Mineral rights
- 3-Hour Contract Review
- Land and water rights
- 8-Hour TREC Legal Update I & II
- Environmental issues

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040

CHAMPIONSLIVE	
Live Broadcast	
Jul 11 & 13	Mon/Wed
Aug 1 & 3	Mon/Wed
Sep 6 & 8	Tue/Thu
Oct 3 & 5	Mon/Wed
Nov 7 & 9	Mon/Wed
Dec 5 & 7	Mon/Wed
Jan 9 & 11	Mon/Wed

Day 2 Schedule	
8:30 AM - 4:30 PM	Farm & Ranch 40462
4:30 PM - 7:30 PM	Contract Review 40030



## Learn to Fly With Our Drones! DRONE PILOT ROOF INSPECTIONS

\$499 | 16-HOUR CE COURSE

This course is for inspectors and agents alike and will provide detailed information about using drone tech, properly operating a drone, and use a drone to record video. As identified by the Texas Standards of Practice, this will provide students with clear guidelines that aid in limiting liability for flights as well.

### This Course Includes:

- Live hands-on flight training with professional flight instructor
- Multiple practice flights
- Course workbook and completion certificate
- Learn to fly with our drones
- Practice test questions and answers
- Sample test, videos and study guides
- FAA 107 test reference book
- Creating drone video footage



Day 1 & 2 Schedule		DRONE ROOF INSPECTIONS		
8:30 AM - 4:45 PM		Austin	Oct 7 - 8	Fri/Sat
Drone Pilot 41177		Dallas	Aug 26 - 27	Fri/Sat
		Houston North	Sep 9 - 10	Fri/Sat
		Houston North	Nov 18 - 19	Fri/Sat

## SELECTED TOPICS IN PROPERTY MANAGEMENT

\$119 | 18-HOUR CE PROGRAM

Property management is on the rise, and there is an entire segment of real estate professionals that have chosen to also specialize in professional property management, a path in which agents and brokers work directly with property owners who lease their properties.

### CE Program includes:

- Working with property owners, legal and insurance matters
- Creating management plans, budgeting and financial reporting
- 3-Hour Contract Review
- 8-Hour TREC Legal Update I & II

Day 1 Schedule		CHAMPIONSLIVE	
8:30 AM - 12:30 PM	Legal Update I 42039	Jul 18 & 20	Mon/Wed
1:30 PM - 5:30 PM	Legal Update II 42040	Aug 8 & 10	Mon/Wed
Day 2 Schedule		Sep 12 & 14	Mon/Wed
8:30 AM - 4:30 PM	Property Management 40460	Oct 10 & 12	Mon/Wed
4:30 PM - 7:30 PM	Contract Review 40030	Nov 14 & 16	Mon/Wed
		Dec 12 & 14	Mon/Wed
		Jan 16 & 18	Mon/Wed



## TREC LEGAL UPDATE I & II (2022-2023)

\$80 | 8-HOUR CE PROGRAM

**Legal Update Part 1** covers various topics related to changes in regulations, forms and standards of practice including TREC statute and rule updates, legislative changes affecting property management, disclosures and unauthorized practice of law, and an overview of changes to promulgated contract and addenda forms.

**Legal Update Part 2** deals with ethics-related topics and those topics considered by TREC to be an important focus for sales agents. Topics include ethics requirements, fair housing, agency laws, DTPA, and various important legislative

Day 1 Schedule	
8:30 AM - 12:30 PM	Legal Update I 42039
1:30 PM - 5:30 PM	Legal Update II 42040



AUSTIN	
Aug 11	Thu
Sep 8	Thu
Oct 6	Thu
Nov 3	Thu
Dec 1	Thu
Jan 12	Thu

DALLAS	
Jun 23	Thu
Jul 21	Thu
Aug 25	Thu
Sep 22	Thu
Oct 20	Thu
Nov 17	Thu
Dec 15	Thu
Jan 26	Thu

FORT WORTH	
Jul 22	Fri
Aug 12	Fri
Sep 16	Fri
Oct 15	Sat
Nov 11	Fri
Dec 8	Thu
Jan 13	Fri

HOUSTON GALLERIA	
Jul 13	Wed
Jul 27	Wed
Sep 14	Wed
Oct 12	Wed
Nov 7	Mon
Dec 5	Mon
Jan 16	Mon

HOUSTON NORTH	
Jul 6	Wed
Jul 28	Thu
Aug 8	Mon
Aug 29	Mon
Sep 7	Wed
Sep 26	Mon
Oct 10	Mon
Oct 24	Mon
Nov 7	Mon
Nov 28	Mon
Dec 12	Mon
Dec 19	Mon
Jan 11	Wed
Jan 23	Mon

SAN ANTONIO	
Jul 14	Thu
Aug 18	Thu
Sep 15	Thu
Oct 13	Thu
Nov 10	Thu
Dec 8	Thu
Jan 19	Thu

CHAMPIONSLIVE	
Jul 5	Tue
Jul 11	Mon
Jul 18	Mon
Jul 25	Mon
Aug 1	Mon
Aug 8	Mon
Aug 15	Mon
Aug 22	Mon
Aug 29	Mon
Sep 6	Tue
Sep 12	Mon
Sep 19	Mon
Sep 26	Mon
Oct 3	Mon
Oct 10	Mon
Oct 17	Mon
Oct 27	Thu
Nov 7	Mon
Nov 14	Mon
Nov 21	Mon
Nov 28	Mon
Dec 5	Mon
Dec 12	Mon
Dec 19	Mon
Dec 27	Tue
Jan 9	Mon
Jan 16	Mon
Jan 23	Mon
Jan 30	Mon

**NEW!** LEGAL I & II ARE NOW AVAILABLE IN OUR INTERACTIVE MOBILE WEB APP